

# AUS-MEAT Limited

## WEBINAR

‘Understanding price grids and carcass feedback’



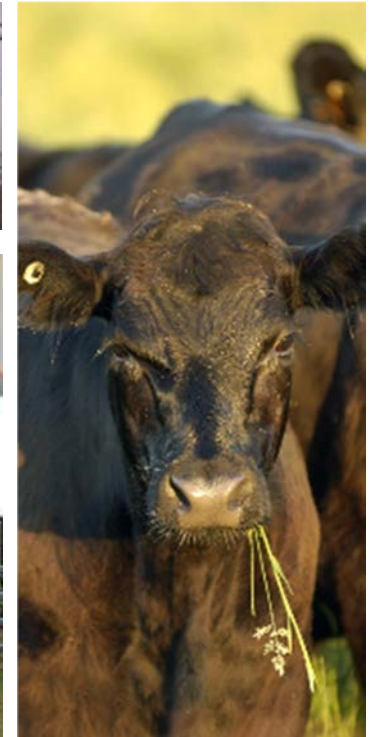
[AUSMEAT@AUSMEAT.COM.AU](mailto:AUSMEAT@AUSMEAT.COM.AU) | 1800 621 903 | PO BOX 3403 TINGALPA QLD 4175

[AUSQUAL@AUSQUAL.COM.AU](mailto:AUSQUAL@AUSQUAL.COM.AU) | 1800 630 890 | ABN 44 082 528 88

# AUS-MEAT Limited

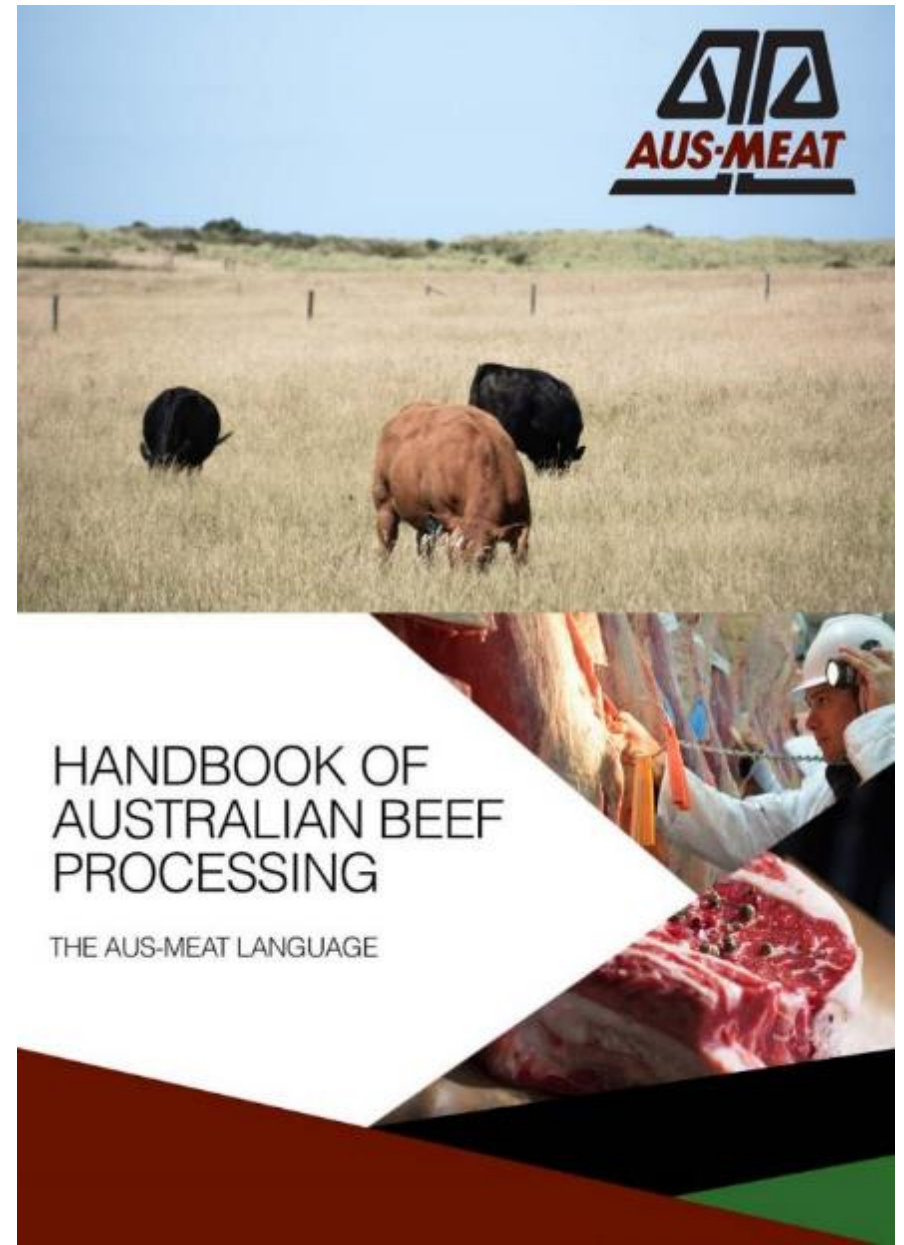


- Industry owned joint venture between MLA and AMPC
- AUS-MEAT Language is managed by industry committee
  - *Australian Meat Industry Language and Standards Committee*
- Standards body - administers the standards on behalf of industry
