

Lamb Value Calculator II

User Manual v2.0



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Executive Summary

The Lamb Value Calculator has been designed to estimate the Gross Profitability of a carcass. The calculator is underpinned by the relationship of the Hot Standard Carcass Weight (HSCW) and the GR fat depth with primal weight to estimate the composition of either Merino or Cross-breed (XB) lambs. The main prediction equation used by the calculator is a quadratic model of HSCW and GR fat depth. However in some instances, a simple linear model of HSCW and GR fat depth was more appropriate and therefore used within the calculator.

The Lamb Value Calculator utilised the data set from the calibration of the DEXA during 2015. Of the ~600 carcasses involved in trial, 200 were boned out to commercial specifications. During the boning trials the weights of the commercial cuts were recorded and form part of the Cut Specifications available within the Lamb Value Calculator. Commercial cuts were trimmed to a subcutaneous fat depth of 10 and 6 mm.

It is recommended that new users seek ALMTech guidance on understanding the calculator functionality and to receive support in developing a use case. The designated contact is Richard Apps rapps@mla.com.au

Foreword

The Lamb Value Calculator has been built to estimate the Gross Profit (GP) of a carcass, using the Carcass Weight and Fat Depth to estimate the weight of selected cuts. Its real benefit is that “what if” scenarios can be assessed to evaluate their effect on Gross Profit at a cut level, primal region level and whole carcass level.

For example

What happens to GP if carcass weight increases?

What impact does fatness have on carcass GP?

If a cut is boned to a lean endpoint product rather than a bone-in primal will this improve its profitability?

How does GP change if the Over the Hook Grid is altered?

What is the impact of reducing the variable cost pre and post-slaughter?

Which individual cuts are driving the GP, and which cuts are under performing?

Where along the supply chain can efficiencies be made to improve GP and achieve set GP targets?

The calculator requires the weight, GR fat depth, and breed type of a carcass to be entered so that it can estimate its primal weights. The estimated primal weights are based on boning data previously collected in Australia by MLA. The user can then select cut specifications which may consist of a range of product, from bone in to completely denuded muscles. The final piece of information that must be entered into the program is the actual price of the selected cuts. From here the calculator will estimate the value of the carcass. To help understand where the majority of value is being derived, there are various graphs and tables.

The latest version of the Lamb value calculator provides an estimate of the gross profitability of a carcass, taking into account the cost of production from acquisition of the carcass through to the boning room. The calculator has additional analysis tools and charts that will assist the user identify the main drivers of carcass profitability

I envisage that the Lamb Value Calculator will assist you to determine the best value of your lamb carcasses and thereby maximise the profitability of your business.

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Chapter 1. Getting Started

Welcome to the Lamb Value Calculator –Profitability Analysis Tool. The Lamb Value Calculator has been designed to help you determine the Gross Profitability for your lamb. After entering the details of the carcasses and the expected retail prices of the selected cuts the calculator will display the gross retail value of a carcass. The cost incurred along the supply chain can also be entered into the calculator which enables the Gross Profitability to be calculated.

This calculator will

- Estimate the retail value of a lamb carcass based on a particular specification
- Describe the composition of the carcass based on the Hot Carcass Weight (HCW) and GR Fat Depth (GR)
- Estimate the retail value and Gross Profit (GP) of each primal region and individual cut.
- Assess the cost incurred along the supply chain
- Select Type of Trade when purchasing stock
- Design a user specific Over the Hook (OTH) grid
- Allow the user to manipulate actual and target GP at a cut level

You can access a series of videos developed to provide an introduction into how to use each spreadsheet within the lamb value calculator II. You can access these youtube videos by using the following address;

<https://www.youtube.com/playlist?list=PLj-QkK-aSGMJnoKZoQu28p7-SzVQM2HH>

1.1. Computer Requirements

Lamb Value Calculator is a Microsoft Windows personnel computer application. The calculator will work on any Windows Vista or Windows 7 compatible computer

To begin using the Lamb Value Calculator you will need to have installed on your computer Microsoft Office Excel 2010. For the lamb calculator to function, the Macros must be enabled within Excel.

