HB LAMB SUPPLY PROGRAMME 2016/2017

PROUDLY PROCESSED BY **PROGRESSIVE MEATS LTD**
AND MARKETED BY **OVATION NEW ZEALAND LTD**

"YOUR LOCAL TEAM"

IMPORTANT DATES

MON 12TH SEPTEMBER 2016
WAIPUKURAU SUPPLY OFFER MEETING
3.00PM AT WAIPUKURAU CLUB

TUESDAY 13TH SEPTEMBER 2016
HASTINGS SUPPLY OFFER MEETING
3.00PM AT PROGRESSIVE MEATS LTD

9TH OCTOBER 2016
ANNUAL SUPPLY COMMITMENT FORMS DUE

W/C 31ST OCTOBER 2016
LAST WEEK OF CHRISTMAS CHILLED PRODUCTION

W/C 20TH FEBRUARY 2017
LAST WEEK OF EASTER CHILLED PRODUCTION

14TH MAY 2017
WINTER REVIEW COMMITMENT FORMS DUE

CONTACTS

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HB LAMB SUPPLY PROGRAMME 2016/2017

BENEFITS OF COMMITTING TO HAWKE'S BAY LAMB SUPPLY

- An annual commitment programme to provide certainty of space, assist with planning and provide Ovation the confidence to sell forward.
- Prompt kill to minimise animal stress and carcass weight loss for improved returns.
- Opportunity to be paid on Saleable Meat Yield.
- Payment for wool and pelts, value identified on the Hawke's Bay Lamb weekly schedule.
- Competitive weekly schedule with rewards for supply performance.
- Transparent Pricing.
- Dress Out Yield supplied by line.
- Reward for supply of Quality Assured lambs.
- Opportunity to sign regular fixed price contracts.
- Kill summary provided on first working day after kill.
- Opportunity to secure mutton processing space.
- Opportunity to associate with specialists each with specific knowledge in their own areas.
- A market linked supply programme with clearly defined carcass specifications that reflects our customers' needs.
- Opportunity to sign up for a text alerting you as a supplier of the planned delivery time for your lambs the following week.
- Personalised service with prompt responses to any queries you may have.
- Approachable and accessible management team.
- Ability to use the transporter of your choice with a rebate paid to supplier at 14 days.
- An opportunity to review numbers upwards via a winter review in May 2017.

HAWKE'S BAY LAMB SUPPLY SUPPLIER WEBSITE

HB LAMB SUPPLY PROGRAMME 2016/2017

During the 2015/16 season the Hawke's Bay Lamb Suppliers site was launched which offers suppliers detailed information about their lambs. Data includes results from the 2011/12 supply through to current season.

Your Next Commitment:

WEEK BEGINNING:
20 June 2016

NUMBER COMMITTED:
200 Lambs

Call us on 0508 88 77 88 to confirm your space

REQUEST KILL SPACE

Uncommitted lambs will initially be subject to space until confirmed by Progressive Meats

Ability to check when your next committed lambs are due and request kill space

SEASON TO DATE SUMMARY

GR MM																					TOTAL
>50																					
17-50																					
16					1	1			1	1	1	1	2			1					9
15				3	5	4	4	5	5	5	2	1	1			3					38
14				1	7	8	4	7	3	7	3	2	1	1		5		1		1	51
13			1	3	6	10	15	8	8	4	5	6	1	1	2			1			71
12			2	5	13	20	21	27	18	14	10	5	1	4	2	1					143
11			1	8	13	17	39	30	22	14	4	5	7	4	2	1					167
10		4	6	29	46	58	48	45	39	25	19	7	6	4	1	2	3				342
9			11	36	69	73	71	62	22	20	13	8	2		2		1				390
8		1	16	56	132	98	71	60	33	15	4		1								487
7	1	11	29	117	161	123	111	51	21	13	4	1									643
6	2	17	53	128	190	135	73	23	13	3	1	1									639
5	14	19	65	129	124	107	46	14	11	4	3										536
4	19	42	72	71	59	40	22	8	1	1		1									336
3		1		1																	2
2																					
1																					
0																					
50			1		1	3	3	3	2	2	3	1		1		1		1		2	24
CCS WT KG	<13	13.0	14.0	15.0	16.0	17.0	18.0	19.0	20.0	21.0	22.0	23.0	24.0	25.0	26.0	27.0	28.0	29.0	30.0	>30	
TOTAL	36	95	257	587	827	697	528	343	199	128	72	39	22	15	9	14	4	3	0	3	3878

Scattergram of lambs supplied season to date, a simple visualisation of where a majority of your lambs are falling within the carcass grading system.