- All Enterprises exporting meat or meat products must be AUS-MEAT accredited
- Registered agents audit QA systems to ensure integrity of the descriptions



# Handbook of Australian Beef Processing

[www.ausmeat.com.au](http://www.ausmeat.com.au)



# AUS-MEAT Language



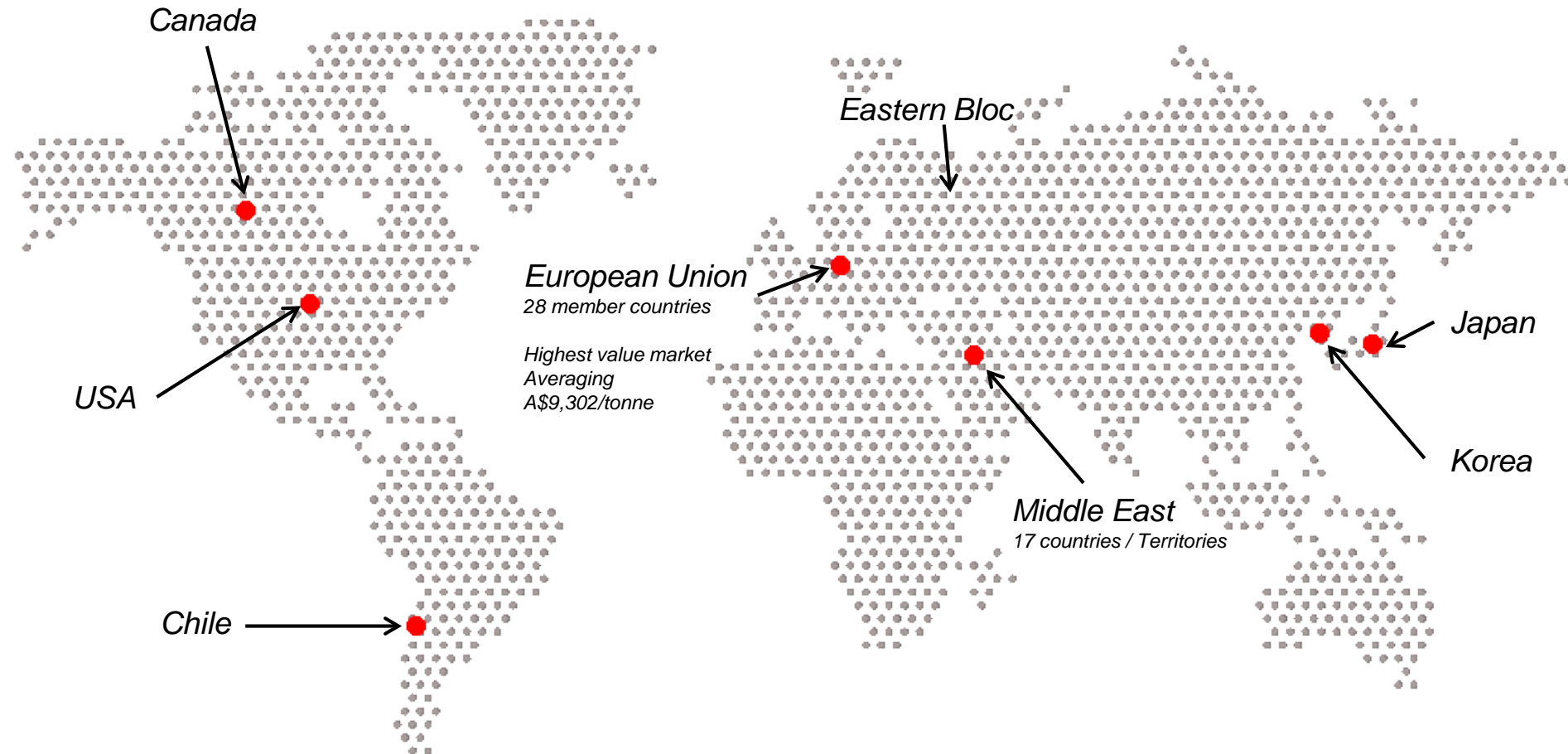
- THE AUS-MEAT descriptive language provides the basis for industry transactions
- It ensures that all sections of the industry have a common understanding of the products that they trade
- The language is written into customers specifications for meat and livestock
- Used by international trading partners