The following Windows Standards (Table 1) are used within Lamb Value Calculator and referenced throughout this manual

Table 1: Windows and Microsoft Excel Common Terms

Item	Description
Dialog Box	A dialog box is a window that ‘pops up’ on the screen and requires you to make a decision or acknowledge an occurrence
Drop down List	A control with a small arrow at one side that when clicked shows a list
Worksheet	A worksheet is a single page or sheet in a spreadsheet program such as Excel
Worksheet Tabs	Switching between worksheets is done by clicking on the sheet tab at the bottom of the screen.
Shortcut Button	A rectangular button that when clicked will perform a an action such as switching worksheets

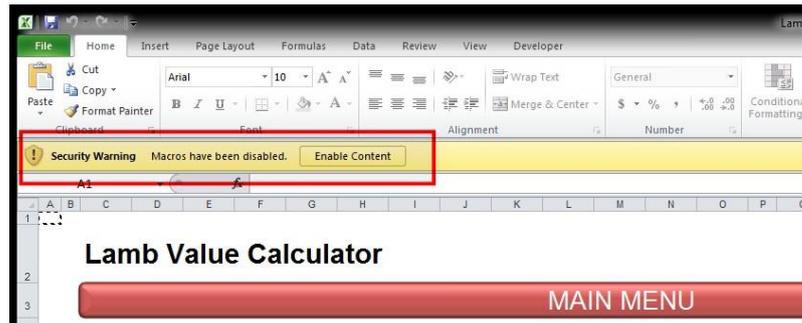
Chapter 2. Installing the Lamb Value Calculator

To install the Lamb Value Calculator

1. Copy the Lamb value Calculator to a folder on your computer.
2. Start Microsoft Excel 2010 or later.
3. Open the Calculator spreadsheet within Excel.

2.1. Enabling Worksheet Macros

When the Calculator is opened in Excel a security warning will be displayed -”**Macros have been disabled**”, located above the formula bar



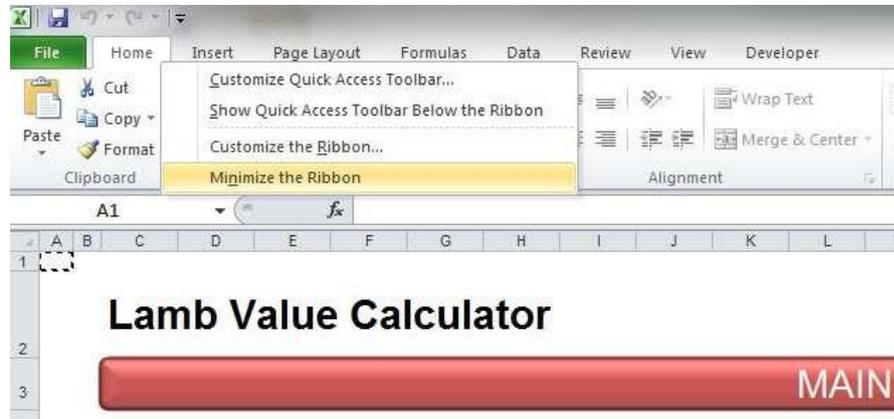
Click the “Enable Content” button to enable the macros of the Lamb Value Calculator.

Alternatively a dialogue box may appear “**Security Alert – Macro**” when first opening the file. Click the circle next to “**Enable this content**” and then click **OK**.



2.2. **Enlarge viewing area of Spreadsheet**

To enlarge the viewing area of the spreadsheet, you can minimise the Ribbon displayed under the menus. Right click on the menu bar and a drop down menu will appear click “minimise the ribbon”.



The screen view can be altered by using the zoom function located on the bottom right corner.



2.3. **Worksheet Protection**

The worksheets of the Lamb Value Calculator are password protected, which means that navigating around each sheet is limited to the unlocked Cells. This can be done using the arrow keys and Enter key. Some worksheets are completely locked and are limited to navigating around the sheet using the scroll bars, and printing.

Chapter 3. Using the Lamb Value Calculator

The first time Lamb Value Calculator is opened, you will need to familiarise yourself with the general layout of the spreadsheet.

3.1. Navigating Worksheets

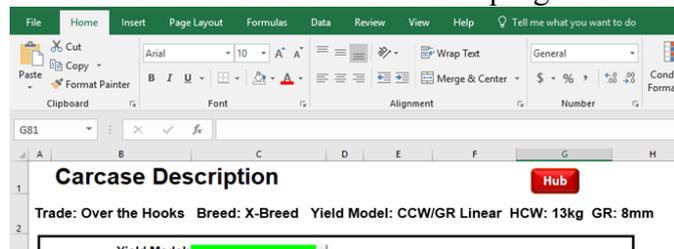
The “Hub” displays short cut buttons so that you can easily navigate to other worksheets or Charts.

Lamb Value Calculator Mk II



Developed with support from the Sheep CRC's Meat Science Program and Meat Livestock Australia.

