

Australian
Owned

**GUND
AGAI
LAMB**

Australian
Made

What is Gundagai Lamb?

Gundagai Lamb is a new and exciting lamb brand, proudly established by the Barton Family and backed by their 100+ years of meat industry experience.

We believe in building knowledge through transparency to establish trust.

We are seeking to revolutionise the lamb supply chain into the future with innovative approaches to the producer / processor relationship to deliver a new level of value to our customers.

Our world-first quality grading system (the GLQ Score) takes the Intramuscular Fat content of each individual carcass and combines it with Weight, Lean Meat Yield and Animal Health data to create an individual quality score.

Late Season Lamb Grid

(May – July 2021)

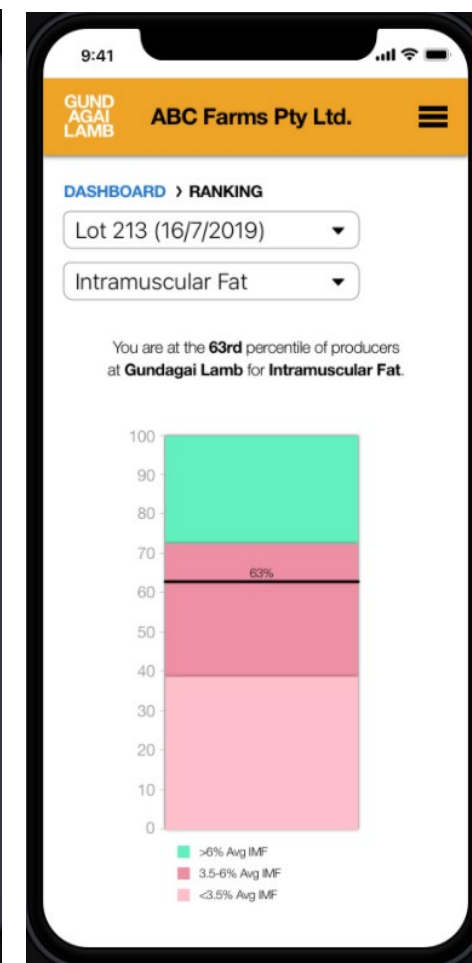
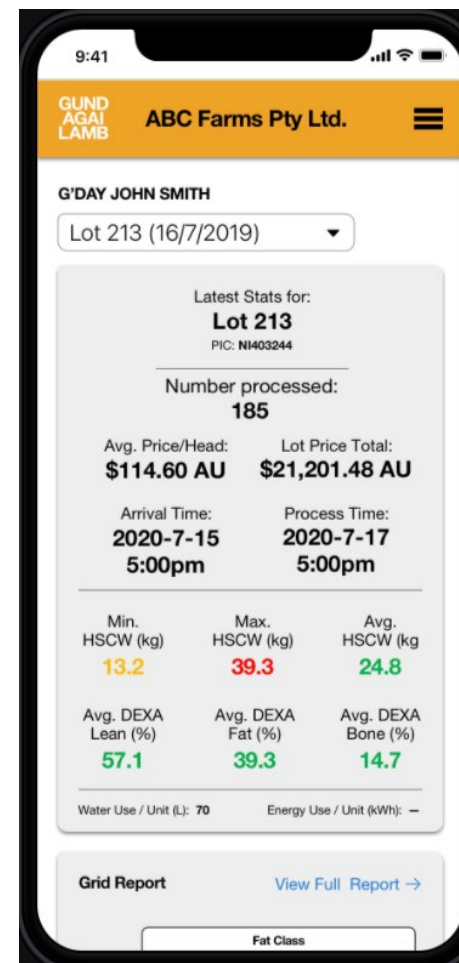
Gundagai Lamb's Late Season Lamb Grid is a world-first lamb grid which pays lamb producers for weight and lean meat yield – and offers intramuscular fat (marbling) and animal health feedback at the individual carcass level.

What feedback is included?