Returns Calculator:

Av. Live Weight	43.18	kg
Dress Out	44	%
Av. HCW	19	
Gross Meat Price	$ 107.35	
Wool Pull	.59	kg
Pelt Value	$ -.15	/head
C & C	$ 0.5	/head
Market Payment	$ 1.90	
QA Payment	$ 1.00	/head
Less K & P Charges	$ 13.46	/head

Expected Net Return:

$ 5.18 /kg $ 98.35 /head

Note: Based on current HBL premium schedule, does not include additional payments for Dresser Pelts, Saleable Meat, Yield, Transport Subsidy or Agents fee.

A great tool to calculate the expected net return on your mob of lambs based on your choice of live weight or hot carcass weight. Wool pull, dress out percentage, live weight & hot carcass weight are all adjustable.

SEASON TO DATE AVERAGE 2015/16

AVERAGE MOB SIZE	AVERAGE TOTAL HCW	AVERAGE LIVE WEIGHT	AVERAGE HCW	DRESS OUT %	EX FARM GATE EXC GST $/KG	$/HEAD	VALUE	AVERAGE SMY %	PREFERRED SPECI SCORE	AMOUNT PAID
196	3,419.4	38.6	17.5	46.6	4.96	86.76	16,967.84	101.0	71.0	19,827.73

SEASON BREAKDOWN 2015/16

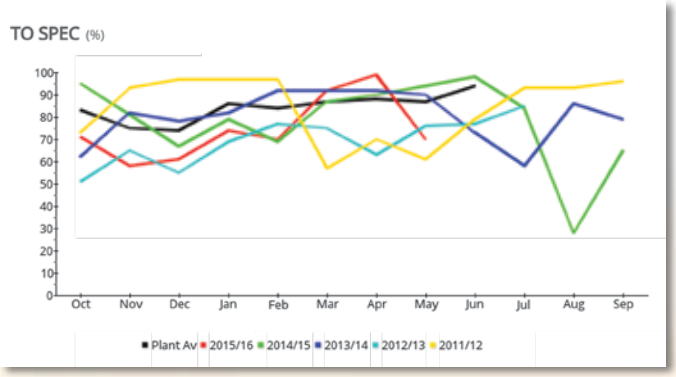
KILL DATE	CCS	TOTAL HCW	AV. LIVE WEIGHT	AVERAGE HCW	DRESS OUT %	EX FARM GATE EXC GST $/KG	$/HEAD	VALUE	TOTAL SMY %	PREFERRED SPECI SCORE	PRES. SCORE	AMOUNT PAID	DATE PAID
28/10/2015	60	1,416.5	0.0	23.6	0.0	5.87	138.62	8,317.46	0.0	42.0	Very Good	9,661.68	11/11/2015
28/10/2015	2	39.4	0.0	19.7	0.0	6.11	120.31	240.61	0.0	100.0	Very Good	279.92	11/11/2015
18/11/2015	302	5,086.7	34.0	16.8	50.0	5.59	94.21	28,450.76	102.5	63.0	Very Good	33,204.59	02/12/2015
18/11/2015	93	1,718.7	37.8	18.5	49.0	5.65	104.40	9,709.57	102.1	61.0	Very Good	11,315.73	02/12/2015
18/11/2015	98	2,235.1	47.9	22.8	49.0	5.54	126.30	12,377.72	101.4	51.0	Very Good	14,390.55	02/12/2015
09/12/2015	318	5,311.4	0.0	16.7	0.0	5.02	83.89	26,678.52	100.2	68.0	Very Good	31,192.28	23/12/2015
09/12/2015	72	1,300.3	0.0	18.1	0.0	5.16	93.25	6,714.05	0.0	83.0	Very Good	7,837.08	23/12/2015
14/12/2015	331	5,053.9	32.6	15.3	47.0	4.56	69.63	23,047.33	100.4	31.0	Very Good	27,037.34	28/12/2015
27/01/2016	384	6,463.0	38.2	16.8	45.0	5.12	86.23	33,111.37	101.9	74.0	Very Good	38,696.31	10/02/2016
01/02/2016	6	104.5	37.5	17.4	47.0	5.05	87.97	527.82	0.0	83.0	Very Good	616.66	15/02/2016
23/02/2016	251	4,079.0	38.8	16.3	43.0	4.73	76.92	19,308.12	100.7	56.0	Very Good	22,608.45	08/03/2016
23/03/2016	199	3,951.9	43.7	19.9	46.0	4.76	94.62	18,829.85	100.9	92.0	Very Good	21,973.11	06/04/2016
05/04/2016	93	1,778.9	39.3	19.1	48.0	4.79	91.62	8,520.70	101.3	100.0	Very Good	9,948.53	19/04/2016
26/04/2016	227	4,268.5	39.7	18.8	47.0	4.80	90.35	20,509.09	100.1	98.0	Very Good	23,950.93	10/05/2016
11/05/2016	178	2,992.6	36.8	16.8	45.0	4.71	79.14	14,087.80	101.3	71.0	Very Good	16,487.55	25/05/2016
11/05/2016	330	5,855.5	38.5	17.7	46.0	4.73	83.92	27,692.26	100.3	89.0	Very Good	32,377.40	25/05/2016
16/05/2016	402	6,774.3	37.1	16.9	45.0	4.74	79.95	32,138.25	100.9	69.0	Very Good	37,606.21	30/05/2016
16/05/2016	205	3,916.6	40.9	19.1	47.0	4.94	94.31	19,333.64	100.7	97.0	Very Good	22,563.73	30/05/2016
25/05/2016	329	5,521.7	36.1	16.8	46.0	4.76	79.91	26,290.99	101.2	77.0	Very Good	30,764.33	08/06/2016
31/05/2016	2	11.4	0.0	5.7	0.0	12.27	69.93	139.86	0.0	0.0	Very Good	164.06	14/06/2016
31/05/2016	225	3,928.3	0.0	17.5	0.0	5.17	90.22	20,298.85	100.6	86.0	Very Good	23,705.92	14/06/2016
TOTAL	4,107	71,808.2						356,324.62				416,382.36	