To return to the “Hub” click the red button located on the top right of each work sheet.



The worksheets have been divided in four areas. These areas include

1. Carcase Description
2. Over the Hooks Grid
3. Purchasing – Slaughter Expenses
4. Cut Selection
5. Gross Margin Grid
6. Process Kill Data

Chapter 4. Carcase Data

4.1. Carcase Description

To begin entering data into the Lamb Value Calculator, start with the **Carcase Description** screen. The bright green cells can be edited using the drop down menu when available or keyboard. All other cells have been protected from editing.

Carcase Description Hub

Trade: Over the Hooks Breed: X-Breed Yield Model: CCW/GR Linear HCW: 13kg GR: 8mm

Yield Model: **CCW/GR Linear** ← Select yield model

Trade Type: **Over the Hooks** Trade Price: **\$6.20** /kg of HSCW ← Select type of trade

Breed: **X-Breed** Select Breed Type

Average GR Fat Depth: **8** mm Range: 1 mm - 44 mm

Fat score: PS 1 PS 2 PS 3 PS 4 PS 5

Average HSCW: **13.0** kg Range: 13 kg - 39 kg

Shrinkage: **0.5** % Range: 0.5 % - 5 %

Objective Carcase Measurement

CT LEAN %: **65** % Range: 47 % - 65 %

DEXA CT LEAN %: **50** % Range: 49 % - 65 % ← Enter carcase type information If you have DEXA information enter here

DEXA CT FAT %: **17** % Range: 17 % - 39 %

Carcase Retail Value (\$) **\$139.90** ← Retail value of carcase

Carcase Gross Margin (\$) **\$17.51** ← Gross margin of carcase

Carcase Gross Margin (%) **12.2%**

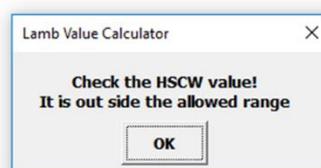
Primal Region	Carcase Composition		Cut Value Analysis		Gross Margin Analysis	
	Weight (kg)	Yield %	Value (\$)	Value Progn (%)	GM (\$)	GM (%)
FQ	4.338	33.5%	\$37.04	26%	\$2.54	6.3%
Loin	3.053	23.6%	\$43.67	31%	\$21.89	50.1%
HQ	4.339	33.5%	\$58.65	42%	-\$7.47	-12.7%
Lean Trim	0.272	2.1%	\$0.54	0%	\$0.54	
Saleable Meat Totals	12.002	92.8%	\$139.90	100%	\$17.51	12.2%
Secondary Product Totals	0.867		\$1.42		\$1.42	
Whole Carcase Total	12.868	99.5%	\$141.32		\$18.93	13.4%

Notes:

Disclaimer **Hub** **Carcase Description** Over the Hooks Grid Purchasing - Slaughter Expenses Cut Selection Lists

Note: If the required carcass data is not entered the Lamb Value Calculator cannot complete its calculations and results will not be displayed.

If the HSCW, GR and/or Shrinkage are entered outside the specified range then an error will appear on the screen. Click OK and enter the correct value.



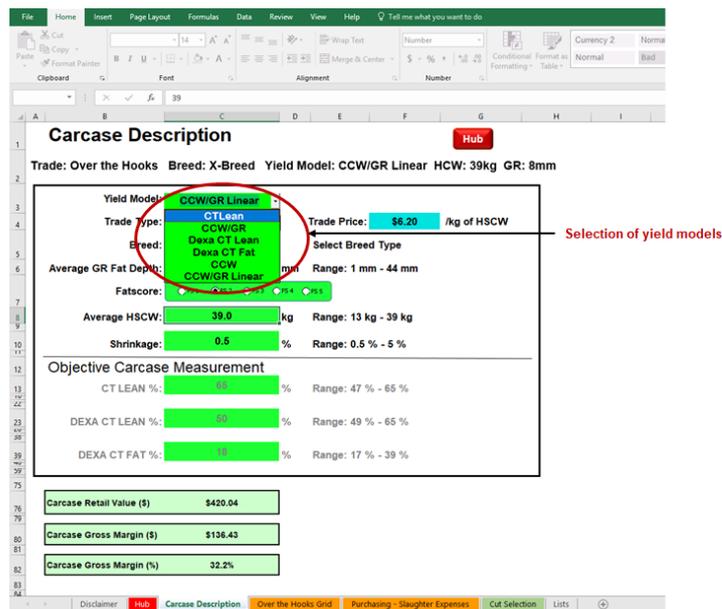
The acceptable ranges for Carcase data are shown below.

