



# SUPPLIER NEWSLETTER



Proudly processed by Progressive Meats Ltd and marketed by Ovation New Zealand Ltd



Hello Emma here is this month's Supplier Newsletter, January 2017

## December 2016 Average Lamb Data

Plant Av. Weight	Plant DO %	*Opted SMY%
17.2kg	46.4%	101.7%
(18.8kg)	(46.2%)	(101.8%)

\* SMY result is from those who opted for results/payment

\* Results in brackets are 2016 -17 season to date averages

## Upcoming Events In January/February

**20-21 January 2017** - Wairoa A & P Show

**24 January 2017** - Beef & Lamb Genetics Terminal Sire Progeny Trial at PML

**Week Commencing 30 January** - Glammies Processing

**3 - 5 February 2017** - Dannevirke A & P Show

**6 February 2017** - Waitangi Day

**17-18 February** - Te Pohue Dog Trials



## OVATION NZ MARKET UPDATE

Asian demand continues to be strong and there have been some price lifts especially out of China.

The UK market is muddling along. Demand is okay for manufacturing items such as fat and trim but leg interest continues to be poor and this could cause some concerns once the kill picks up.

All Continental Europe type items such as racks, loins, chumps and legs are selling well with demand in some cases exceeding supply.

USA rack demand is steady and prices are stable.

Mutton has generally sold well this season. The product range which includes carcasses through to cuts goes into a diverse range of markets including Asia, Europe, Russia and the USA.

## **Unshorn Lamb Skins**

Unshorn lambs skins are an integral part of the Hawke's Bay Lamb Supply Programme and allow our suppliers to receive a premium when contracts allow, from November through to February each year. This season many suppliers have chosen to mark lambs with raddle on the back rather than the head, therefore affecting the saleability of these skins.

This also applies to skins destined for the Fellmongery process where the removal of raddle and spray ink is very difficult to achieve.

Please remember to mark lambs on the head only, (year round) and stress with your staff the importance of this to ensure you are not being disadvantaged.

## **REDSHAW LIVESTOCK LTD**

2017 started with Auction Sales every day from the 4 January across the North Island. Many of the days have multiple sales across the provinces, as there is a full calendar of sales to get through.

The weather in the Hawkes Bay and Northland has many of the farming fraternity focussed on moving surplus stock. The wind has come late this year, and with the heat it has been relentless.

The Ewe Fair season has been surprisingly steady considering pressure on Lamb and Wool values, and paddocks being a crispy golden colour. On 10 January Sale, the top 2th Ewes sold for \$175.50 on account of Patoka

Station. Other prices were – Top 2ths \$140 - \$170, Medium \$120 - \$140, and top 4ths \$117.50.

Friday 13 January MA Ewe Fair, bought a yarding of 11,445 Ewes to Stortford Lodge. Top price was \$124.00 for a pen of 3yr Capital Stock Ewes, on account of MA & LE Whittle. Top 5yr Ewes sold for \$112 - \$115.

Store Lambs hit the speed wobbles due to decreasing schedules and drying conditions. Fielding Sale on 13 January finished with a sale average of 28.7kg for \$2.18/kg. A rain on the crops and a decrease in wind would consolidate lamb values immediately.

Store Cattle sales, particularly in Te Kuiti and Fielding, have pushed through big numbers as expected at this time of the year. Values have been solid in parts, while overall a general softening has occurred in prices – bearing in mind the market was rampant in the Spring/early Summer.

The weather, I believe, is the main driver throughout the next 2 months - regardless of overseas coughs, colds and snivels in the market and the start of a new presidency in the USA.

**MAGPIES CLUB 2017**





All lambs donated through the Magpies Club Sponsorship packages will go directly towards helping keep local talent in Hawke's Bay and the development of these players into Magpies!

**\*EARLY BIRD DEAL\***

**Sign up to the Magpies Club before Friday 24<sup>th</sup> February 2017 and you will receive your standard allocation of tickets complementary should the Magpies host a home semi-final!**

**AND**

**You will also go in the draw to win 2 Hurricanes Super XV home game match tickets to the game of your choice.**

To find out more about the Magpies Club please visit [www.progressivemeats.co.nz/magpies-club](http://www.progressivemeats.co.nz/magpies-club) , or [Click Here](#) to download the 2017 Season Membership Packages and Application Form or contact: Rebecca McNutt on 021 414 165 or [rebeccam@progressivemeats.co.nz](mailto:rebeccam@progressivemeats.co.nz)

## **ELSTHORPE SPORTS - PROGRESSIVE MEATS LTD**

### **EXPORT LAMB COMPETITION**

Once again a very well supported export lamb competition was held on Saturday the 14th of January at the Elsthorpe Sports. Lambs were judged on the hoof by Brenton Giddens of PGG Wrightson and judged on hooks at Progressive Meats.