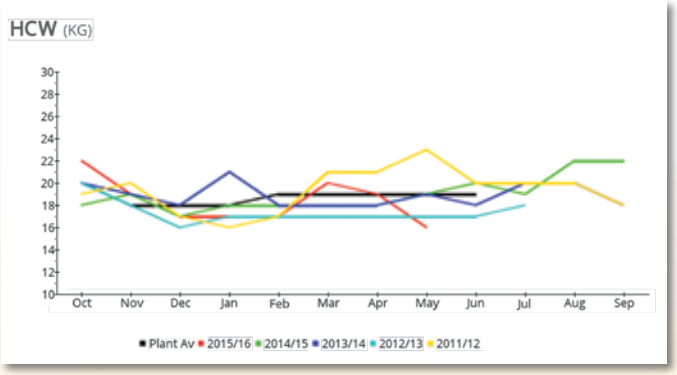
All kill summaries available to view in one screen from the current season and dating back to the 2011-12 season for ease of reference.

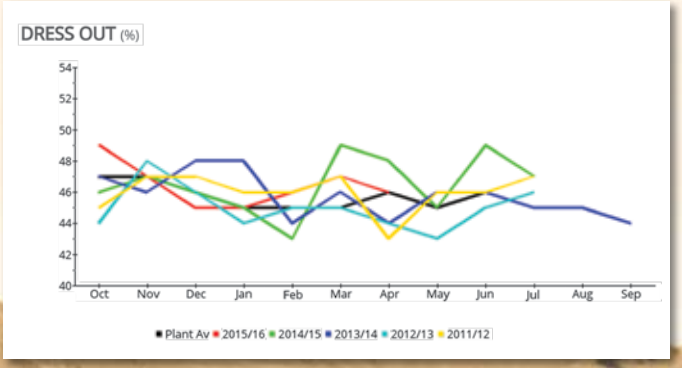
SEASON BY KILL DATE 2015/16

KILL DATE	MOB NUMBER	DESCRIPTION	NO. CCS	HEALTH CLASSIFICATION
28/10/2015	022	ARTHRITIS	1	Cutter
28/10/2015	022	PLEURISY	2	Cutter
18/11/2015	017	PYOGENIS LESION	1	Cutter
18/11/2015	019	ARTHRITIS	1	Condemned
18/11/2015	019	BRUISING HIND L	1	Health Status
18/11/2015	019	CLA LYMPH ADENI	1	Cutter
18/11/2015	019	INNOC ABCESS	1	Health Status
09/12/2015	018	ARTHRITIS	5	Cutter
09/12/2015	019	ARTHRITIS	3	Cutter
09/12/2015	019	PLEURISY	1	Cutter
14/12/2015	021	ARTHRITIS	1	Cutter
14/12/2015	021	OVIS	3	Health Status
14/12/2015	021	PLEURISY	3	Cutter
14/12/2015	021	PLEURISY	1	Health Status
27/01/2016	023	ARTHRITIS	3	Cutter
27/01/2016	023	OVIS	1	Health Status
27/01/2016	023	PLEURISY	1	Cutter
23/02/2016	023	ARTHRITIS	4	Cutter
23/02/2016	023	PLEURISY	3	Cutter
23/03/2016	013	ARTHRITIS	4	Cutter
23/03/2016	013	INNOC ABCESS	1	Health Status
23/03/2016	013	JAUNDICE	1	Condemned
23/03/2016	013	OVIS	4	Health Status
23/03/2016	013	PLEURISY	1	Cutter
05/04/2016	006	CLA LYMPH ADENI	2	Cutter
26/04/2016	022	ARTHRITIS	1	Cutter
26/04/2016	022	BRUISING SHOULD	1	Cutter
26/04/2016	022	PLEURISY	3	Cutter
11/05/2016	002	ARTHRITIS	1	Cutter
11/05/2016	002	BRUISING HIND L	1	Health Status
11/05/2016	003	ARTHRITIS	2	Cutter
11/05/2016	003	BRUISING HIND L	1	Health Status
16/05/2016	003	ARTHRITIS	2	Cutter
16/05/2016	003	BRUISING SADDLE	1	Cutter
16/05/2016	003	CLA LYMPH ADENI	1	Cutter

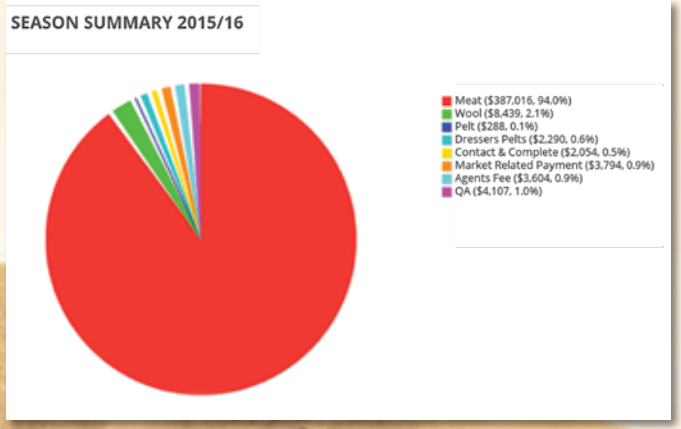
Summaries available of animal health records dating back to the 2011-12 season.







