

**MERINO EWES (18 micron) - Merino Rams**  
**Farm Enterprise Budget Series - 2024 (ave.wool and sheep price Apr to Sep )**

**Flock size:** 4762 ewes **Farm Size** 1000Ha  
**Ewe body weight:** 53 kgs  
**DSE rating:** 2.10 DSEs/ewe

**INCOME**

|                         | number | class        | kg /hd          | \$/kg         | Standard Budget (\$) | Your Budget (\$) |
|-------------------------|--------|--------------|-----------------|---------------|----------------------|------------------|
| <b>Wool</b>             |        |              |                 |               |                      |                  |
| Shear                   | 4572   | ewes         | 5.10            | \$9.57        | \$223,201            |                  |
|                         | 1859   | ewe hoggets  | 5.10            | \$10.42       | \$98,815             |                  |
|                         | 95     | rams         | 7.00            | \$9.57        | \$6,364              |                  |
|                         | 1936   | ewe lambs    | 1.06            | \$4.53        | \$9,322              |                  |
| <b>Crutch</b>           | 4857   | adults       | 0.40            | \$5.30        | \$10,292             |                  |
|                         | 1936   | ewe lambs    | 0.30            | \$5.30        | \$3,077              |                  |
| <b>Sheep Sales</b>      |        |              |                 |               |                      |                  |
|                         | 841    | CFA ewes     | \$82.09         | (23.3 kg cwt) | \$69,035             |                  |
|                         | 19     | CFA rams     | \$57.02         |               | \$1,083              |                  |
|                         | 1976   | weth weaners | \$57.00         | (4 months)    | \$112,632            |                  |
|                         | 827    | ewe hoggets  | \$137.00        | (16 months)   | \$113,299            |                  |
| <b>Fodder</b>           | tonnes | type         | value per tonne |               |                      |                  |
| Graz/fodder crop        | 0 t    | 0            | \$0 /t          |               | \$0                  |                  |
| <b>A. Total Income:</b> |        |              |                 |               | <b>\$647,120</b>     |                  |

**VARIABLE COSTS**

|                                                        |         |                   |                               |          |                  |  |
|--------------------------------------------------------|---------|-------------------|-------------------------------|----------|------------------|--|
| <b>Replacements</b>                                    | number  | class             | cost (\$)/hd                  | reps     |                  |  |
|                                                        | 21      | rams              | \$2,000.00                    |          | \$42,000         |  |
| cartage                                                | 21      | rams              | \$25.00                       |          | \$525            |  |
| <b>Wool Harvesting &amp; Selling Costs</b>             |         |                   |                               |          |                  |  |
| Shearing                                               | 8367    | ewes/hogg/lmb     | \$9.81                        | 1        | \$82,062         |  |
|                                                        | 95      | rams              | \$13.62                       | 1        | \$1,294          |  |
| Crutching                                              | 6698    | ewes/hogg/lmb     | \$1.92                        | 1        | \$12,884         |  |
|                                                        | 95      | rams              | \$3.31                        | 1        | \$315            |  |
| Wool tax                                               |         |                   | 1.50%                         |          | \$5,266          |  |
| Commission, warehouse, testing charges                 |         |                   | \$38.22/ bale                 |          | \$8,065          |  |
| Wool - cartage                                         | 211     | bales             | \$16.00                       |          | \$3,376          |  |
| - packs                                                | 211     | packs             | \$14.00                       |          | \$2,954          |  |
| <b>Sheep health</b>                                    |         |                   |                               |          |                  |  |
| Broadspectrum                                          | 4857    | adults            | \$1.44                        | 2        | \$13,988         |  |
|                                                        | 1936    | ewe lambs         | \$0.74                        | 3        | \$4,298          |  |
|                                                        | 1976    | wether lamb       | \$0.74                        | 1        | \$1,462          |  |
| Narrowspectrum                                         | 4857    | adults            | \$0.47                        | 1        | \$2,283          |  |
|                                                        | 1859    | lambs             | \$0.24                        | 1        | \$446            |  |
| Lice control                                           | 8462    | adults/rams/lambs | \$1.62                        | 1        | \$13,708         |  |
| Fly control (long acting)                              | 4857    | adults            | \$2.39                        | 1        | \$11,608         |  |
| Fly control (short acting)                             | 1936    | ewe weaners       | \$0.46                        | 1        | \$891            |  |
| Vaccination- 6 in 1                                    | 4857    | adults            | \$0.43                        | 1        | \$2,089          |  |
|                                                        | 4095    | lambs             | \$0.43                        | 2        | \$3,522          |  |
| Mark (incl. OJD)                                       | 4095    | lambs             | \$6.30                        | 1        | \$25,790         |  |
| Scanning                                               | 4762    | ewes              | \$1.05                        | 1        | \$5,000          |  |
| <b>Livestock Selling Costs</b>                         |         |                   |                               |          |                  |  |
| Livestock cartage                                      | 3,663   | sale sheep        | \$1.66                        |          | \$6,081          |  |
| Commission on sheep sales                              |         |                   | 4.50%                         |          | \$13,322         |  |
| Levies (Yard dues, MLA Transaction levy and LLS rates) |         |                   |                               |          | \$9,307          |  |
| <b>Pasture maintenance</b>                             | 1000 ha | @                 | \$52 /ha                      |          | \$52,000         |  |
| <b>Fodder</b>                                          |         |                   |                               |          |                  |  |
|                                                        |         |                   | Supplementary feed @ \$280 /t |          |                  |  |
| Ewes/hoggets/Rams                                      | 4857    | 3.2 kg/hd/week    | \$0.28 /kg                    | 10 weeks | \$43,519         |  |
| Ewe lambs                                              | 1936    | 2.8 kg/hd/week    | \$0.28 /kg                    | 12 weeks | \$18,214         |  |
| Wether lambs                                           | 1976    | 2.8 kg/hd/week    | \$0.28 /kg                    | 0 weeks  | \$0              |  |
| <b>Total Feed</b>                                      |         | 220,474 kg        | @                             | \$280    | <b>\$61,733</b>  |  |
| Graz/fodder crop                                       | 0 ha    | @                 | \$200 /ha                     |          | \$0              |  |
| <b>B. Total Variable Costs:</b>                        |         |                   |                               |          | <b>\$386,269</b> |  |

