

WETHERS

- WHEN WOOL WAS KING
 - WE KEPT WETHERS
- SHEEP MEAT WAS CHEAP

WHAT MATTERS NOW?

- **WHAT HAS CHANGED?**

GROSS MARGIN / DSE

Income	Average	Top 25%
Wool Proceeds	\$ 21.24	\$ 22.19
Profit from Livestock Trading	\$ 18.92	\$ 23.98
Total Sheep Income	\$ 40.17	\$ 46.17
Expenses		
Sheep Costs	\$ 7.95	\$ 7.64
Fertiliser	\$ 2.90	\$ 2.64
Feed	\$ 4.76	\$ 3.88
Pasture	\$ 0.03	\$ 0.02
Total Variable Costs	\$ 15.64	\$ 14.19
Gross Margin / DSE	\$ 24.53	\$ 31.98

\$7.50/dse = 30% more

(Last 5 years, ranked on \$GM/ha)

LIVESTOCK TRADING

- | | | |
|----------------------------------|---------|------|
| • OPENING VALUE | NUMBERS | \$ |
| • PURCHASES | NUMBERS | \$ |
| • NATURAL INCREASE | NUMBERS | |
| • TOTAL OPENING INVENTORY. | | \$-A |
| • SALES | NUMBERS | \$ |
| • DEATHS | NUMBERS | |
| • CLOSING VALUE | NUMBERS | \$ |
| • TOTAL CLOSING INVENTORY | | \$-B |
| • PROFIT = CLOSING B – OPENING A | | |

LIVESTOCK TRADING

- OPENING VALUE NUMBERS \$
- **PURCHASES** NUMBERS \$
- **NATURAL INCREASE** NUMBERS
- TOTAL OPENING INVENTORY. \$-A

- **SALES** NUMBERS \$
- **DEATHS** NUMBERS
- CLOSING VALUE NUMBERS \$
- TOTAL CLOSING INVENTORY \$-B

- PROFIT = CLOSING B – OPENING A

Profits from “Livestock Trading”

1. Lambing rates.
2. Lamb survival rates.
3. Wastage Sources.
4. Price for purchased stock.
5. Price received for sale stock.
6. Flock mix (drives selling numbers).

ONE YEAR

- Sale price +\$5.00 (4.75 net)
- Deaths - \$2.40 (4% on \$60)
- Trading \$2.60 per DSE
- Compare \$18.92
- Extra wool required \$16.32
- New wool/DSE \$37.56
- @ \$5.50 6.83kg

THE \$65 SHIPPER.

- SELL AT WEANING OR KEEP TO 1.5 YO
- WEANER SELL / HD (COMPLETE DROP)

\$30	\$35	\$40	\$45
Gm/HD			
\$32.04	\$28.04	\$22.04	\$17.04
Gm/HA @ 10 DSE			
\$320	\$280	\$220	\$170
10 DSE @ 25 = \$250			
BREAK EVEN SALE PRICE WEANERS(GROSS)			37.50