Line graphs provide the ability to track and benchmark current supply against your past seasons and the plant average.



Visual breakdown of returns

MARKETING GLOBALLY

Bone in leg

Chump cap on

Chump cap off

Knuckle

Topside

Hind Shank

Boneless Leg

Silverside

Flap

Boneless Loin

Bone in Loin

Rack

Saddle Bone

Silverskin

Rack Cap

Saddle

Lion Cap

Tenderloin

Whole Shoulder

Boneless Shoulder

Fore Shank

Shoulder Rack

Trimmings

Neck

Mince

Neck Trim

Boned Rolled Tubed Shoulder

Oyster Shoulder

- Belgium
- Canada
- China
- Denmark
- EU
- Egypt
- France
- Germany
- Hong Kong
- India
- Iraq
- Italy
- Japan
- South Korea
- Mexico
- NZ
- Pakistan
- USA
- Switzerland
- Taiwan
- UK
- Poland
- Portugal
- Russia
- Saudi
- Spain

CO-PRODUCTS

Wool on skins

Slipe Wool

Tripe

Liver

Heart

Pickled pelts

Casing

Petfood

Testicles

Kidneys

Sweet Breads

Pisles

HB LAMB SUPPLY PROGRAMME 2016/2017

OUR OFFER TO YOU...

ANNUAL SUPPLY COMMITMENT

In making a commitment to you to process and market your lambs to the best of our ability and to provide competitive market related pricing we, in turn, seek an annual supply commitment from you.

A **Commitment Bonus** will be paid, on the tally committed, to suppliers who commit their stock prior to the close off date(s) and supply at least that tally over the 2016-17 season. This will be paid in November 2017.

MONTH	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
BONUS PER HEAD	$1.56	$1.05	$0.59	$0.50	$0.50	$0.52	$0.76	$1.05	$1.31	$1.60	$1.72	$1.72

Please note: This is only a commitment; there are no contractual obligations if, for one reason or another, you are unable to supply the committed tally.