|                           |                     |                     |
|---------------------------|---------------------|---------------------|
| <b>GROSS MARGIN (A-B)</b> | excl. fodder        | incl. fodder        |
| <b>GROSS MARGIN /EWE</b>  | <b>\$322,583.43</b> | <b>\$260,850.82</b> |
| <b>GROSS MARGIN /DSE</b>  | <b>\$67.74</b>      | <b>\$54.78</b>      |
| <b>GROSS MARGIN /HA</b>   | <b>\$32.26</b>      | <b>\$26.08</b>      |
|                           | <b>\$322.58</b>     | <b>\$260.85</b>     |

## ASSUMPTIONS MERINO EWES (18 micron) - Merino Rams

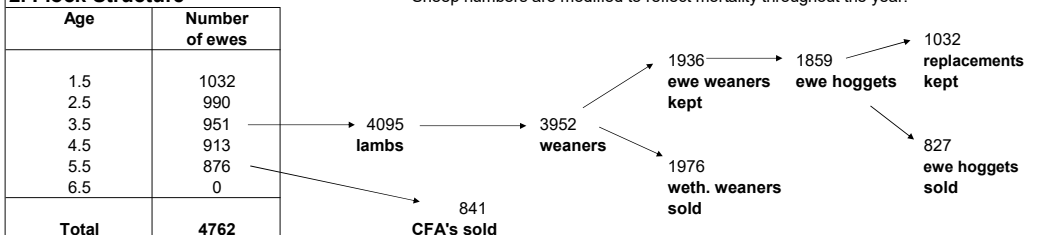
### 1. Flock Parameters

|                  |          |             |          |
|------------------|----------|-------------|----------|
| Flock mortality  | 4%       | Ram %       | 2%       |
| Productive life  | 5 years  | Marking %   | 86%      |
| Ewe body weight  | 53 kg    | Weaning %   | 83%      |
| DSE rating /ewe  | 2.10     | Weaning age | 3 months |
| Stocking rate/ha | 10 dse's |             |          |

Pasture maintenance = 90kg/ha single super @ \$500t + \$7.00/ha application

### 2. Flock Structure

Sheep numbers are modified to reflect mortality throughout the year.



### 3. Wool Prices - Wool prices thanks to AWEX

| Merino Ewe          | Micron | AWEX Type | Clean price | Yield | Greasy price  | Specifications (all 35n/ktex) | Proportion of Clip |
|---------------------|--------|-----------|-------------|-------|---------------|-------------------------------|--------------------|
| - Fleece GTM        | 18     | MF4B.     | \$14.88     | 68%   | \$10.15       | 1%VMB, 90mm                   | 75%                |
| - Skirtings/bellies | 17     | MP5B.     | \$15.17     | 58%   | \$8.75        | 4.8%VMB, 80mm                 | 20%                |
| - Cardings          | 18     | MZ2B.     | \$7.68      | 53%   | \$4.07        | 2.9%VMB.                      | 5%                 |
|                     |        |           |             |       | <b>\$9.57</b> |                               | used in budget     |