Results as follows:

<b>Heavy Weight</b>			
	<b>1st</b>	<b>2nd</b>	<b>3rd</b>
<b>Best on Hoof</b>	Phoebe Laugeson	Jack Laugeson (2nd =)	Oaonui (2nd =)
<b>Best on Hook</b>	Paul Green	Maddie Laugeson	Diane Stanley
<b>Light Weight</b>			
	<b>1st</b>	<b>2nd</b>	<b>3rd</b>
<b>Best on Hoof</b>	Greg Hart (1st =)	Isabelle Lusk (1st =)	Te Apiti (2nd)
<b>Best on Hook</b>	Greg Hart	Greg Hart	Anawai
<b>Cups</b>			
<b>Progressive Meats - Pickers Choice on Hoof</b>		Lamb 28 - Phoebe Laugeson	
<b>JT Macaulay Memorial Trophy - Most Valuable Pen in</b>		Phoebe Laugeson	
<b>M &amp; S Smith Trophy - Most Valuable Pen in Lightweight Section</b>		Oaonui - Steve Brooke	
<b>Waihua Family Cup - Heaviest Pen</b>		Phoebe Laugeson - Avg HCW 21.4kg	
<b>Pearse Family Cup - Supreme Carcass</b>		Paul Green. Lamb #4 had DO of 50.5%, SMY 105.9%, HCW 21.0kg	

## PROGRESSIVE LEATHERS UPDATE



After a slow start wool-on lambskin production is well underway. Demand for NZ Rugskins from China has improved and good forward contracts have been made at premium prices. Recoveries are being maximised, which is important given that early new season pelts do not have the requisite attributes to make good leather and are not in demand.

Comparatively few pickled pelts will be produced over the Dec-Jan period, allowing time for tanneries to utilise some of their current stocks before NZ peak supply materialises soon after. The domestic pelt market in China remains depressed but selected tanners are experiencing good demand in export markets for garments made from larger heavier skins, particularly USA.

The other major pelt markets remain quiet but are expected to resume buying from February onwards. India has been impacted by the new Government demonetisation policy. Most slaughterhouses are paid in cash for hides and skins but tanners there have been unable to withdraw cash to pay them. This has led to an estimated 40% fall in production and cancellation of some export orders as buyers fear delivery deadlines may not be met. No new orders have been recorded since the start of the crisis.

Demand for coarser wool remains depressed. Stock in overseas markets is high and the slow-down is causing inventory levels around NZ to build. Production of finer new season wool has started but at time of writing, has been insufficient for marketable bale lots.

# Beef & Lamb Genetics Terminal Sire Progeny Trial

This coming week we are processing 1300 lambs for a Beef and Lamb Genetics Terminal Sire Progeny Trial.

Progressive Meats has partnered with Beef + Lamb New Zealand (B+LNZ) Genetics to provide you with clearer feedback on terminal sire performance. The project is part of the B+LNZ Genetics Central Progeny Test (CPT), which compares the performance of rams' offspring under the same farming conditions.

Last season, Progressive Meats and B+LNZ Genetics initiated a ram evaluation programme. Young terminal sire rams from around New Zealand were transported to Horizon Farming Ltd's Maraetotara property for mating. Ram breeds used include Charalloy, Il Defrance, Dorper, Sufftex, Poll Dorset, Texel, South Down, Kelso Terminal, Focus Prime and Dorset Down. The resulting lambs were being monitored for growth rate on farm and are now coming into the plant to be processed and measured for eating quality and yield through both our own grading system and new outside technology. We will calculate the value of each ram's progeny-based on our payment system and also the "possible" value, based on eating quality.

As a meat processing and marketing company, we need to provide you with the information you need to make informed decisions around supplying livestock. Meat quality and yield can be improved by using the right rams. But how do you know which are the "right" rams?

The resulting information will help you choose the best rams for your property and management system, while also providing your breeder with direct feedback on their rams' performance.

## LIVESTOCK MANAGERS

Emma Rough: HBL Programme

Manager



0508 88 7788 or 021 243 4349 or

[emmar@progressivemeats.co.nz](mailto:emmar@progressivemeats.co.nz)

Rebecca McNutt: 021 414 165 or [Email](#)

[www.progressivemeats.co.nz](http://www.progressivemeats.co.nz)