Producers will receive the following information for each carcass;

- Hot Standard Carcass Weight (HSCW)(kg)
- Lean Meat Yield (LMY)(%)
- Intramuscular Fat (IMF)(%) also known as marbling
- Animal Health feedback

All provided via our sophisticated yet straightforward producer portal, including benchmarking against the Gundagai Lamb averages for HSCW, LMY & IMF as well as our unique GLQ Score.



Why is this feedback important?

Weight is the fundamental driver of payment (and therefore value) in over the hooks transactions – no surprises there...

Lean Meat Yield (LMY) and Intramuscular Fat (IMF)(also known as Marbling) are relatively new and we are excited to walk you through the importance of these traits to the development of our brand and in growing your profitability. *Put simply they are the keys to yield and quality.*

That is why all Gundagai Lamb consignments come with an offer to view the slaughter process (either in person or virtually) as well as a dedicated contact to discuss feedback.

And if you're really into it and just can't wait to know more, we recommend this excellent reference guide created by MLA... [Improving Lamb Lean Meat Yield](#)

How is the feedback collected?

LMY (Lean Meat Yield) is collected via DEXA (our Dual Energy X-Ray Absorptiometry unit) which captures the percentage of muscle, fat and bone in a carcass. The muscle percentage is known as the lean meat yield of the carcass.

IMF (Intramuscular Fat) is collected via the MEQ Probe which uses nanoscale biophotonics to measure the loin muscle of a carcass via three needles which contain medical-grade lasers. MEQ Probe is nearing the completion of a large-scale sampling trial at GMP in which 12,000 samples have been captured, analysed and the results provided to machine learning engineers who have developed a predictive algorithm for IMF percentage.

Animal Health data is collected by Australian Government Meat Inspectors who record up to 20 animal health conditions detected in offal and/or the carcass and record it against each carcass using our individual hook tracking system.

What drives the pricing?

The Late Season Lamb Grid is based on Hot Standard Carcase Weight (HSCW) and Lean Meat Yield (LMY) with a **\$0.50 per kilo bonus** for lambs with an IMF percentage above 5.0%.

