

**TRI-SOLFEN®**

Better Choices • Better Outcomes

# Case Study

**Farmer:** Ross Fletcher

**Farm:** Cairnie

**Location:** New England near Walcha, NSW

**Operation:** Super Fine Merino



## Looking after livestock during marking

**Ross Fletcher has been using Tri-Solfen for almost 20 years and has never looked back, quoting faster wound healing and better social recovery as the obvious product advantages.**

Ross Fletcher operates a 1670-hectare super fine Merino and beef cattle farm, Cairnie, near Walcha in the heart of New England, New South Wales.

Together with his brother Jock and father Warwick, they run 5,000 sheep and 70 trade steers, selling direct to Fox & Lillie, a family-owned wool broker.

The property is rich in history, named after the original owner's home in Perthshire, Scotland, and having been in safe hands of the Fletcher family for the past 150 years.

Returning to the family farm after a stint in the mines, Ross and the family set about trying to increase ewe size and lambing percentage, after a focus on growing the finest wool had come at the cost of their ewes' frame.

### Healthy flock, happy farmers

Ross had been doing his own research and speaking to peers in the industry about ways to make his animals more comfortable through necessary marking surgeries.

He heard about the Australian Wool Innovation (AWI) trials back in the mid-2000's focused on alleviating pain during the mulesing procedure. Before the product had become publicly available, he was able to secure a prescription through his vet.

Having used it ever since, Ross is now one of Tri-Solfen's most loyal, long-term customers.

"They mother up quicker, they feed quicker, their wounds heal faster and the lambs respond to their surgery in a more timely fashion. In short, they recover quicker."

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**“We haven’t not used it for nearly 20 years. It’s one of those things, it can certainly help your markets, but what it comes down to is anything you can do as a producer to look after livestock, it’s got to be beneficial for them.”**

## Ethical farming makes for better quality wool

Ross notes that fellow farmers will be motivated by different factors, but for him, it’s always been animal welfare.

Ross also sees the value of humane animal tending in producing a higher quality product. He has long been an active advocate for the Better Choices scheme – an accreditation recognising high-quality merino wool sourced from farms employing humane production methods. Under this auditing program, his wool earns a glowing report, thanks in part to his insistence on using Tri-Solfen for pain relief.

His philosophy on farming is one of gratitude and mutual benefit, a belief system that has been an integral aspect of his successful farming operation.

“If we minimise their pain during marking, they’re more productive and we think they’ll thank us for it.”



Want to provide pain relief, reduced bleeding, infection control and wound care for your sheep?

**Find out how at [www.trisolfen.com.au](http://www.trisolfen.com.au)**

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