MARKET RELATED PAYMENTS

In alignment with our customer requirements, each lamb supplied to the HBL programme that achieves the grades specified, will attract a supply premium 14 days after slaughter with kill proceeds.

GRADE	GR	WEIGHT RANGE	PREMIUM
Light	3 - 16mm	12.0 - 13.9 kg	
Medium	3 - 16mm	14.0 - 15.9 kg	
Premium	**3 - 16mm**	**16.0 - 17.9 kg**	**5c/kg**
	3 - 16mm	**18.0 - 20.9 kg**	**10c/kg**
	3 - 16mm	**21.0 - 22.9 kg**	**5c/kg**
Heavy	3 - 16mm	23.0 - 26.9 kg	
Out of Spec / Over Prime	Everything Else		

ON FARM QUALITY ASSURANCE

The Hawke's Bay Lamb On-Farm Quality Assurance Programme is a market driven programme which continues to evolve to reassure our customers that the meat products they consume are sourced from animals subject to the highest standard of animal welfare, traceability and food safety. Ovation NZ Ltd continues to take steps to implement the following raising claims that lambs are a) Raised without antibiotics & b) Raised without GMOs.

A **QA premium** of $1/head will be paid on all eligible lambs for the 2016/17 season.

HB LAMB SUPPLY PROGRAMME 2016/2017

WOOL AND PELTS

Wool value is largely determined by weight (kg) and four major attributes:

- Wool staple length
- Colour
- Fibre diameter (micron)
- Vegetable matter

In line with our philosophy of transparency we have over the past season recorded and paid for wool based on wool staple length & weight. This will continue to be the case for the 2016/17 season.

Schedule wool staple length categories will be:

1. 0-25mm
2. 30-75mm
3. 80mm & up

We will also continue to allocate the cost of processing wool & pelts to each product.

WOOL PAYMENT	LAMB HCW (KG)	CCS	WOOL KG/HD	GROSS $/KG	$	WOOL PROCESSING CHARGE/HEAD	NET $/HEAD	ADJUSTED NET $ KG OF WOOL	PER KG HCW
0 - 25mm		1	0.30	$3.89	$1.17	$1.50	-$0.33	-$1.11	-$0.02
30 - 75mm	19.0	1	0.60	$4.41	$2.65	$1.50	$1.15	$1.91	$0.06
80mm and up		1	1.10	$4.45	$4.90	$1.50	$3.40	$3.09	$0.18

**Example current as at 27 June 2016*

WOOL ON LAMB SKINS

Subject to competitive contracts, new season lambskins will be required from November 2016 to February 2017.

To be considered for wool on lamb skin premiums wool length needs to be between 55 – 100mm.

There are also several on-farm practises that can affect the saleability of wool on lamb skins. To increase the likelihood of eligibility for these premiums please ensure raddle is only used on the head at drafting (no marking on the skin) and lambs are not crutched above the tail, unless necessary for animal health purposes, as this affects the length of the pelt.

TEXT ALERTS

Currently suppliers (or their agent) are emailed on a Thursday with a delivery time for their lambs (if confirmed by Wednesday night) for the following week. We now have the ability to text suppliers a delivery time if that would better suit your farming operation. All you need to do is tick this option on your commitment form to make this change.

**Please note your agent will still receive a copy of the PML delivery plan so that all parties are aware of delivery times of stock for the following week.

LAMB FINANCE

Ovation Stock Finance offers the ability for Hawke's Bay Lamb Suppliers to have access to finance packages which will allow you to finance stock.

For more information regarding stock finance please contact us.

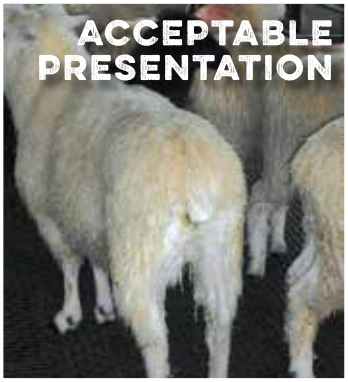
PRESENTATION OF STOCK FOR SLAUGHTER

Research shows that the standard of presentation of livestock at slaughter impacts on the quality, shelf life and therefore saleability of the end product.

The marketplace continues to demand improvements in shelf life throughout the industry. In order for New Zealand to maintain its status as a producer of premium quality lamb we all need to do our part in providing product that is fit for purpose.