Table 2: Acceptable Range for Carcase Data.

Parameter	Minimum	Maximum
HSCW (kg)	13	39
GR Fat Depth (mm)	1	44
Shrinkage (%)	0	5

4.1.1. Yield Model

The first piece of information required by the calculator is the Yield Model. Select yield model from the drop down list. The measurement technology you are using in your business will direct you as to which yield model to use. There are a total of 6 models available. The models are based on two factors, 1. the measurement technology used to predict the amount of lean tissues and fat tissues and therefore cut weights and 2. the type of model used to determine the cut weight predictions (either allometric or linear). The measurement technologies used to predict cut weight include GR knife fat depth and CCW, DEXA, and CT. Select the measurement technology that you use in your business.



4.1.2. Trade Type

The first piece of information required by the calculator is the Type of Trade. Select purchase method from the drop down list.

Yield Model:	CCW/GR Linear		
Trade Type:	Over the Hooks	Trade Price:	\$8.90 /kg of HSCW
Breed:	Over the Hooks	Select Breed Type	
	SaleYards/On-Farm		
	Butcher Trade		
Average GR Fat Depth:		mm	Range: 1 mm - 44 mm
Fatscore:	<input type="radio"/> FS 1 <input type="radio"/> FS 2 <input type="radio"/> FS 3 <input checked="" type="radio"/> FS 4 <input type="radio"/> FS 5		
Average HSCW:	24.0	kg	Range: 13 kg - 39 kg
Shrinkage:	0.9	%	Range: 0 % - 5 %

The selection of a trade type will determine within the calculator:

1. What Variable cost must be captured, and
2. Whether an Over the Hooks (OTH) Grid is required.

4.1.3. Breed Type

The next piece of information the calculator requires is the type of lamb you are planning to bone out, either Cross-breed (X-breed) or Merino Lambs. Click on the Breed Cell, and a dialog box will appear “Select Breed Type”. Click on the arrow on the right hand side. Go to the drop down menu and select either X-Breed or Merino.

Yield Model:	CCW/GR Linear		
Trade Type:	Butcher Trade	Trade Price:	\$6.00 /kg of HSCW
Breed:	X-Breed	Select Breed Type	
	X-Breed		
	Merino		
Average GR Fat Depth:		mm	Range: 1 mm - 44 mm
Fatscore:	<input type="radio"/> FS 1 <input type="radio"/> FS 2 <input type="radio"/> FS 3 <input checked="" type="radio"/> FS 4 <input type="radio"/> FS 5		
Average HSCW:	22.4	kg	Range: 13 kg - 39 kg
Shrinkage:	0	%	Range: 0 % - 5 %

4.1.4. GR Fat Depth

The **Average GR Fat Depth** is next on the list of data to be entered into the calculator. A GR Fat Depth within the range of 1mm – 44mm must be entered in this field.

Yield Model:	<input type="text" value="CCW/GR Linear"/>	
Trade Type:	<input type="text" value="Over the Hooks"/>	Trade Price: <input type="text" value="\$8.90"/> /kg of HSCW
Breed:	<input type="text" value="X-Breed"/>	Select Breed Type
Average GR Fat Depth:	<input type="text" value="44"/> mm	Range: 1 mm - 44 mm
Fatscore:	<input type="radio"/> FS 1 <input type="radio"/> FS 2 <input type="radio"/> FS 3 <input type="radio"/> FS 4 <input checked="" type="radio"/> FS 5	
Average HSCW:	<input type="text" value="24.0"/> kg	Range: 13 kg - 39 kg
Shrinkage:	<input type="text" value="0.9"/> %	Range: 0 % - 5 %

If a GR is entered that is outside of the range, warnings will appear and the calculator will not generate any results.

Yield Model:	<input type="text" value="CCW/GR Linear"/>	
Trade Type:	<input type="text" value="Over the Hooks"/>	Trade Price: <input type="text" value="—"/> /kg of HSCW
Breed:	<input type="text" value="X-Breed"/>	Select Breed Type
Average GR Fat Depth:	<input type="text" value="46"/> mm	Range: 1 mm - 44 mm
Fatscore:	<input type="radio"/> FS 1 <input type="radio"/> FS 2 <input type="radio"/> FS 3 <input type="radio"/> FS 4 <input checked="" type="radio"/> FS 5	
Average HSCW:	<input type="text" value="24.0"/> kg	Range: 13 kg - 39 kg
Shrinkage:	<input type="text" value="0.9"/> %	Range: 0 % - 5 %

Lamb Value Calculator

Check the GR Fatdepth value!
It is out side the allowed range

Instead of using GR fat depth, the fat score ranging from 1-5 can be used to describe the fatness of the carcass. When a fat score has been selected, the average GR fat depth will automatically change to reflect the chosen fat score. As seen in the example below, a FS2 has been selected which has automatically populated the Fat Depth with 8mm. It is the users decision to either populate the Fat depth or Fatscore.