# AUS-MEAT Language



## International market access



\* The total export supply to these customers equates to approximately 82% of all beef exports

# Over-The-Hooks Trading



- Direct selling to a processor
- Processing companies provide specifications for livestock producers – Pricing grid
- Payment is based on Hot Standards Carcase Weight (HSCW)
- Cents per kilogram
- Final price will be determined once carcase quality attributes are assessed
- You must meet your customers specification



# Over-The-Hooks Trading



GRASS FED CATTLE GRID | (STEER)

DATE: 20th JANUARY 2015

- SAMPLE ONLY -

	MSA STEER	STEER			
	PBR 1-6	YGS	YPS	PRS	S
<b>DENTITION</b>	0-2	0-2	0-4	5-6	0-8
<b>P8 FAT DEPTH</b>	6-22	6-22	6-22	6-22	6-22
<b>FAT PENALTIES</b>	<i>*A five (5) cent penalty applies where carcasses are over 22mm</i>				
<b>BRUISING</b>	None	None	None	None	None
<b>BUTT SHAPE</b>	ABC	ABC	ABC	ABC	ABCDE
<b>MEAT COLOUR</b>	1B to 3	1A to 3	1A to 3	1A to 4	1A to 5
<b>FAT COLOUR</b>	0 to 3	0 to 3	0 to 3	0 to 4	0 to 5
<b>WEIGHT</b>	180-340 kgs	180-340 kgs	240-420 kgs	240-420 kg	240-420 kg
<b>WEIGHT</b>	<b>PRICE (Cents)</b>	<b>PRICE (Cents)</b>	<b>PRICE (Cents)</b>	<b>PRICE (Cents)</b>	<b>PRICE (Cents)</b>
340+	-	-	330	325	315
320-340 kgs	385	335	330	325	315
300-320 kgs	380	335	330	325	315

# Carcase Feedback



- Industry implications – conformance to specifications
- Types of feedback
  - AUS-MEAT OTH & Chiller Assessment
  - MSA feedback
  - Other: Feedlot
- Available to the owner of the cattle
- Farm management tool
- Decision making tool