The following mob grading standards are used at Progressive Meats Limited which is communicated to the supplier on their kill sheet:

1. **Well presented -** Require no more than one wash.
2. **Dirty, further preparation required -** No dags but require two washes to bring the sheep up to a 'well presented' standard for slaughter.
3. **Daggy, further preparation required -** Only one wash required but up to 10% of the line require a small amount of dagging or up to 2% of the line require extensive dagging to bring the sheep up to a 'well presented' standard for slaughter.
4. **Unacceptable presentation –** this could be due to any of the following:
   - Two washes do not bring the sheep up to a 'well presented' standard for slaughter.
   - More than 10% of the line requires a small amount of dagging or more than 2% of the line requires extensive dagging.
   - Any other issues that would make the line very difficult to prepare to an acceptable standard for slaughter e.g. fleece covered with thistles or seeds.
   - Lines that are classed as unacceptable may be returned to the supplier at the supplier's cost.



SHELF LIFE PREMIUMS

In alignment with customer requirements we are focused on continually extending the shelf life of our products. Wool length is a major factor in achieving extended shelf life.

In conjunction with the winter review, there are likely to be premiums and/or deductions relating to wool length and focusing on achieving extended shelf life of product.

CONTACT & COMPLETION BONUS

To be eligible for this payment of a further 50 cents per lamb, you (or your agent) must confirm bookings by the Wednesday evening prior to the week of planned delivery and deliver at least 85% of the confirmed tally.

FIXED PRICING OPPORTUNITIES

We will continue to offer 'market linked' fixed prices periodically during the 2016/17 season. These contracts will be available to those who want price certainty for part of their farming operations.

SALEABLE MEAT YIELD

We will continue to offer the opportunity to be paid on the 'Saleable Meat Yield' of your lambs. According to the result received you will receive an adjusted meat schedule price (example below).

SALEABLE YIELD	BASE MEAT PRICE	ADJUSTED MEAT PRICE	MARGIN ($/KG)	PER HEAD VARIANCE			
				16.0KG	18.0KG	20.0KG	22.0KG
99%	$5.55	$5.49	-$0.06	-$0.96	-$1.08	-$1.20	-$1.32
100%		$5.55	$0.00	$0.00	$0.00	$0.00	$0.00
101%		$5.61	$0.06	$0.96	$1.08	$1.20	$1.32
102%		$5.66	$0.11	$1.76	$1.98	$2.20	$2.42

To be eligible to be paid on Saleable Meat Yield, suppliers must:

1. Commit to SMY payment for the season on the annual commitment form (new suppliers may select 'results only' on three mobs prior to deciding to commit to the SMY option) – refer to tick box on commitment form.
2. Supply a mob of 80 or more lambs to ensure meaningful results.

DRESS OUT YIELD

All lambs are live weighed prior to slaughter, providing you with a dress out yield per line.

Here is an example the affect dress out yield can have on your returns.

Prompt kill can improve your dress out yield in the order of one per cent.

LIVE WEIGHT (KG)	DRESS OUT (%)	HOT CARCASS WEIGHT (KG)	GROSS MEAT PRICE ($)	GROSS $/ HEAD
45	39%	17.6	$5.55	$97.40
	41%	18.5		$102.40
	43%	19.4		$107.39
	45%	20.3		$112.39
	47%	21.2		$117.38

HOW PREMIUM PAYMENTS ADD $ TO YOUR BOTTOM LINE

	BASED ON A CARCASS WEIGHT 19.0KG	PER HEAD	GROSS MEAT C/KG*
LESS PROCESSING COSTS	Carcass weight	**$105.45**	**$5.55**
	Kill and Processing Fee	**$10.05**	
	Procurement Charge	**$0.89**	
	B + LNZ Levy	**$0.60**	
	MPI Inspection Fee	**$1.92**	
	TOTAL AFTER PROCESSING COSTS	**$91.99**	**$4.84**
		NET PER HEAD	**PER KG**
PLUS ADDITIONAL PAYMENTS/BONUSES	Market Related Payment **($0.10/kg)**	**$1.90**	**$0.10**
	Plus Wool @ 30 - 75mm **(@ $1.15)***	**$1.15**	**$0.06**
	Plus Pelt Payment **(-$0.35/head)***	**-$0.35**	**-$0.02**
	Contact & Complete **($0.50/head)**	**$0.50**	**$0.03**
	QA Payment **($1.00/head)**	**$1.00**	**$0.05**
	SMY @101% result	**$1.05**	**$0.06**
	$ paid at 14 days including (Bonus) Payments of $5.25/head	**$97.24**	**$5.12**
	Plus Additional Commitment Bonus Payment (June Example)	**$1.31**	**$0.07**
	TOTAL ADDITIONAL PAYMENTS OF $6.56/HEAD	**$98.55**	**$5.19**

** Example as at 27 June 2016*

MUTTON PROGRAMME

To complement the Hawke's Bay Lamb Supply Programme we also offer a commitment programme in conjunction with Te Kuiti Meat Processors.

