

# AUS-MEAT FEEDBACK

## MANDATORY VENDOR FEEDBACK

SPECIES	FAT DEPTH	HOT CARCASS WEIGHT	BRUISE SCORE	DENTITION	SEX
BEEF *	YES (P8)	YES	YES	YES	NO
SHEEP ** GOAT	YES (GR)	YES	NO	NO	NO
PORK	YES (P2)	YES	NO	NO	YES

\* Cows and bulls, where P8 fat measurement is used to determine price. P8 fat measurement as well as Hot Carcass Weight and Bruise Score are mandatory.

\*\* Sheep other than lambs, goats, group data recording including the number of sheep and Average Hot Carcass Weight is mandatory.

NOTE: Standard carcass trim applies unless otherwise specified.

## TYPICAL FEEDBACK SHEET INFORMATION

SEX	DENTITION	FAT DEPTH	BUTT SHAPE	CATEGORY	BRUISE SCORE	HOT CARCASS WEIGHT
M	0	12	C	*Y*	1	225
F	0	11	B	*Y*	2	220
Mandatory for Pork. Sex is recorded as Male (M) or Female (F).	Mandatory for Beef. Dentition is recorded as the number of permanent incisor teeth from 0-8.	Mandatory for Beef, Sheep, Goat and Pork and is recorded in millimetres (mm) or fat class for Lambs & Goats.	Optional feedback for Beef assessed from A - E. A being most convex and E being most concave.	Optional for all species. Category for Beef and Sheep & Goats is determined by sex and dentition. Pork is determined by sex and weight.	Mandatory for Beef. Bruise Score is scored from 1-9 depending on the position of the scoreable bruise.	Mandatory for all species and is measured within two hours of slaughter.

Any or all of the above carcass attributes may be specified in a company grade.

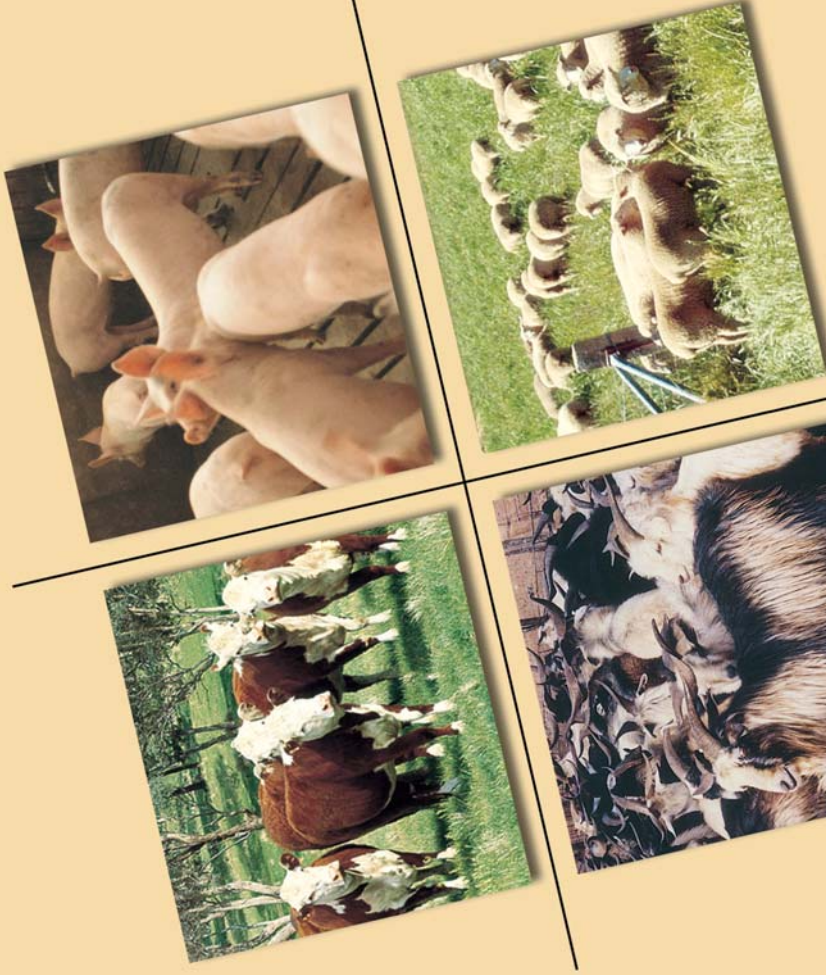
AUS-MEAT does not set or determine company grades.

### NOTE:

Where the vendor requests in writing an Accredited Abattoir must supply Feedback within 24 hours of slaughter. The vendor is defined as the consignor in the case of direct consignment to the Abattoir or a service kill Operator where the Abattoir performs a service kill on behalf of an Operator.



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# GUIDELINE TO OVER-THE-HOOKS TRADING OF LIVESTOCK



# OVER-THE-HOOKS TRADING OF LIVESTOCK

## Introduction

The objective of this brochure is to introduce & promote Over-The-Hooks ("OTH") trading of livestock by:

- ➔ providing an introduction to usual industry practices associated with direct selling;
- ➔ encouraging producers to consider targeting production of specific market requirements for objective quality parameters; and
- ➔ encouraging producers to consider trading practices which enhance product quality.

## What is OTH trading?

OTH trading is the direct selling of livestock to a processor, where payment is based on Hot Standard Carcase Weight ("HSCW").

## Benefits of OTH trading

OTH trading offers a number of significant benefits to both producers and processors, including:

- ➔ by providing feedback on carcase performance to producers by means of AUS-MEAT feedback sheets, enabling a better understanding of market requirements and market signals;
- ➔ by direct delivery to the processor, reducing damage to carcasses caused by bruising and reducing meat quality problems caused by stress; and
- ➔ providing a true reflection of the "real worth" of a carcase.

