



## Store lambs made more than prime

01-12-2010

Watch how you sell your lambs.

This was the message from Paul Newton, a farmer committee member speaking at the Marlborough Beef + Lamb New Zealand Monitor Farm day.

Analysis of Marlborough's Mt Adde sale data for last season showed that at one stage in January the lighter store lambs made more than the heavier prime lambs sold on the same day. Prime lambs fetched \$58 but a similar line going store made \$66.

"Timing of your marketing is a big part of it," Newton said.

He did the analysis by running lamb sale dates and weights through Sheep 4 Profit software.

On average, Mt Adde made \$10.20 profit above direct costs for each lamb. Lambs averaged 33.7kg LW at time of sale and 48% were sold pre-weaning. These early lambs were the most profitable, with the post-weaning sale lambs making \$5.50 profit after direct costs were taken into account. Compared with other Sheep 4 Profit farmers, Mt Adde lambs spent fewer days on the farm before sale.

Newton suggested Greg Harris had an option to add more weight to lambs by bringing them off the hills and finishing them on a crop. He estimated that 400 lambs grazed for 60 days and gaining 250g/head/day would add another 15kg of liveweight. At 43% yield this would add another \$29/head to the lamb cheque. This was calculated using the killing schedule for last season.

"There is an opportunity there."

Greg was concerned how it would impact on his replacement ewe hogget feed.

---

© 2010 NZX Agri. All Rights Reserved

Freephone: 0800 85 25 80

Website: [www.country-wide.co.nz](http://www.country-wide.co.nz)