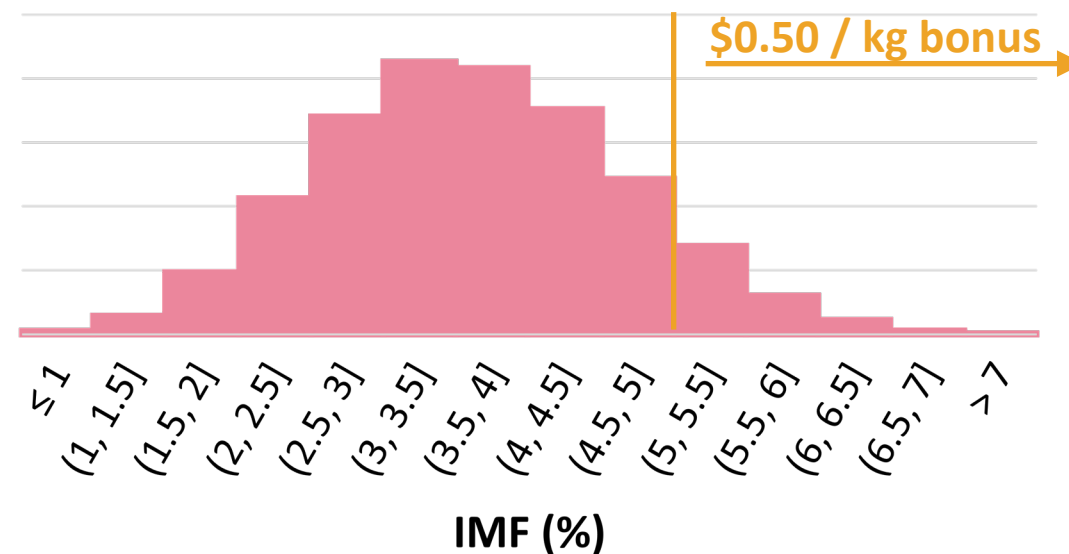
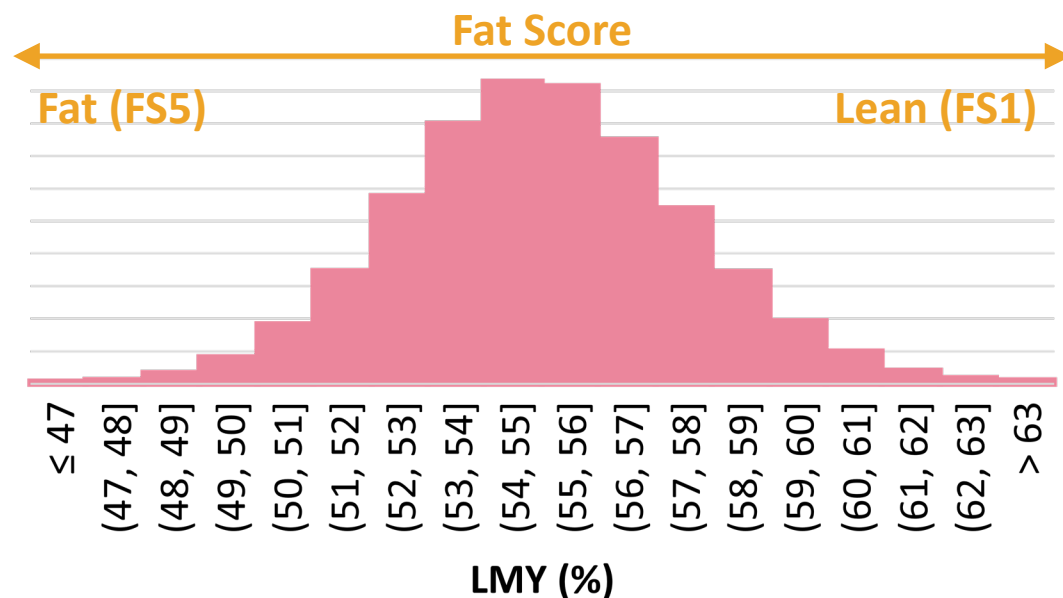
It is a well researched and documented fact that lambs with higher Intramuscular Fat (IMF) content (marbling), result in better eating quality experiences for consumers.

At Gundagai Lamb, we believe that HSCW and LMY will continue to be the primary profit drivers in prime lamb production, however low (IMF) poses a significant risk to future profitability and will be penalised in future Gundagai Lamb grids (because of its negative impact on eating quality).

Join the lamb revolution and find out where your lambs sit on the marbling scale...

How will my lambs go?

We understand that it may feel risky selling into a grid with new traits (LMY and IMF) being used for payment, so we've pulled together some graphs to show you where most lambs sit.



Keep in mind, this is about improving yield and eating quality in order to improve profit – you can't manage what you don't measure.