Fat Depth:	<input type="text" value="8"/> mm	Range: 1 mm - 44 mm
Fatscore:	<input type="radio"/> FS 1 <input checked="" type="radio"/> FS 2 <input type="radio"/> FS 3 <input type="radio"/> FS 4 <input type="radio"/> FS 5	
Average HSCW:	<input type="text" value="39.0"/> kg	Range: 13 kg - 39 kg

4.1.5. Hot Standard Carcase Weight

The **Average Hot Standard Carcass Weight (HSCW)** must be entered into the calculator. A figure must be entered in the bright green cell within the range of 13kg – 39kg

Carcase Description Hub

Trade: Over the Hooks Breed: X-Breed Yield Model: CCW/GR Linear HCW: 39kg GR: 8mm

Yield Model:	CCW/GR Linear	
Trade Type:	Over the Hooks	Trade Price: \$6.20 /kg of HSCW
Breed:	X-Breed	Select Breed Type
Average GR Fat Depth:	8 mm	Range: 1 mm - 44 mm
Fatscore:	<input type="radio"/> PS 1 <input checked="" type="radio"/> PS 2 <input type="radio"/> PS 3 <input type="radio"/> PS 4 <input type="radio"/> PS 5	
Average HSCW:	39.0 kg	Range: 13 kg - 39 kg
Shrinkage:	0.5 %	Range: 0.5 % - 5 %

Similar to the GR, if a HSCW is entered that is outside of the range, warnings will appear and the calculator will not generate any results

Carcase Description Hub

Trade: Over the Hooks Breed: X-Breed Yield Model: CCW/GR Linear HCW: 12kg GR: 8mm

Yield Model:	CCW/GR Linear	
Trade Type:	Over the Hooks	Trade Price: — /kg of HSCW
Breed:	X-Breed	Select Breed Type
Average GR Fat Depth:	8 mm	Range: 1 mm - 44 mm
Fatscore:	<input type="radio"/> PS 1 <input checked="" type="radio"/> PS 2 <input type="radio"/> PS 3 <input type="radio"/> PS 4 <input type="radio"/> PS 5	
Average HSCW:	12.0 kg	Range: 13 kg - 39 kg
Shrinkage:	0.5 %	Range: 0.5 % - 5 %

Lamb Value Calculator

Check the HSCW value!
It is out side the allowed range

OK

Objective Carcase Measurement

CT LEAN %: 65 % Range: 47 % - 65 %

4.1.6. Shrinkage

The percentage of shrinkage that the carcass will experience once chilled is required in this field. The figure for **Shrinkage** is entered into the bright green cell and must fall between 0.5% -5.0%.

Carcase Description Hub

Trade: Over the Hooks Breed: X-Breed Yield Model: CCW/GR Linear HCW: 13kg GR: 8mm

Yield Model:	CCW/GR Linear	
Trade Type:	Over the Hooks	Trade Price: \$6.20 /kg of HSCW
Breed:	X-Breed	Select Breed Type
Average GR Fat Depth:	8 mm	Range: 1 mm - 44 mm
Fatscore:	<input type="radio"/> PS 1 <input checked="" type="radio"/> PS 2 <input type="radio"/> PS 3 <input type="radio"/> PS 4 <input type="radio"/> PS 5	
Average HSCW:	13.0 kg	Range: 13 kg - 39 kg
Shrinkage:	0.5 %	Range: 0.5 % - 5 %

If the Shrinkage is outside the range warnings will be generated and the calculator will not show any results.

Hub

Trade: Over the Hooks Breed: X-Breed Yield Model: CCW/GR Linear HCW: 13kg GR: 8mm

Yield Model:	CCW/GR Linear	Trade Price:	\$6.20 /kg of HSCW
Trade Type:	Over the Hooks	Select Breed Type	
Breed:	X-Breed		
Average GR Fat Depth:	8 mm	Range: 1 mm - 44 mm	
Fatscore:	<input type="radio"/> FS 1 <input checked="" type="radio"/> FS 2 <input type="radio"/> FS 3 <input type="radio"/> FS 4 <input type="radio"/> FS 5		
Average HSCW:	13.0 kg	Range: 13 kg - 39 kg	
Shrinkage:	0.4 %	Range: 0.5 % - 5 %	
Objective Carcass Measurement			
CT LEAN %:	65 %	Range: 47 % - 65 %	
DEXA CT LEAN %:	50 %	Range: 49 % - 65 %	
DEXA CT FAT %:	13 %	Range: 17 % - 39 %	

Lamb Value Calculator

Shrinkage is outside the allowed range.