### 4. Sensitivity Tables - Changes in Gross Margin \$/DSE (includes fodder)

| Wool Cut kg/hd | Adult Greasy Wool Price \$/Kg greasy |         |                |         |         |
|----------------|--------------------------------------|---------|----------------|---------|---------|
|                | \$4.79                               | \$4.31  | <b>\$9.57</b>  | \$14.83 | \$14.36 |
| 2.55 kg        | \$10.03                              | \$9.48  | \$15.53        | \$21.57 | \$21.02 |
| 3.83 kg        | \$12.56                              | \$11.74 | \$20.81        | \$29.88 | \$29.05 |
| <b>5.10 kg</b> | \$15.09                              | \$13.99 | <b>\$26.08</b> | \$38.18 | \$37.08 |
| 6.38 kg        | \$17.62                              | \$16.24 | \$31.36        | \$46.47 | \$45.10 |
| 7.65 kg        | \$20.14                              | \$18.50 | \$36.63        | \$54.77 | \$53.12 |

| Hog. Wool Cut kg/hd | Hogget Greasy Wool Price \$/Kg greasy |         |                |         |         |
|---------------------|---------------------------------------|---------|----------------|---------|---------|
|                     | \$5.21                                | \$7.82  | <b>\$10.42</b> | \$13.03 | \$15.63 |
| 2.55 kg             | \$18.96                               | \$20.18 | \$21.40        | \$22.61 | \$23.83 |
| 3.83 kg             | \$20.09                               | \$21.92 | \$23.74        | \$25.56 | \$27.39 |
| <b>5.10 kg</b>      | \$21.22                               | \$23.65 | <b>\$26.08</b> | \$28.52 | \$30.95 |
| 6.38 kg             | \$22.34                               | \$25.38 | \$28.42        | \$31.46 | \$34.51 |
| 7.65 kg             | \$23.47                               | \$27.12 | \$30.77        | \$34.42 | \$38.07 |

| Ewe hoggets \$/Hd | Value of wether weaners \$/Hd |         |                |         |         |
|-------------------|-------------------------------|---------|----------------|---------|---------|
|                   | \$28.50                       | \$42.75 | <b>\$57.00</b> | \$71.25 | \$85.50 |
| \$68.50           | \$15.30                       | \$17.99 | \$20.67        | \$23.36 | \$26.05 |
| \$102.75          | \$18.00                       | \$20.69 | \$23.38        | \$26.07 | \$28.76 |
| <b>\$137.00</b>   | \$20.71                       | \$23.40 | <b>\$26.08</b> | \$28.77 | \$31.46 |
| \$171.25          | \$23.41                       | \$26.10 | \$28.79        | \$31.48 | \$34.17 |
| \$205.50          | \$26.12                       | \$28.81 | \$31.49        | \$34.18 | \$36.87 |

| CFA ewes \$/Hd | Weaning % |         |                |         |         |
|----------------|-----------|---------|----------------|---------|---------|
|                | 42%       | 62%     | <b>83%</b>     | 104%    | 125%    |
| \$41.04        | \$5.69    | \$14.24 | \$22.79        | \$31.33 | \$39.88 |
| \$61.56        | \$7.34    | \$15.89 | \$24.44        | \$32.98 | \$41.52 |
| <b>\$82.09</b> | \$8.99    | \$17.53 | <b>\$26.08</b> | \$34.63 | \$43.17 |
| \$102.61       | \$10.64   | \$19.18 | \$27.73        | \$36.28 | \$44.82 |
| \$123.13       | \$12.29   | \$20.83 | \$29.38        | \$37.93 | \$46.47 |

Note: The above sensitivity tables vary price and quantities by +/- 25% and +/- 50%.

| Crutching \$/hd | Total shearing cost \$/hd |         |                |         |         |
|-----------------|---------------------------|---------|----------------|---------|---------|
|                 | \$4.90                    | \$7.36  | <b>\$9.81</b>  | \$12.26 | \$14.71 |
| \$0.96          | \$30.83                   | \$28.78 | \$26.73        | \$24.68 | \$22.63 |
| \$1.44          | \$30.51                   | \$28.46 | \$26.41        | \$24.36 | \$22.30 |
| <b>\$1.92</b>   | \$30.19                   | \$28.14 | <b>\$26.08</b> | \$24.03 | \$21.98 |
| \$2.40          | \$29.87                   | \$27.81 | \$25.76        | \$23.71 | \$21.66 |
| \$2.89          | \$29.54                   | \$27.49 | \$25.44        | \$23.39 | \$21.34 |

| Ewes/hoggets kg/hd/wk | Grain price \$/Tonne |          |                 |          |          |
|-----------------------|----------------------|----------|-----------------|----------|----------|
|                       | \$140.00             | \$210.00 | <b>\$280.00</b> | \$350.00 | \$420.00 |
| 1.6 kg                | \$30.26              | \$29.26  | \$28.26         | \$27.26  | \$26.26  |
| 2.4 kg                | \$29.72              | \$28.44  | \$27.17         | \$25.90  | \$24.63  |
| <b>3.2 kg</b>         | \$29.17              | \$27.63  | <b>\$26.08</b>  | \$24.54  | \$23.00  |
| 4.0 kg                | \$28.63              | \$26.81  | \$25.00         | \$23.18  | \$21.37  |
| 4.8 kg                | \$28.08              | \$26.00  | \$23.91         | \$21.82  | \$19.73  |

Note: The feeding sensitivity tables vary quantities/cost by +/- 25% and +/- 50%.

Sheep and wool prices thanks to MLA market reporting, AuctionsPlus and AWEX. Wool cuts based on wether trial data