



# PASTORA

## POLL MERINO

**2023 NEWSLETTER**

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**WELCOME TO THE 2023 PASTORA NEWSLETTER.**

The Pastora Annual Ram Sale will be held on Wednesday the 6th of September, commencing at 1pm. Inspection is from 10am, at the Pastora woolshed and an Inspection Day will be held on Wednesday 30th August, 10am till 2pm.

One noticeable change will be the introduction of Elders as selling agents, alongside BlueChip Livestock. 120 rams will be offered at auction with private sales commencing in the proceeding days. I ask our clients who live nearby to refrain from picking extra rams after the sale, as we would like to allocate that time to cater to clients that have travelled.



# AUCTION

**120 Rams**

**Wednesday 6th September**

**Commencing 1pm at**

**Pastora Woolshed**

## RAM AUCTION

The rams are looking spectacular again this year. The Auction rams weighed in at an avg of 76kgs on the 1st of August. These rams weighed 29 kilograms on the 1st of November 2022, that equates to 174 grams per day over the 9-month period, with no grain supplementation at all. Although that might not seem substantial, it is noteworthy that the rams maintained that rate of gain for nine months given that there were occasions when they were not gaining weight, such as a heavy worm burden during harvest. The cold weather also affected them after shearing and torrential rain events in February and March slowed their growth briefly. In saying that, the rains brought plenty of summer feed and allowed us to sow vetch in February to run them on throughout the winter, helping them reach their genetic potential.

I wonder how many other rams will be sold this ram selling season without supplementation to finish them off??







## **AWI Shearing School at Pastora - June 2023**

Sheep and wool prices are back somewhat, but the fact that our sheep produce both meat and wool means we are more diversified to handle these market fluctuations. We sold some of our wool in June 2023 for \$2050/bale and we will hold the rest until market improvements. Admittedly, this is back \$800/bale on twelve months ago, but still sits well above the cost of production.

This year we shored our biggest wool clip; 451 bales thus far off 12500 sheep, with 700 wethers to shear towards years end. If all our wool was sold at the June prices, which is close to the lowest selling price for the last 12 months, it would result in \$350/hectare gross return from wool alone, based on winter grazing area.

Given the decreased price of wool, this is back on last year's figures of \$450/hectare; however, the additional bales and nil supplementary feeding have helped somewhat to offset the price decrease.



This demonstrates how crucial the wool clip is to total profitability. In the 21/22 financial season, wool contributed very close to 50% of our gross sheep income, ignoring ram sales, it would be just over 50%. As a footnote, our 21/22 financial results came in at \$810 net profit per hectare from sheep production and \$350 net per hectare from cropping. As a result, our earnings before interest, taxes, and amortisation (EBITA) from sheep was 75% and our cropping programme had an EBITA of 33%. In other words, our cost of production was 25 cents per dollar earned from sheep compared to 67 cents per dollar from cropping.

We will continue to focus our breeding objectives on traits that contribute to farm profitability. There is so much nonsense in the industry on selection for dozens of traits. If you ask anyone from the industry, involved in farm profitability but not necessarily genetics, such as a bank manager, accountant or benchmarking groups, they will tell you there are very few traits that are important in high farm profitability.

The most important ones are low micron and high fleece weight, or the combination of both. A good fleece weight to micron is the key. Further, a reasonable frame; not overly large as they consume too much, limiting the capacity to run sheep numbers per hectare, but also not too small as they have low resale value. In the middle gives the best profit per hectare, and of course fertility.



**Hayden Westblade**

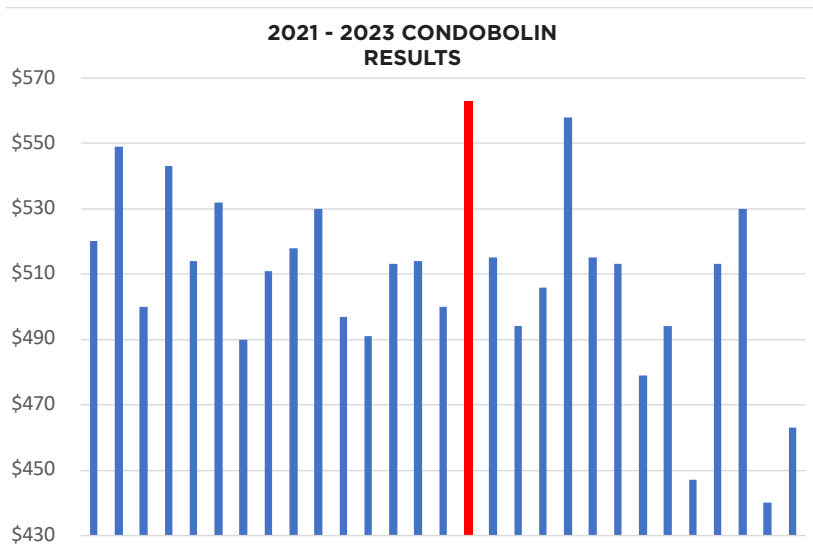


**Client Graham Reid at Wagga wether trial**

## WETHER TRIALS

Congratulations to all those that have entered in the recent Australian Merino Production trials during 2021-23 Wagga and Condobolin. We are very pleased with the performance of Pastora teams, represented by four teams in each trial. Pat & Marion Drew finished first in both trials for lifetime value (four wool + one mutton) as well as having the highest value wool team in both trials. Results from these trials are a valuable information source, guiding the stud's direction along with other tools. These wether trials are now complete and a new trial commenced in April, which has several Pastora clients entered.