WHY WETHERS

➤ RISK MANAGEMENT

CLIMATE CHANGE

SEASONAL BREAK

CAN BE RUN HARDER

CAN SELL

WHY WETHERS

➤ LESS LABOUR	MIXED	WETHERS
GM/DSE	\$25.00	\$22.79
GM/HA	\$250.00	\$227.90
GM/UNIT LABOUR	\$2500	\$4558

REQUIREMENTS

LESS SKILL/LESS INTEREST/LESS DEDICATION

WHY WETHERS

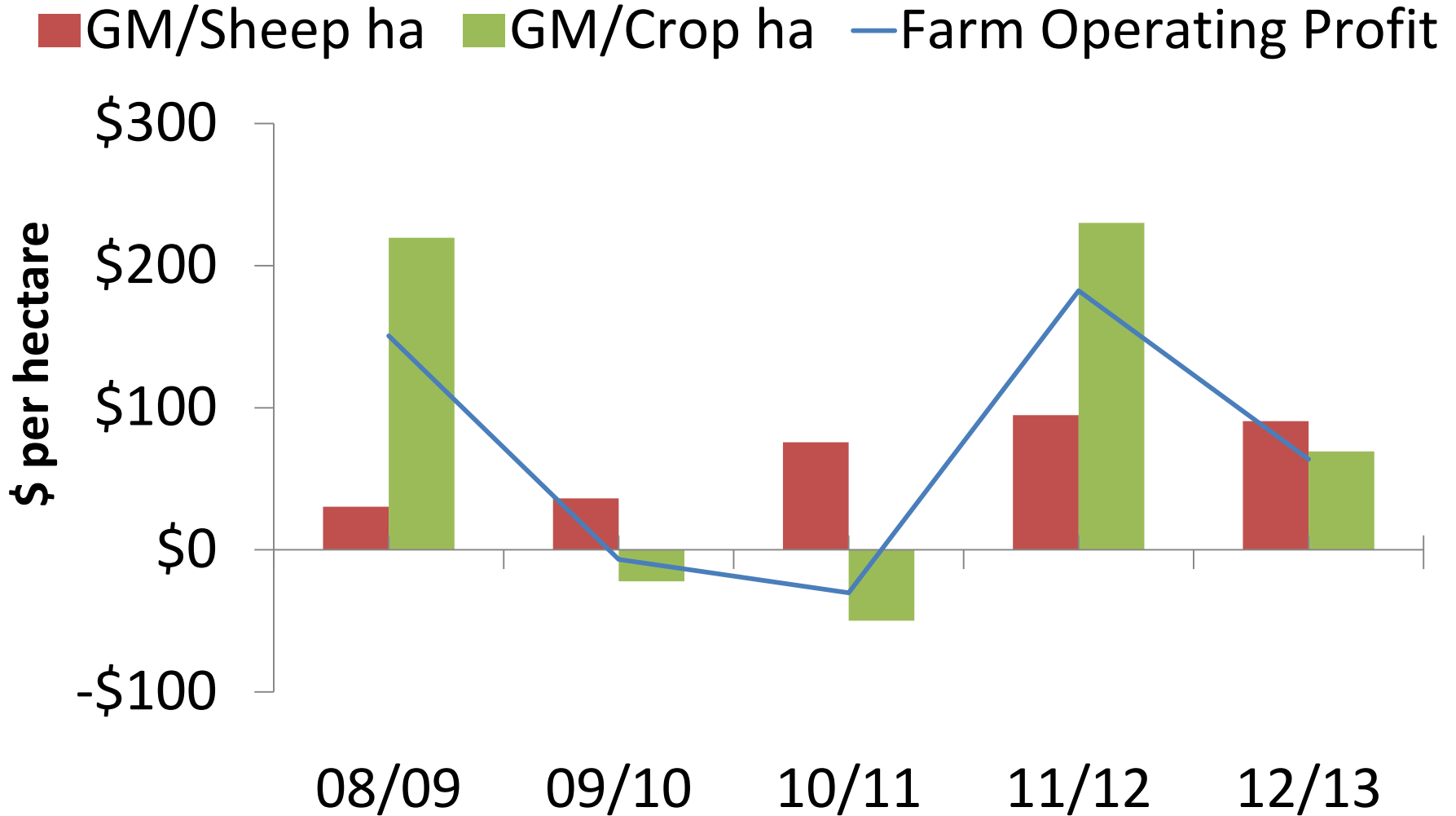
- ALSO
 - THE AWAY BLOCK
 - POORER LAND TYPES
 - TURNOVER POTENTIAL
 - WITH SUPER FINE WOOL WHERE TRADING POTENTIAL IS LESS AND WOOL MATTERS MORE

WHICH SHEEP?