OK

6.1.8 Objective carcass measurement value

If objective carcass information is available you are able to enter the % of lean muscle and fat in the carcass.

Objective Carcass Measurement

CT LEAN %:	65	%	Range: 47 % - 65 %
DEXA CT LEAN %:	50	%	Range: 49 % - 65 %
DEXA CT FAT %:	13	%	Range: 17 % - 39 %

Chapter 5. Cost Analysis

There are two worksheets associated with the Cost Analysis.

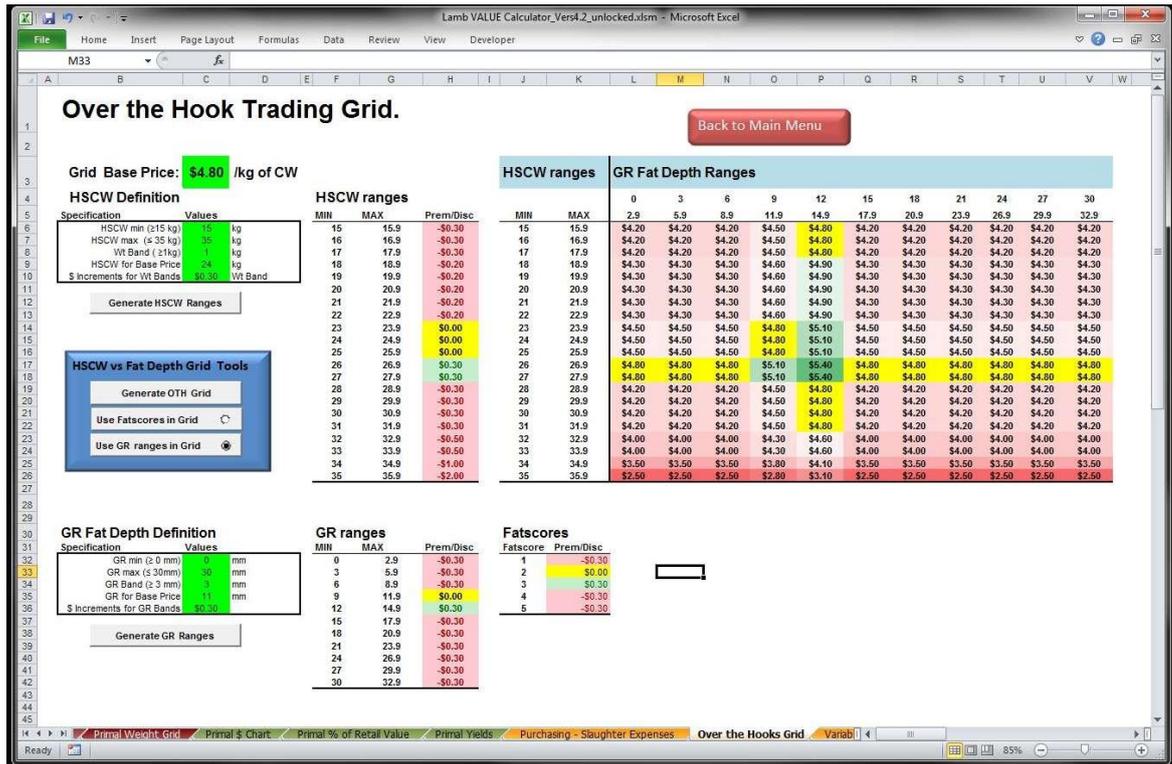
1. OTH Grid Design
2. Purchasing- Slaughter Expenses

5.1. OTH Grid Design

The OTH Grid Design worksheet enables you to construct a grid that can be fully customised to suit your business.

The spreadsheet layout is broken into three parts

- HSCW Definition/Ranges
- GR Definition/Ranges or Fatscores
- HSCW / GR (or FS) Grid



5.1.1. Setting up HSCW and Fat depth for the OTH grid

The steps to create an OTH grid are as follows

5.1.1.1. Grid Base Price

The Grid base price needs to be entered, from which premiums and discounts will be calculated

Grid Base Price: \$4.80 /kg of CW

5.1.1.2. Generating HSCW Ranges

The HSCW definition is used to construct the HSCW ranges for the Grid.

