



# Etiwanderings

Winter 2010



## A Winter like they used to be....



Winter is the season of the year I feel closest to animals – with my strong desire to mimic bears, hibernate and avoid frosty starts and cold days, I could happily disappear into a warm bed and not surface 'til Spring! You would never guess I grew up in Armidale – the cold weather does nothing for me! On the flipside – once out the door it is a wonderful sight this winter! We are having a tremendous season – with our rainfall tally on about

the 20 inch or 500mm mark for the year to date, the place looks a picture. Andrews mum, Nancy, tells us this winter is how she remembers the winters used to be. Let's hope we have a run of better years now for a while!

Etiwanda has grown a great bulk of feed since February and the grasses are going to go berserk with the warmer weather of spring. I notice today that Prunus tree in the garden is

starting to flower – a sign that my hibernation is almost over and that spring weather we all like so much is just around the corner!

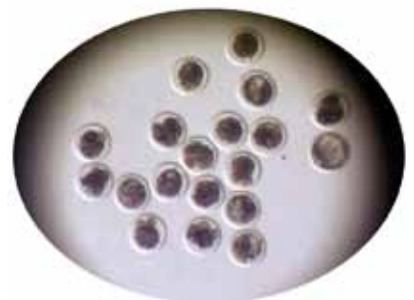


## What's on the agenda for spring?



With all this grass we have growing at the moment we are determined to grow as much bulk as we possibly can to take us through the coming summer. We are keen to let our country bulk up, let the grasses get their roots right down, build up our organic soil carbon levels and groundcover. Like most places the last 10yrs have been drier than average and that has taken its toll on the country – your rainfall response is only as good as your last season's management so we are taking this opportunity to really give our county a boost. September sees the whole family off to South Africa to source new genetics for the White Dorper Stud to implant in Feb 2011. We are working with the

well known South African Dorper consultant Daan Bosman to source elite embryos to compliment the Etiwanda flock and take it to a new level. September is also goat selling time – time to yard them all, have a draft up and truck out those that make the weight. It's always a big job – but extremely satisfying to see another truckload head out the gate! Here's a picture of some of the Billies that went last truckload – pretty aren't they!





October is lamb marking and then into a fairly substantial fencing program that will continue into November. This fencing will be internal sub divisional fencing, breaking up larger paddocks to improve the animal impact/graze pressure and to allow us to better implement our plan of between 150-180 days rest between grazings. We are building 3 wire electric Westonfences – quick, easy and economical to erect and giving us a big bang for our buck. This project will have a huge impact on our triple bottom line (people, land & profit) See [www.westonfence.com.au](http://www.westonfence.com.au) for more info on these innovative and very effective fences. We have about 70kms of Westonfence on Etiwanda and we highly recommend it.

The importance of total grazing pressure fencing is highlighted in these two photos below. Both these photos were taken on the same day in July this year at Etiwanda and the amazing thing is there is about 50 meters between the photo A. and photo B!

### Photo A



Undisturbed Invasive Native Scrub (INS) on Etiwanda in a 500mm rainfall year (to August.) This photo shows the lack of animal impact & ground cover typical of much of the Western Division of NSW. You can see the hard capped soil that doesn't capture rainfall and struggles to grow anything let alone be profitable.

### Photo B



50m to the south of Photo A in a paddock fenced externally with a 7 line Westonfence and broken up internally with a 3 line Westonfence.

This country has had the INS pulled and raked, it has been sown to crop a couple of times to increase organic soil carbon and then let return to native grasses, maintained with planned grazing, animal impact and planned rest.

This cost us about \$45/acre to achieve this result. Highly profitable country, that continues to improve.

**It is an increasingly busy world where we are bombarded with information from all angles, it can be hard to not be distracted and take your eye off the ball. We think it is important to step back, take a breath and get clear on what matters most in our farming businesses.**



**In a nutshell, we need to continue to:**

- 1. Manage our property as a business.**
- 2. Work on increasing our enjoyment and profit.**
- 3. Utilize planned grazing to increase production while improving our rangeland.**
- 4. Lamb/Calve in sync with our available feed resources.**
- 5. Produce efficient stock that can survive strictly on what our property produces – with minimum (or no) inputs.**

**We also had some good advice from a very astute Holistic Management (HM) educator and practitioner, Dick Richardson, which fits with the above thinking and this, was it...**

## Hasten Slowly

- When you become involved in HM and you get to change things, do it slowly.
- Always do the next littlest action, spending the least money to achieve the greatest shift in your business.
- Don't rush in and do everything at once, spending heaps of money, time and effort and exhausting yourself and resources - take a steady, calm approach.
- Measure the results from your actions. See the results in your ecology, feel it in your quality of life and notice it in your bank account.
- Then make the next littlest move again.

We thought this was very good advice and the Hasten Slowly principle is one we have tried to remember and follow as we have developed Etiwanda.

## ETIWANDA Flock Rams

Buy your rams from someone who breeds them like you ought to!



We mentioned in our last newsletter that our rams have been selling fast – demand has been very high and we have sold out of all our 2009 drop flock and stud rams – apart from the 6 rams going to the National Sale. We will have young flock rams available after our On Property Sale next year (Feb 25th), in our usual 3 grades of \$440.00, \$660.00 & \$880.00 including GST, do your sums – these rams are excellent value for money!