# Slaughter Floor Language (OTH Trading)



- Over-The-Hooks trading
- Trading language
- Used to objectively describe meat and Livestock
- Mandatory for all Export processors



1

Any Meat Company  
ANY Road  
Any state

PRODUCT OF AUSTRALIA  
Keep Chilled Est No: 9999

الحلال  
'9999'  
AUSTRALIA

AUSTRALIA  
9999  
INSPECTED

Net HSCW  
123.5 kg

\*Y-26-2\*

Body No:  
9656L

Oper  
AB34

GRADE  
AA3

Sex Dent Fat D. Cat Bruise B.Shape Lot Kill Date:  
M 0 4 Y 0 C 45 29-JUL-02

2

3 4 5 6 7

# Over-The-Hooks Feedback



## AUS-MEAT Feedback Sheet

Operator: John Smith

Mob/Lot: 3526

Kill Date: 06/07/2012 Weights Displayed: HSCW

ACFM: 96752

1<sup>ST</sup> SIDE

2<sup>ST</sup> SIDE

Body	Sex	Dent	Stock Type	Breed	Fat Dep	Fat Cts	Cnf	ID	Eartag	Time	Cyp	Mkt	Cnd	Fts	Brs	Wgt Cts	HSCW	Cyp	Mkt	Cnd	Fts	Brs	Wgt Cts	HSCW	Total
1	M	4	S		10.0	3	C	NA999999	12345609	06:21:50	S	A1				40	195.0	S	A1				40	193.0	388.0
2	M	4	S		15.0	4	C	NA999999	12345645	06:27:28	S	A1				40	196.5	S	A1				40	197.5	394.0
3	M	4	S		15.0	4	C	NA999999	12345636	06:32:56	S	A1				38	185.5	S	A1				38	186.0	371.5
4	M	4	S		12.0	3	C	NA999999	12345682	06:38:15	S	A1				38	181.5	S	A1				38	181.0	362.5
5	M	4	S		10.0	3	C	NA999999	12345610	06:44:40	S	A1				42	204.0	S	A1				42	205.0	409.0
6	M	6	S		9.0	3	C	NA999999	12345672	06:50:37	S	A1				34	167.0	S	A1				34	167.5	334.5
7	M	4	S		18.0	4	C	NA999999	12345653	07:01:20	S	A1				36	176.5	S	A1				36	177.0	353.5
8	M	4	S		16.0	4	C	NA999999	12345623	07:06:45	S	A1				34	169.5	S	A1				34	168.5	338.0
9	M	4	S		10.0	3	C	NA999999	12345637	07:11:28	S	A1				36	182.0	S	A1				36	180.5	362.5
10	M	4	S		15.0	4	C	NA999999	12345685	07:16:43	S	A1				34	195.5	S	A1				34	195.0	390.5
11	M	2	S		15.0	4	C	NA999999	12345617	07:21:32	S	A1				34	189.5	S	D			1	34	181.0	370.5
12	M	4	S		12.0	3	C	NA999999	12345636	07:26:51	S	A1				34	166.5	S	A1				34	166.0	332.5
13	M	2	S		10.0	3	C	NA999999	12345625	07:31:16	S	A1				40	195.5	S	A1				40	196.5	392.0
14	M	2	S		9.0	3	C	NA999999	12345683	07:36:31	S	A1				42	206.5	S	A1				42	204.5	411.0
15	M	2	S		18.0	4	C	NA999999	12345677	07:41:19	S	A1				36	175.5	S	A1				36	173.0	348.5
16	M	4	S		16.0	4	C	NA999999	12345639	07:47:25	S	A1				38	186.0	S	A1				38	186.5	372.5
17	M	4	S		10.0	3	C	NA999999	12345604	07:51:36	S	A1				40	197.0	S	A1				40	198.0	395.0
18	M	4	S		15.0	4	C	NA999999	12345655	07:56:17	S	A1				36	178.5	S	A1				36	178.0	356.5
19	M	6	S		15.0	4	C	NA999999	12345689	08:04:42	S	A1				38	186.5	S	A1				38	188.5	375.0
20	M	4	S		12.0	3	C	NA999999	12345624	08:10:33	S	A1				38	186.0	S	A1				38	184.0	370.0
21	M	2	S		10.0	3	C	NA999999	12345696	08:15:12	S	A1				36	172.0	S	A1				36	173.0	345.0
23	M	6	S		9.0	3	C	NA999999	12345631	08:21:38	S	A1				38	181.5	S	A1				38	180.0	361.5
24	M	4	S		18.0	4	C	NA999999	12345616	08:26:17	S	A1				36	172.0	S	A1				36	172.5	344.5
25	M	4	S		16.0	4	C	NA999999	12345659	08:37:52	S	A1				40	198.5	S	A1				40	198.0	396.5