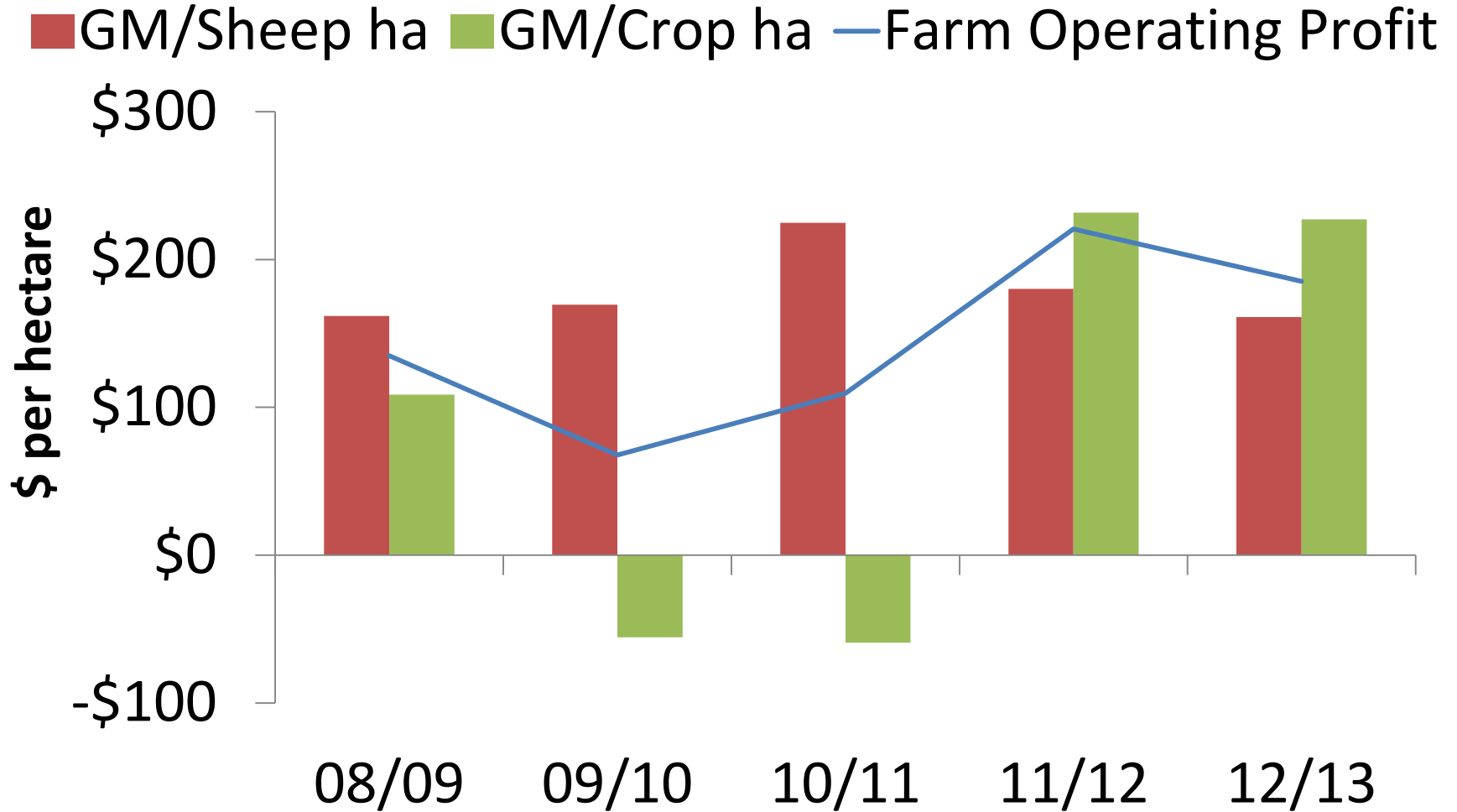
- BENCHMARK YOUR FLOCK.
- CHECK WITH OTHERS.
- DO THE MATHS AND EXPLORE ALTERNATIVES.

- IT MAY WELL BE THAT WETHERS WORK FOR YOU!
- THE RETURN OF THE “RED EYE”!

Medium Rainfall Zone



High Rainfall Zone



Low Rainfall Zone