1. Enter the Minimum and Maximum HSCW
2. Set the Weight bands. The bands must be ≥ 1 kg and must not exceed the difference in MIN and MAX HSCW. If it does, an error dialogue box will appear, click OK and edit cells.
3. Select a HSCW at which the Base Price will occur. It must be within the MIN and MAX HSCW, otherwise an error dialogue box will appear, requesting the weight to be changed.
4. Set the Dollar increments that will applied to each weight band either as a premium or discount. You can start off with a nominal figure, and later the premium and discounts can be configured within the HSCW Ranges

HSCW Definition

Specification	Values	
HSCW min (≥ 15 kg)	15	kg
HSCW max (≤ 35 kg)	35	kg
Wt Band (≥ 1 kg)	1	kg
HSCW for Base Price	24	kg
\$ Increments for Wt Bands	\$0.30	Wt Band

Generate HSCW Ranges

- Click the button “Generate HSCW Ranges”, and the HSCW ranges will be created. The MIN and MAX ranges can be configured manually along with the Premiums and Discounts that are applied. The cells can be easily manipulated using cut and paste.

HSCW ranges

MIN	MAX	Prem/Disc
15	15.9	-\$0.30
16	16.9	-\$0.30
17	17.9	-\$0.30
18	18.9	-\$0.30
19	19.9	-\$0.30
20	20.9	-\$0.30
21	21.9	-\$0.30
22	22.9	-\$0.30
23	23.9	-\$0.30
24	24.9	\$0.00
25	25.9	\$0.30
26	26.9	\$0.30
27	27.9	\$0.30
28	28.9	\$0.30
29	29.9	\$0.30
30	30.9	\$0.30
31	31.9	\$0.30
32	32.9	\$0.30
33	33.9	\$0.30
34	34.9	\$0.30
35	35.9	\$0.30

Note: A warning dialogue box will be generated if

- the Discounting exceeds the Grid Base Price or
- the HSCW ranges have been altered so that the ranges overlap.

5.1.1.3. Generating GR Fat depth Ranges

The procedure for setting up the GR Range is the same as for the HSCW range.

The GR definition is used to construct the GR range for the Grid.

- Enter the Minimum and Maximum GR Fat Depth (The minimum GR is ZERO so that the GR ranges can be configured to match the AUSMEAT Fatscores if need be)
- Set the Fat Depth bands. The bands must be ≥ 3 kg and must not exceed the difference in MIN and MAX GR. If they do, an error dialogue box will appear, click OK and edit cells.
- Select a GR at which the Base Price will occur. It must be within the MIN and MAX GR values, otherwise an error dialogue box will appear, requesting the value to be altered.
- Set the dollar increments that will applied to each GR band, either as a premium or discount. You can start off with a nominal figure, and later the premium and discounts can be configured within the GR Ranges

GR Fat Depth Definition

Specification	Values	
GR min (≥ 0 mm)	0	mm
GR max (≤ 30 mm)	30	mm
GR Band (≥ 3 mm)	3	mm
GR for Base Price	11	mm
\$ Increments for GR Bands	\$0.30	

Generate GR Ranges

5. Click the button “Generate GR Ranges”, and the GR ranges will be created. The MIN and MAX ranges can be configured manually along with the Premiums and Discounts that are applied. The cells can be easily manipulated using cut and paste.

GR ranges

MIN	MAX	Prem/Disc
0	2.9	-\$0.30
3	5.9	-\$0.30
6	8.9	-\$0.30
9	11.9	\$0.00
12	14.9	\$0.30
15	17.9	\$0.30
18	20.9	\$0.30
21	23.9	\$0.30
24	26.9	\$0.30
27	29.9	\$0.30
30	32.9	\$0.30

Note: A warning dialogue box will be generated if

- the Discounting exceeds the Grid Base Price or
- the GR ranges have been altered so that the ranges over lap

5.1.1.4. Generating Fatscore Ranges

AUSMEAT Fatscoring can be used in instead of the GR ranges to apply Premiums and Discounting. A table is available in the **OTH Grid design** worksheet where you can manually enter the premiums and discounts against each Fatscore.