Stock will be committed through the TKMP commitment programme.

Pricing: Net Schedule (set weekly)

Target Specification: 18.0 – 29.9kg, 3 – 16mm GR

Commitment Form

Commitments can either be made by completing the applicable commitment form or by contacting the supply office on 0508 887 788.

- Mutton Contact & Completion Bonus
  Suppliers must supply a minimum of 85% of the quantity booked on the preceding Wednesday night to qualify for the C&C payment. Any additional numbers supplied versus Wednesday booking must only be sent by agreement with the Supply Coordinator or C&C payment will not be made on the line.
- Closing Date
  9th October 2016 is the closing date for the Annual Supply Commitment form to be returned to us.

MUTTON GRADE	GR	WEIGHT RANGE
Prime 1	**3 - 16mm**	**18.0 - 25.9 kg**
Prime 2	**17 - 25mm**	**18.0 - 25.9 kg**
Heavy 1	3 - 16mm	26.0 - 29.9 kg
Heavy 2	17 - 25mm	26.0 - 29.9 kg
Extra Heavy 1	3 - 16mm	30.0+ kg
Extra Heavy 2	17 - 25mm	30.0+ kg
Out of Spec/Over Prime	Everything Else	

GOATS

Progressive Meats Ltd processes goats on a regular basis on behalf of Ovation NZ Ltd. The goats are shipped chilled and are destined for a high end retailer. This complements a chilled lamb programme processed from Hawke's Bay Lamb stock.

If you would like further information regarding the goat processing at Progressive Meats Ltd, please contact us.

BEST SUPPLIER AWARD

THE BELOW CRITERIA ARE USED FOR THE SELECTION OF OUR ANNUAL SUPPLIER OF THE YEAR. THE SUPPLIER OF THE YEAR WILL WIN A TRAVEL VOUCHER WORTH $3500.

BEST SUPPLIER RANKINGS		WEIGHTING
1. Certainty of Supply	In-full and on-time – Supply to Commitment	20%
2. To Specification*	Schedule Carcass Specification Score 16.0 – 22.9kg GR 3 – 16mm	20%
3. Year-Round Supply	Oct – May @ 1% each month supplied Jun – Sep @ 3% each month supplied	20%
4. Loyalty	2% per year supplied, over past 10 years	20%
5. Volume	% in proportion to number of lambs supplied - to max of 5000 lambs	20%
	TOTAL	**100%**

Contract specifications may vary.

To ensure our best performing suppliers secure slaughter space allocation to meet their requirements, the Best Supplier rankings will be the base of the preferential booking system used to allocate space during peak processing periods.

SALEABLE MEAT YIELD AWARD

An award will be presented at the 2017 Supplier of the Year awards dinner to the supplier achieving the highest Saleable Meat Yield over their lambs supplied in the 2016/17 season. To be eligible for this award you must supply a minimum of 500 lambs spread over at least six months of the year.

DRESS OUT YIELD AWARD

An award will be presented at the 2017 Supplier of the Year awards dinner to the supplier achieving the highest Dress Out Yield over their lambs supplied in the 2016/17 season. To be eligible for this award you must supply a minimum of 500 lambs spread over at least six months of the year.

SUPPLY COMMITMENT FORM

CIRCLE ONE **LAMBS / EWES / GOATS**

HB LAMB SUPPLY PROGRAMME 2016/2017

SUPPLIER NAME

OWNER/MANAGER'S NAME (delete one)

PHONE NUMBER

MOBILE NUMBER

EMAIL ADDRESS

If any of your contact details have changed or if you are a new supplier, please fill out full details on the back of this page.

SUPPLY COMMITMENT TALLY

Write in this box the number of lambs, ewes or goats committed for the 2016/17 season.