I read industry information from certain non-mulesing studs and from a certain industry consultant, pushing non-mulesing studs and denigrating the purpose of the trials. Given that they are being paid to promote these studs and is disparaging others and any legitimate data about wether trials, I find it upsetting that they use so many biased terms. Eliminate emotion from genetic decision-making and allow data and final results do the talking.



**Lifetime sheep values dollars per head (four wool + one meat). Pat and Marion Drew's results highlighted in red.**

I want to discuss further the recent trial results of Pat & Marion Drew in relation to the recent on-farm benchmarking the Drews undertook, conducted independently through Farm Owners Academy who have no affiliation with any merino studs. Looking at their wether trial results side-by-side with their benchmarking results, they are mirrored. The Drew's net profit per hectare was over \$500 according to the benchmarking results and with a minimal cropping program, so results were not skewed. Compared to the benchmarking group, their results are impressive.



**Pat and Marion Drew at Condoblin**

Another client who participated in the 2019-2021 wether trial and did exceptionally well, has recently also completed a benchmarking evaluation with Farnanco. Farnanco is not affiliated with any merino studs. This client's five-year average net profit was \$770/ ha according to the benchmarking. Their stocking rate was just over 8 DSE.

Obviously, the wether trial entrants are above the industry average and the benchmarking groups, but compared to ABARE's figures, Drews ROI is double that of industry averages and the other clients is three times the average. Both clients had a similar gross per hectare but the Drew's farm is smaller, hence a manager's wage which was included in his expenses increased his costs per hectare making the difference in net between the two.



**Graham Reid's Wool at Wagga**

Blind Freddie can see there appears to be a large correlation between both client's wether trial and benchmarking results!!!!

If the consultant and certain non-mulesing studs denigrating wether trials were correct, then both clients would be well below the industry average, but their results are not, meaning the consultant is full of BS paid by certain studs to promote their propaganda! Maybe these non-mulesing studs should enter the next wether trial and show our bloodline up! This is a direct challenge to some of the biggest non-mulesing studs in the industry. I doubt that they will as they are concerned about how they will go!!! This is not directed at all non-mulesing studs or consultants, just the ones making outrageous statements about their sheep and the consultant paid by them



**Pastora teams wool at Condoblin**

*'The temptation to pander is almost irresistible. And while people need good advice, what they want is advice that sounds good' (Jason Zweig).*



## YARDS

We continue to replace our yards across the farm with four sets of yards complete and one remaining, being the Pastora yards. We have ordered a large shed to be placed beside the Pastora woolshed, to allow the entire yards to be under cover and moving forward all ram sales, sheep work and auction will be held under this construction.

Unfortunately, it will not be completed in time for this year's ram sale and selection.





## CLIENT NEWS

David & Bonnie Schneider, long term Pastora clients, well known in the Osborne area, weaned 130% from ewes joined in 2022. They have shown once again their remarkable farming skills winning our local wheat competition in 2021 and consistently high weaning percentages. It is difficult to grow great crops or run a successful sheep operation, but to do both well, consistently, takes great skill and commitment proving Dave is a King within our industry!



**Dave the King selecting rams!**

In 2021 we welcomed Brodie Carpenter as new client. Brodie is a shearing contractor from Swansea, Tasmania and started on Pastora with a purchase of 170 ewes and 3 rams. These ewes left Pastora early January, 2022 and have acclimatised well. Brodie has told me that at their first shearing in June 2022, they cut a whopping \$146 for 12 months growth, 17.3-micron, staple strength 44 and a yield of 74% at an average price of 19.22/kg greasy. They also marked 103% lambing, with 400mls of rain whilst lambing. This year his ewes are shorn with no lines over 17 micron, and the fleece lines lowest tensile strength of 38 newton, yielding between 73% and 79%. This wool is currently unsold.



**Brodie's Pastora ewes in Tasmania**

## PETER WESTBLADE SCHOLARSHIP

The Peter Westblade Scholarship honours the late Peter Westblade a true visionary, passionate about breeding profitable sheep and a strong supporter of young people interested in agriculture.

### OBJECTIVES

- Provide practical hands-on education and mentoring opportunities for young people (18-30 years) wanting a career in the Australian sheep and wool industry.
- Encourage young people into the sheep and wool industry by demonstrating and showing opportunities and career pathways.
- Promote and demonstrate new technologies within the sheep and wool industry.

### SCOPE

The Peter Westblade Scholarship provides:

- Mentoring from industry innovators and leaders
- Opportunities to be involved in the sheep and wool industries largest commercial genetic trial
- Practical training appropriate to the skill set required in the sheep and wool industry
- Opportunities to be involved in sheep and wool industry research trials and projects
- Promotion, utilisation and adoption of new technologies.

### PWS ANNUAL STUD SEMEN & RAM SALE

The Annual PWS Stud Semen & Ram Sale will be held Tuesday 29th August – Thursday 31st August, via AuctionsPlus. This is an annual fundraiser, auctioning semen and ram vouchers from Australia's leading sheep studs.

All proceeds will go towards supporting the next generation of industry professionals.

Pastora is a proud supporter and will be donating a grade ram for the PWS Auction.

## OWEN'S PAGE



**DON'T YOU JUST DIG THE MULLETS**

**DAD IS USELESS! NOTE THE GRAIN ON THE GROUND. WE COULDN'T EVEN GET THE CHASER-BIN IN TO CLEAN IT UP OR EMPTY THE HEADER.**







**ME "THE BOSS." I LEARNT FROM DAD!**



**NICE WORK DAN!**

**Stud Principal**

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