

# Top 5

## AgPro's insights

May 27 2021

### WOOL

Great article from Elders about the Woolmarket, including the factors that influence it. This includes Chinese uniforms, last year's topsoil, supply chain logistics and the US bank. Read it all [here](#).

### PASTURE MANIPULATION...AGAIN

We said it a few weeks ago, but we'll say it again....This is the year to manipulate early-The question is how early?

Depends how weedy your pastures are, and how much feed you have.

Look for when clover has reached 3 trifoliate (3 stems with 3 leaves each), which is when clover can handle most products. Keep an eye out for this particularly when wanting to control capeweed, graze it hard and then hit it.

Remember, the most effective control is going early for barley grass, wild oats and brome grass- but even earlier for silvergrass control.

### NEGOTIATION

*"Day to day activity is where the real value is in using negotiation skills, not just with your banker".* Georgia spent last week in a course, and has summarised the key findings to help you better negotiate:

- Ask for what you want and why you want it, early.
- Focus on your goal, don't get lost or sidetracked!
- Compromise is a dirty word- no-one walks away happy. Instead, introduce new variables, so instead of "Ed and I each want the whole cake, but why don't we just take half each?" it becomes "Ed if you let me have the whole cake, I'll write Top 5 this week for you".
- Use "If you \_\_\_\_\_, I will \_\_\_\_\_."
- Repeat their phrases back to them, to keep it calm, show you're listening, and to poke holes in their argument.
- Question, Clarify and Summarise regularly.

Happy to share all the info if anyone is interested, its well worth looking at and passing on to those around you too: [georgia@agpromanagement.com](mailto:georgia@agpromanagement.com)

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## ITS SHEEP TIME

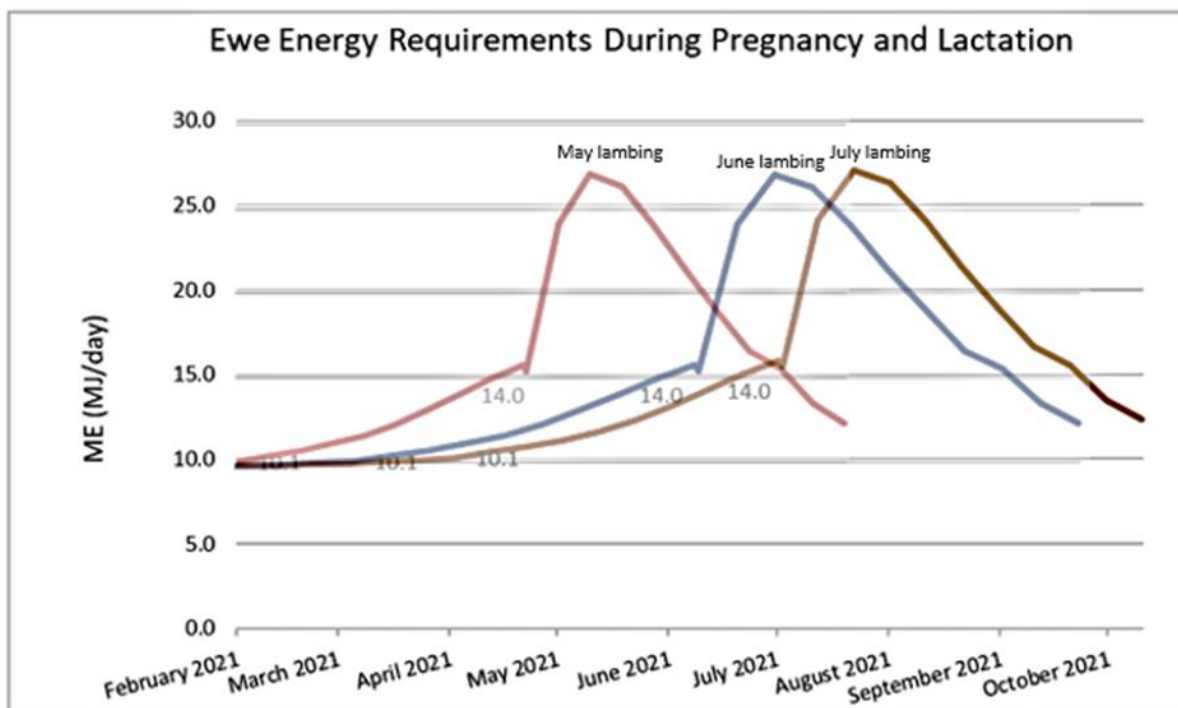
As many of you step out of the seeder, its time to remember to really look at those sheep!!

May lambers, keep an eye on feed availability and calcium supply. Lactation means triple the energy demands!

June lambers, review paddocks that may have just been temporary while seeding movements happened- are they the best lambing paddocks? What's the feed like? Any shelter to reduce wind chill? And how have the sheep fared? Do they have calcium?

July lambers: Get your hands on them, check their condition when they come in for scanning and see if they need some attention. Calcium lick should be out as well.

Here's the reminder why to take a good look, with the energy requirements of pregnant 60kg Merino ewes, at different lambing times:





## LISTENING TO...

Sheep Connect NSW is the equivalent of our Sheeps' Back, and has a podcast with a few handy episodes. Recently, they did a intro to ASBV's which gives a good grasp of the basics, through the eyes of Armidale farmer Luke Stephen. Listen [here](#).