Operator: ABC MOB: 123 Count: 25 Av weight: 367.4 Av Fat: 13.4 Condemns: 0.0 Total weight 10,567.5

# AUS-MEAT Chiller Assessment Language



- Voluntary system for AUS-MEAT Accredited plants
- Audited by AUS-MEAT
- Assesses saleable meat attributes
- Conducted by qualified assessors
- Can be used in product contracts / specifications



Meat Colour



Fat Colour



Marbling



EMA



Fat depth



Maturity

# AUS-MEAT Chiller Assessment Language



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320-340 kgs	385	335	330	325	315
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# Carcase Feedback



## AUS-MEAT Chiller Assessment Feedback

- Sale ability and eating quality attributes
- Basic Chiller Assessment: MB, MC, FC, EMA, RF
- May include more detailed information: MSA Grading
- Sourced directly through your processor or electronically (MSA)



# Chiller Assessment Feedback



## AUS-MEAT PRODUCER FEEDBACK

EST: 0090W

OPERATOR: Russell Cattle Company

MOB / LOT: 5545

SLAUGHTER DATE 17 / 12 / 2012

TOTAL HEAD: 106

ACFM: 10090

Carcass	ASS	Dent	P8	BRS	CON	Category	Sex	Ear tag	ID	HSCW	Hang	Maturity	MB	MC	FC	RF	EMA	pH	Temp	HGP	RIB
446	F7	0	10	0	C	YG	M	1245652	NA999999	326.0	AT	160	0	1B	0	12	89	5.55	5.4	N	12
447	F7	0	9	0	C	YG	M	1245612	NA999999	295.5	AT	160	0	1B	0	9	88	5.46	7.8	N	12
448	F7	0	8	0	C	YG	M	1245655	NA999999	266.3	AT	160	1	1C	0	9	79	5.64	7.4	N	12
449	F7	0	12	0	C	YG	M	1245601	NA999999	301.8	AT	150	1	2	0	8	69	5.48	7.9	N	12
450	F7	0	7	0	C	YG	M	1245602	NA999999	322.4	AT	110	1	1C	1	6	78	5.58	7.7	N	12
451	F7	0	9	0	C	YG	M	1245678	NA999999	308.9	AT	180	1	1C	0	8	70	5.64	7.8	N	12
452	F7	2	8	0	C	YG	M	1245668	NA999999	298.4	AT	180	2	2	0	11	94	5.48	7.6	N	12
453	F7	0	7	0	C	YG	M	1245672	NA999999	292.3	AT	140	0	1B	0	10	68	5.38	7.8	N	12
454	F7	0	7	0	C	YG	M	1245625	NA999999	345.0	AT	140	1	1C	0	15	68	5.46	8.5	N	12
455	F7	0	6	0	C	YG	M	1245611	NA999999	285.6	AT	150	0	2	0	8	87	5.68	8.1	N	12
456	F7	2	8	0	C	YG	M	1245605	NA999999	301.4	AT	160	0	6	0	8	69	6.08	7.8	N	12
457	F7	2	11	0	C	YG	M	1245679	NA999999	309.0	AT	140	1	1C	0	7	88	5.82	7.9	N	12
458	F7	0	10	0	B	YG	M	1245665	NA999999	292.6	AT	140	1	2	1	3	72	5.46	7.9	N	12
459	F7	0	9	0	C	YG	M	1245671	NA999999	299.6	AT	180	1	1C	0	19	76	5.55	8.1	N	12
460	F7	0	8	0	C	YG	M	1245624	NA999999	305.6	AT	230	1	2	0	8	85	5.46	8.0	N	12
461	F7	0	7	1	C	YG	M	1245613	NA999999	303.8	AT	160	4	2	0	7	90	5.61	7.8	N	12
462	F7	2	9	0	C	YG	M	1245629	NA999999	289.5	AT	180	1	2	0	5	87	5.58	7.7	N	12
463	F7	0	8	0	C	YG	M	1245686	NA999999	299.0	AT	170	0	1B	0	9	65	5.47	7.9	N	12
464	F7	2	10	0	C	YG	M	1245631	NA999999	285.5	AT	140	1	1C	0	11	77	5.49	7.5	N	12
465	F7	2	11	0	C	YG	M	1245637	NA999999	298.6	AT	160	1	2	1	23	81	5.58	7.7	N	12
466	F7	2	14	0	C	YG	M	1245639	NA999999	345.5	AT	180	1	3	0	4	76	5.67	8.1	N	12