Late Season Lamb Grid

		LEAN MEAT YIELD (%)										
		<45	45 – 50	50 – 52	52 – 54	54 – 56	56 – 58	58 – 60	60 – 62	62 – 64	64 – 66	67+
HOT STANDARD CARCASS WEIGHT (kg)	<14	\$2.00	\$4.94	\$5.22	\$5.55	\$5.84	\$6.08	\$6.28	\$6.43	\$6.52	\$6.57	\$2.00
	14.1 – 16	\$4.94	\$5.94	\$6.22	\$6.55	\$6.84	\$7.08	\$7.28	\$7.43	\$7.52	\$7.57	\$6.57
	16.1 – 18	\$5.28	\$6.28	\$6.52	\$6.82	\$7.07	\$7.28	\$7.45	\$7.58	\$7.67	\$7.70	\$6.70
	18.1 – 20	\$5.53	\$6.53	\$6.75	\$7.01	\$7.24	\$7.42	\$7.58	\$7.69	\$7.77	\$7.80	\$6.80
	20.1 – 22	\$5.72	\$6.72	\$6.92	\$7.16	\$7.36	\$7.53	\$7.67	\$7.77	\$7.84	\$7.87	\$6.87
	22.1 – 24	\$5.87	\$6.87	\$7.05	\$7.27	\$7.45	\$7.61	\$7.73	\$7.83	\$7.89	\$7.92	\$6.92
	24.1 – 26	\$5.99	\$6.99	\$7.15	\$7.35	\$7.52	\$7.67	\$7.78	\$7.87	\$7.93	\$7.96	\$6.96
	26.1 – 28	\$6.08	\$7.08	\$7.23	\$7.42	\$7.57	\$7.71	\$7.81	\$7.89	\$7.95	\$7.98	\$6.98
	28.1 – 30	\$6.15	\$7.15	\$7.30	\$7.47	\$7.61	\$7.73	\$7.83	\$7.91	\$7.96	\$7.99	\$6.99
	30.1 – 32	\$6.21	\$7.21	\$7.34	\$7.50	\$7.64	\$7.75	\$7.84	\$7.91	\$7.96	\$7.99	\$6.99
	32.1 – 34	\$6.25	\$7.25	\$7.38	\$7.53	\$7.65	\$7.76	\$7.85	\$7.91	\$7.96	\$7.98	\$6.98
	34.1 – 36	\$6.28	\$7.28	\$7.40	\$7.54	\$7.66	\$7.76	\$7.85	\$7.91	\$7.95	\$7.97	\$6.97
	36.1 – 39	\$6.32	\$7.32	\$7.42	\$7.55	\$7.66	\$7.76	\$7.83	\$7.89	\$7.93	\$7.95	\$6.95
	>39	\$2.00	\$6.32	\$6.42	\$6.55	\$6.66	\$6.76	\$6.83	\$6.89	\$6.93	\$6.95	\$2.00

All lambs with IMF greater than 5.0% receive \$0.50 premium per kg.

Example Lambs...

Based on our Late Season Lamb Gird and our graphs on where most lambs sit, we've prepared some examples of price outcomes below.

Based on "How will my lambs go?" graphs...	HSCW	LMY	IMF	\$/kg	Price
Average Lamb	26.0	55.0	4.0	\$7.52	\$196
Slightly fatter than average	26.0	53.0	4.0	\$7.35	\$191
Slightly leaner than average	26.0	57.0	4.0	\$7.67	\$199
Average Lamb with high IMF	26.0	55.0	5.5	\$8.02	\$209

Terms & Conditions

- All livestock are to be delivered to Gundagai Meat Processors, South Gundagai at the producer's cost.
- All livestock must be accompanied with a completed NVD of the latest edition.
- Please inform Gundagai Lamb as to whether your livestock have been raised as per Meat Standards Australia (MSA) guidelines via the NVD.
- Gundagai Lamb will only purchase livestock in minimum lot sizes of 150.
- NLIS ear tags must be present on all livestock delivered.
- Any livestock with seed infestation will incur a penalty as follows;
 - ***\$0.20 per kg for light seed contamination;***
 - ***\$0.50 per kg for medium seed contamination; and***
 - ***\$1.00 per kg for heavy seed contamination.***
- Livestock to be delivered the day prior to slaughter within the following curfew times;
 - Monday to Thursday 11am to 9pm
 - Sunday 11am to 6pm
- No ram lambs or hoggets – a 50% discount to grid pricing will be applied.
- Gundagai Lamb may refuse to process livestock that are deemed unsuitable for slaughter, with return transport at the cost of the producer.
- If the event that a mob is subject to a particularly high instance of disease or defect (i.e. excessive bruising, dog bites, inoculation abscesses etc.) Gundagai Lamb reserves the right to apply a discount to the grid price (this will be accompanied by documented evidence of the disease or defect).
- All Lean Meat Yield (LMY) values are generated using Dual-Energy X-ray Absorptiometry (DEXA) technology of high accuracy. If for any reason, a LMY value cannot be calculated for an individual carcass or groups of carcasses, the average LMY of the consignment will be used to calculate payment.
- Merino, Dohne and SAMM lamb consignments by application only and must be MSA accredited.
- Payment terms – lambs processed between Monday and Friday will be paid on the following Friday (i.e. 7 to 11 days depending on slaughter day).