If you are thinking of getting Etiwanda rams for your Autumn joining don't leave it until the last minute or they will all be gone – its pays to just let us know what you have in mind and we can make sure you don't miss out on our Rangeland Ready TM Rams. Call us or drop us an e-mail and let us know what you need.

etiwanda@bigpond.com or 02 68 373797

## BORDER COLLIE PUPS FOR SALE



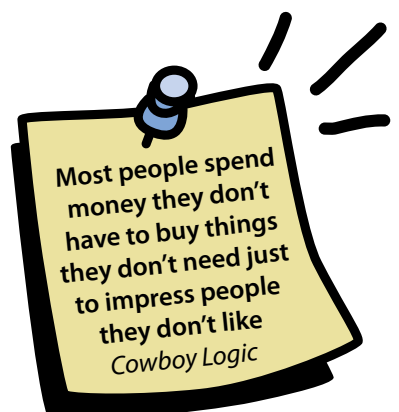
Belle - left, Max - Top

We have 2 short haired Border collie pups for sale (DOB June 7th) – 1 tri-coloured female and 1 black and white male. Both parents are Andrew's main dogs and are used regularly on cattle, sheep and goats. 9 days out of 10 they are very handy! These pups are vaccinated and we are asking \$440.00 Inc GST for them.

## Quotable Quotes

Attitude is more important than the past, than education, than money, than circumstances, than what people do or say. It is more important than appearance, giftedness, or skill. *Charles Swindoll*

If you are not willing to risk the unusual, you will have to settle for the ordinary" *Jim Rohn*



# 2010

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September	October	November	December
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**August 30th & 31st - National Dorper Forum** – To be held in Dubbo over a period of 3 days, keynote speakers from the commercial industry, processors, exporters and distributors, combining a ram & ewe show prior to the National Sale. See [www.etiwanda.com.au](http://www.etiwanda.com.au) – latest news section for the flier with all the info on the forum, we will be in attendance at the forum. In line with our Rangeland Ready production policy we will not be showing animals at the show but will be there for the social event and to meet and mingle!

**September 1st - Dubbo National Dorper/ White Dorper Sale 2010**  
We are selling 6 young rams at this year's National Sale in Dubbo. Their photos can be seen on the following page and for their promotional posters with more details please visit

## UPCOMING EVENTS - WINTER 2010

our website [www.etiwanda.com.au](http://www.etiwanda.com.au) and go to the latest news section.

### September 3rd - Resource Consulting Services/Western CMA field day at Etiwanda

Keeping us busy! Right after the National Sale in Dubbo we have a field day here put on by RCS and the Western CMA. Some of the topics we will be covering as we discuss what we have done over the last 10yrs on Etiwanda; will be.

- How to improve your country with your grazing management?
- How to manage the grass you have, keep it and increase the yield?
- How to increase your pasture
- How to grow more stock feed from less rain?
- Our story of change from a traditional merino operation to a low input, environmentally regenerative red meat producing enterprise, and what we discovered along the way.

Please see the flier about this field day and the others that are on as part of the tour on the latest news section of our website [www.etiwanda.com.au](http://www.etiwanda.com.au)

### October 20th - Finishing lambs to specifications workshop.

Industry and Investment NSW will hold a finishing lambs to specification workshop at Tilpa on the 20th October 2010. Justin and Julie McClure will host the day at Kallara woolshed. The workshop will provide information on lamb markets and managing production systems to meet market specifications. For more info please contact Trudie Atkinson on 0268808041.

**February 25th 2011 – Etiwanda on Property Sale** - Mark your diaries! The annual Etiwanda on Property Sale is scheduled again for February 25th 2011. We will be selling between 80-100 performance recorded rams from the first half of our 2010 ram drop.

## UPCOMING EVENTS - WINTER 2010

For more info on these rams, including ASBV's please visit our latest news item Etiwanda 2010 National Sale Ram Team on our website [www.etiwanda.com.au](http://www.etiwanda.com.au)



ETIWANDA E5104 – Lot 1 National Sale



ETIWANDA E5206 – Lot 2 National Sale



*ETIWANDA E5429 – Lot 3 National Sale*



*ETIWANDA E5319 – Lot 4 National Sale*



*ETIWANDA E5352 – Lot 5 National Sale*



*ETIWANDA E5503 – Lot 6 National Sale*

## THE SAME OLD DRUM

Folks, we are living in challenging and uncertain times. We're afraid some producers are headed for tough times. Some will probably be forced out of business. Ironically, while some producers fail others will prosper.

We're going to keep beating the same old drum. The only way to prosper in good times and in bad times is to become a low-input producer. You need to reduce and/or eliminate as many expenses as you possibly can. This won't be easy for the typical (high-input) producer – but it will be essential if he or she wants to survive the tough times.

Remember... animal size has absolutely nothing to do with profitability – unless you take into consideration your cost of production (breakeven price). What does it cost you to produce a kg of lamb? Are your lambs selling for more than your breakeven price? Where will you be if lamb prices go down a \$1.00 per kg? As I have said before, it



doesn't matter how big your stock are if they are not profitable!

Be a Low Input Producer. If you have not yet broken away from the status-quo, high-input herd, you need to be doing so. Etiwanda represents the future in White Dorper production. We have the philosophies and the genetics you will need to prosper in the 21st Century. Helping you is our business – and we take it very seriously.



*All the best,  
the Mosely  
Family*

Etiwanda White Dorpers  
"Etiwanda Station", Kidman Highway  
Cobar NSW 2835  
[www.etiwanda.com.au](http://www.etiwanda.com.au)  
Phone 02 68 373797 mob 0419 477 983