# Types of Carcase Feedback



## Meat Standards Australia Feedback

- Comprehensive feedback relating to the potential EQ of carcasses
- Available where cattle are eligible and have been MSA graded
- Sourced through individual processors
- Can also be accessed through myMSA.com.au



myMSA

MSA Number  
Role  
Company  
User name

Quick reports | Upload grading data | Manage my PBR's | Calculator and search | MSA Vendor Declarations | Order MSA Items | Training | My details | MSA Standards | Resources | What's new | Contact us

**Quick reports**

- > Daily reports
- > Producer carcase feedback
- > Reports over time
- > Customise my data reports
- > Grading Calendar

**Daily reports**

Here you can view MSA grading reports for a single kill date.

Step 1. Select kill date

Kill Date: 17 Aug 2105

Processor: MSA TEST MEMBER PLANT

Step 2. Select report to view

Beef reports

[Carcase feedback](#) | [PBR Summary](#) | [MSA non-compliance](#) | [MSA graphs](#) | [Company specification non-compliance](#) | [Download data](#)

# Carcase Feedback



## Benchmarking for decision making

- Take note of % carcasses that don't conform to required specifications
- Observe trends throughout data
- Note consistent non-conforming product
- Investigate new or different production methods to better comply with specifications
- Never forget the customer!!