AS AN INDICATION ONLY, PLEASE BREAK DOWN THE ANNUAL TALLY DOWN BY WEEK

W/C	W/C	W/C	W/C	W/C	W/C	W/C	W/C	W/C	W/C	W/C	W/C
3 Oct	31 Oct	5 Dec	2 Jan	30 Jan	6 Mar	3 Apr	1 May	5 Jun	3 Jul	31 Jul	4 Sep
10 Oct	7 Nov	12 Dec	9 Jan	6 Feb	13 Mar	10 Apr	8 May	12 Jun	10 Jul	7 Aug	11 Sep
17 Oct	14 Nov	19 Dec	16 Jan	13 Feb	20 Mar	17 Apr	15 May	19 Jun	17 Jul	14 Aug	18 Sep
24 Oct	21 Nov		23 Jan	20 Feb	27 Mar	24 Apr	22 May	26 Jun	24 Jul	21 Aug	25 Sep
	28 Nov			27 Feb			29 May			28 Aug	
TOTAL	**TOTAL**	**TOTAL**	**TOTAL**	**TOTAL**	**TOTAL**	**TOTAL**	**TOTAL**	**TOTAL**	**TOTAL**	**TOTAL**	**TOTAL**

I wish to be paid on Saleable Meat Yield ☐ I wish to be text the delivery time for my lambs ☐

If you make a supply commitment:

- You will get priority for space in weeks where tallies booked exceed processing capacity.
- You will receive a commitment payment on the committed number of lambs, provided you supply at least that volume annually.
- Your committed space will be confirmed with you after the commitment close off date, expected to be no later than 31 October.

SIGNED BY THE SUPPLIER

NAME OF SIGNATORY

DATE

PLEASE NOTE: This is a Supply Commitment Form – it must be signed by the Supplier, not by an Agent.
This is only a commitment; there are no contractual obligations if for one reason or another you are unable to supply the committed tally.

THIS FORM MUST BE COMPLETED AND RETURNED BY SUNDAY 9th OCTOBER 2016

Post the completed Commitment Form to:

Progressive Meats Ltd, PO Box 36, Hastings 4156
or fax: **06 879 9176**
or email: **livestock@progressivemeats.co.nz**

CONDITIONS OF SLAUGHTER

TRANSPORTATION OF STOCK

- Stock must be in a fit state to travel.
- Stock must be emptied out for a minimum of four hours prior to trucking or, depending on the season and feed conditions, the same time as required for penning up for shearing.

DELIVERY OF STOCK

- All stock being sent for slaughter must be accompanied by a current Ovation Animal Status Declaration card correctly filled out and signed by the Owner or Manager. Please ensure that the yellow backing card in the ASD book is also completed.
- Additional stock arriving over and above the number confirmed the week prior to the week of supply must have plant approval. Excess numbers that cannot be accommodated will be returned to the supplier at their own cost.
- Progressive Meats Ltd reserves the right to retain the wool and pelt payment if the fellmongery is unable to process the pelts due to excessive burr or seed contamination. This action will not be undertaken without first discussing the issue with the supplier.
- Trucking delivery times must be adhered to. If a problem does occur please advise the plant immediately so as to minimise processing disruptions.
- No Merinos will be accepted for slaughter without prior plant approval.

INFORMATION

- The information you have supplied will be seen by others in an abridged form used in the scheduling and planning of the daily kill requirements of Progressive Meats Ltd.

Please advise any change of details below:

SUPPLIER NAME

OWNER/MANAGER'S NAME (delete one)

ADDRESS

GST NUMBER

PHONE NUMBER

EMAIL ADDRESS

MOBILE NUMBER

BANK A/C NUMBER

FAX NUMBER

TRANSPORT COMPANY

AGENT

HB LAMB SUPPLY PROGRAMME 2016/2017

COMMITTING TO HB LAMB SUPPLY WHAT YOU NEED TO DO...

- Fill out the **Annual Supply Commitment Form** and return to Progressive Meats Ltd by **Sunday 9th October 2016** via one of the following options:

  Email: livestock@progressivemeats.co.nz
  Fax: 06 879 9176
  Post: PO Box 36, Hastings 4156

- You are invited to come along to one of our **Supply Offer Meetings** or make contact to arrange a one-on-one presentation to hear what the Hawke's Bay Lamb Supply Programme offers to enhance your farming business and any changes to the programme for the coming season.

PROUD SUPPORTERS OF HAWKE'S BAY RUGBY UNION

PROGRESSIVE MEATS LTD

118 Kelfield Place, PO Box 36, Hastings 4156

0508 887 788

www.progressivemeats.co.nz