

# Case Study

<b>Farmer:</b>	<b>Sam Mac Smith</b>
<b>Location:</b>	<b>Cudal, NSW</b>
<b>Operation:</b>	<b>Trading lambs</b>



## Boosting productivity post-marking

**Sam Mac Smith sees Tri-Solfen as a win-win for farmers and their flocks during marking.**

Sam Mac Smith owns and runs a farm in Cudal, New South Wales in partnership with his brother Jock. The farm spans 1,335 hectares and runs between 6,000 and 8,000 lambs per year, focussed on finishing and trading lambs, targeted at the heavy network export markets.

It was during the 2018 drought that Sam first suggested they try out Tri-Solfen, having done his own research into products that could aid in the marking recovery. At that time, with the industry being so susceptible to the drought conditions, increasing productivity of his flock was top of mind.

"We found we were ending up with more of a tail and it's obviously frustrating when that happens. You're not getting the most out of each lamb, and you see higher mortality rates post-weaning due to stress or losing mum."

He's grateful he did, reflecting that the considerable results made a tough period much easier.

"We found that the animals after being treated with Tri-Solfen were straight back on mum, no sulking that usually would occur after the marking process. No lambs dropping back, but back with mum as they walked back to the paddock. It meant they were ready to market much quicker."

### **Marking success rain, hail or shine.**

Then this year, it was the long periods of wet weather that pushed the schedule back and would have put the brothers in another dire situation if it wasn't for Tri-Solfen. Instead, they were able to quickly catch up with no setbacks.

"Tri-Solfen stems the bleeding and minimises any post marking mortality. We have hardly lost any lambs post marking, and we've done 1,800 so far. No setbacks, it's staggering."

In fact, thanks to Tri-Solfen, Sam and Jock are able to turn off lambs far more quickly for sale.

**TRI-SOLFEN®**

Better Choices • Better Outcomes

# Case Study



**“These days, consumers are wanting to know where their food comes from, and I think this will become even more important in the future.”**

## Satisfying the demands of modern consumers

The brothers agree Tri-Solfen makes good business sense.

“It works out to be about \$0.58/head, which is quite an inconsequential cost, particularly when you see the benefits. It doesn't take many losses for it to pay off.”

But it's not purely the cost that drives them, citing animal welfare and greater consumer awareness as reasons more farmers should make the switch.

“It sort of frustrates me when people say they don't use it because it's too expensive because I don't think for animal welfare it's too expensive. No one wants to see animals harshly treated, so it makes us feel a lot better about it as well.”



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)**

Dechra Veterinary Products (Australia) Pty. Ltd.

2 Cal Close, Somersby NSW 2250 Australia

Phone: 1300 015 825 | [www.trisolfen.com.au](http://www.trisolfen.com.au)

Tri-Solfen is a registered trademark of Medical Ethics Pty Ltd.