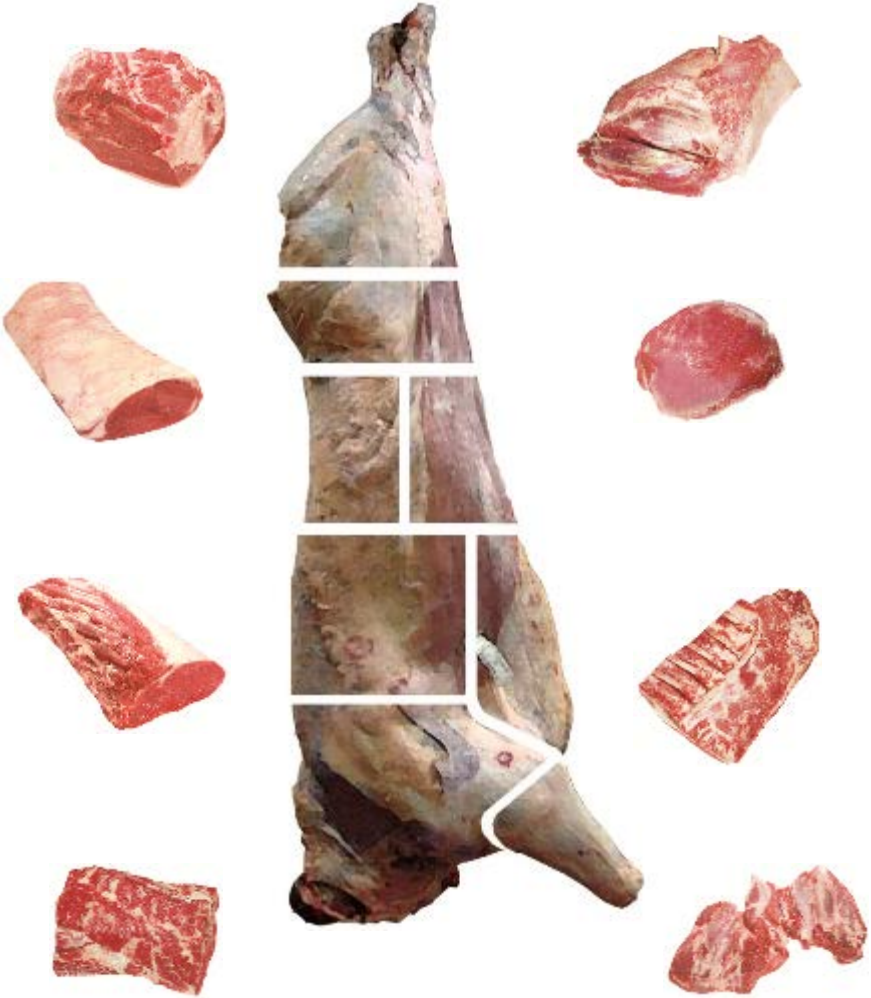
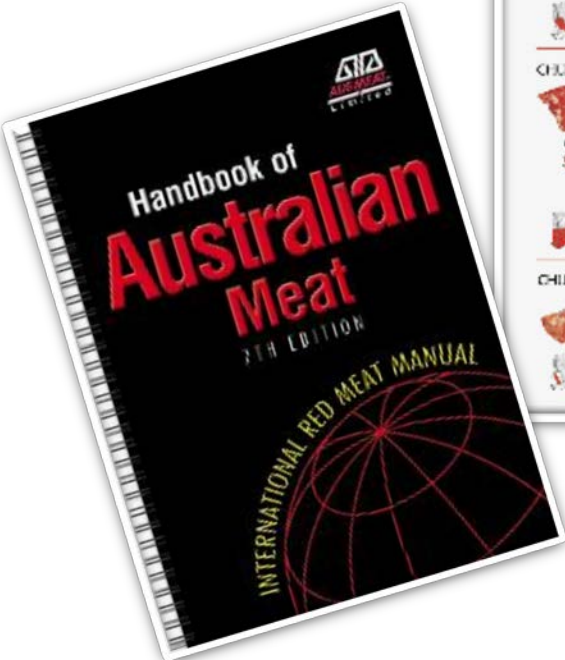




# Product Trading Language



## Handbook of Australian Meat



# Product Trading Language



**BONE IN BEEF**  
PRODUCT OF AUSTRALIA  
**\*YG\* SHORTLOIN MSA**  
I/W/VAC

ANY MEAT WORKS Co  
LONG FLAT ROAD  
ANYTOWN NSW  
**32307**  
KEEP REFRIGERATED

**GRAINFED MB: 0-6 MC: 1B-3 FC: 0-3**



(01) 0 991671012345 3 (3101) 000262 (13) 140110 (21) 41457354

**GRL MSA 3 @ 5 days MSA 4 @ 14 days**  
RST MSA 3 @ 5 days MSA 4 @ 14 days  
TSL MSA 4 @ 5 days

PACKED ON: 10 JAN 2014 14:28  
BEST BEFORE: 19-FEB-2014  
**26.2kg 57.8lb**  
NET WEIGHT Carton ID 41457354



# Handbook of Australian Beef Processing

[www.ausmeat.com.au](http://www.ausmeat.com.au)

For technical enquiries regarding the trading language

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