## AUS-MEAT's role

AUS-MEAT Limited:

- ➔ ensures that mandatory feedback is supplied to the vendor or an authorised person on behalf of the vendor by AUS-MEAT accredited abattoirs;
- ➔ audits the quality systems of AUS-MEAT accredited abattoirs to, among other things, ensure carcase measurements are being monitored by persons accredited by AUS-MEAT; and
- ➔ conducts random checks on feedback sheets at AUS-MEAT accredited abattoirs.

## Feedback

Feedback information is generally in the form of Feedback sheets, but can also be a data file (including NLIS data) and is provided to the vendor or an authorised person / company on behalf of the vendor.

All AUS-MEAT accredited abattoirs provide the following feedback information on carcase performance based on objective measurements:

- ➔ For all cattle other than cows and bulls, individual carcase data recording:
  - ◆ hot carcase weight
  - ◆ P8 fat measurement (mm)
  - ◆ dentition
  - ◆ bruise score
- ➔ For cows and bulls, individual carcase data recording:
  - ◆ hot carcase weight
  - ◆ bruise score, and
  - ◆ where P8 fat measurement is used to determine price, P8 fat measurement (mm)
  - ◆ where dentition is used to determine the alternative category Young Bull "BYG", dentition
- ➔ For lambs and goats skin off, either individual carcase details or group data (where a "group" is defined as the total number of lambs or goats in a fat class) recording:
  - ◆ number of lambs, or goats
  - ◆ average hot carcase weight
  - ◆ fat class
- ➔ For other sheep, group data recording:
  - ◆ number of sheep
  - ◆ average hot carcase weight; and
- ➔ For pigs, individual carcase data recording:
  - ◆ hot carcase weight
  - ◆ P2 fat measurement (mm)
  - ◆ sex
- ➔ For goats (skin on)
  - ◆ number of goats
  - ◆ average hot carcase weight

## Payment in OTH trading

Payment for livestock is generally based on cents per kilogram multiplied by the HSCW.

In some instances final determination of price is not possible until carcase quality characteristics have been assessed (for example, meat colour and fat colour). Where carcase quality characters or other factors are used to determine price, the buyer and vendor would normally have agreed on the payment criteria at the time the agreement is made between the vendor and the buyer.

The vendor and the buyer would also normally have agreed on the period between slaughter and payment.

## Vendor's role in OTH trading

Common arrangements include the following:

- ➔ the vendor would usually give a warranty to the buyer that the vendor was the owner of the livestock, or represented the owner of the livestock, and that the vendor had the right to sell the livestock;
- ➔ if the vendor failed to deliver livestock as agreed, the buyer would usually request that the vendor delivered the livestock within a short period. In some situations, the buyer might elect to ask for reasonable compensation of losses incurred directly or through loss of opportunity;
- ➔ the number of livestock delivered would not normally differ significantly from the original number agreed to between the vendor and buyer;
- ➔ the vendor would usually ensure that all livestock offered for slaughter were clean. If they were not, the buyer might reduce the price to cover cleaning costs;
- ➔ if a carcase was condemned for a condition existing prior to slaughter, the buyer would not usually pay the vendor for that carcase;
- ➔ statutory charges would usually be deducted in accordance with the relevant statute. The buyer and the vendor might agree on other charges associated with the sale of the livestock, for example, trucking fees; and
- ➔ can authorise a person or company 'Authorised Person' to receive the feedback on their behalf and will notify the accredited abattoir of this arrangement.

## Slaughter of livestock in OTH trading

Normal industry practice is for cattle and sheep to be slaughtered within two working days of delivery and for pigs, lambs, hoggets, calves and goats to be slaughtered within one working day of delivery. If circumstances prevented this from happening, the buyer would normally contact the vendor to make alternative slaughtering arrangements.

## Transfer of ownership in OTH trading

If livestock losses occurred through buyer negligence, it would be normal practice for compensation to be paid at the average value of the lot. In other circumstances the vendor would usually bear all risk until ownership passed to the buyer. Ownership usually passes from vendor to buyer at the HSCW value.

## Buyer's role in OTH trading

Common arrangements include the following:

- ➔ the buyer would normally accept delivery of the livestock as agreed and once the livestock had been delivered, their welfare and maintenance would usually become the responsibility of the buyer;
- ➔ the vendor would normally expect to be compensated for any bruising, injury or death caused by negligence on the part of the buyer following delivery;
- ➔ if the buyer failed to accept delivery, the vendor would normally request that delivery take place within a short period. In some situations the vendor might elect to ask for reasonable compensation for losses incurred directly or through loss of opportunity;
- ➔ the buyer would usually reject any livestock that failed an authorised preslaughter inspection. If the buyer rejected livestock for slaughter or considered them to be in an unsound condition the buyer would normally supply the details to the vendor;
- ➔ if the buyer established that the agreed number or description of livestock differed to the actual number or description of livestock delivered, the buyer would normally notify the vendor;
- ➔ the buyer would usually assume responsibility for costs after taking delivery, including yardage dues and killing fees; and
- ➔ the buyer would normally be expected to ensure that an effective system of positive livestock and carcase identification was in place from livestock delivery to the point of transfer of ownership. Individual animal identification would normally be provided where possible.

## By-products

Hides, offal and other by-products of the carcase would usually become the property of the buyer at the point of removal. The recovery value of these items is usually incorporated in the price per kilogram agreed by the buyer.

Where a separate price for hides or skins is to be paid, that price or its means of determination would usually be confirmed when the agreement is made between the vendor and the buyer.