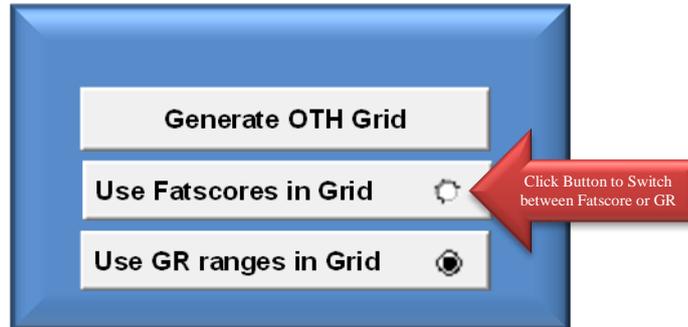
Fatscores

Fatscore	Prem/Disc
1	-\$0.30
2	\$0.00
3	\$0.30
4	-\$0.30
5	-\$0.30

5.1.2. Generate OTH Grid

The OTH Grid will be automatically created, but first you must nominate whether to use GR ranges or Fatscores. Click the “Generate OTH Grid” Button, and the Grid will be created. The

cells that are highlighted yellow are equal to the Grid base price. The prices within the Grid can be altered manually, but the HSCW/GR ranges and and/or Fatscores are locked. If you wish to alter the ranges then return to the HSCW and GR Definition described earlier (see Page 11 onwards)



An example HSCW/Fatscore Grid is shown below

HSCW ranges		FATSCORES				
MIN	MAX	1	2	3	4	5
15	15.9	\$4.20	\$4.50	\$4.80	\$4.20	\$4.20
16	16.9	\$4.20	\$4.50	\$4.80	\$4.20	\$4.20
17	17.9	\$4.20	\$4.50	\$4.80	\$4.20	\$4.20
18	18.9	\$4.20	\$4.50	\$4.80	\$4.20	\$4.20
19	19.9	\$4.20	\$4.50	\$4.80	\$4.20	\$4.20
20	20.9	\$4.20	\$4.50	\$4.80	\$4.20	\$4.20
21	21.9	\$4.20	\$4.50	\$4.80	\$4.20	\$4.20
22	22.9	\$4.20	\$4.50	\$4.80	\$4.20	\$4.20
23	23.9	\$4.20	\$4.50	\$4.80	\$4.20	\$4.20
24	24.9	\$4.50	\$4.80	\$5.10	\$4.50	\$4.50
25	25.9	\$4.80	\$5.10	\$5.40	\$4.80	\$4.80
26	26.9	\$4.80	\$5.10	\$5.40	\$4.80	\$4.80
27	27.9	\$4.80	\$5.10	\$5.40	\$4.80	\$4.80
28	28.9	\$4.80	\$5.10	\$5.40	\$4.80	\$4.80
29	29.9	\$4.80	\$5.10	\$5.40	\$4.80	\$4.80
30	30.9	\$4.80	\$5.10	\$5.40	\$4.80	\$4.80
31	31.9	\$4.80	\$5.10	\$5.40	\$4.80	\$4.80
32	32.9	\$4.80	\$5.10	\$5.40	\$4.80	\$4.80
33	33.9	\$4.80	\$5.10	\$5.40	\$4.80	\$4.80
34	34.9	\$4.80	\$5.10	\$5.40	\$4.80	\$4.80
35	35.9	\$4.80	\$5.10	\$5.40	\$4.80	\$4.80

An example of a HSCW/GR Grid is shown below

HSCW ranges		GR Fat Depth Ranges										
MIN	MAX	0	3	6	9	12	15	18	21	24	27	30
		2.9	5.9	8.9	11.9	14.9	17.9	20.9	23.9	26.9	29.9	32.9
15	15.9	\$4.20	\$4.20	\$4.20	\$4.50	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80
16	16.9	\$4.20	\$4.20	\$4.20	\$4.50	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80
17	17.9	\$4.20	\$4.20	\$4.20	\$4.50	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80
18	18.9	\$4.20	\$4.20	\$4.20	\$4.50	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80
19	19.9	\$4.20	\$4.20	\$4.20	\$4.50	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80
20	20.9	\$4.20	\$4.20	\$4.20	\$4.50	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80
21	21.9	\$4.20	\$4.20	\$4.20	\$4.50	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80
22	22.9	\$4.20	\$4.20	\$4.20	\$4.50	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80
23	23.9	\$4.20	\$4.20	\$4.20	\$4.50	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80	\$4.80
24	24.9	\$4.50	\$4.50	\$4.50	\$4.80	\$5.10	\$5.10	\$5.10	\$5.10	\$5.10	\$5.10	\$5.10
25	25.9	\$4.80	\$4.80	\$4.80	\$5.10	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40
26	26.9	\$4.80	\$4.80	\$4.80	\$5.10	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40
27	27.9	\$4.80	\$4.80	\$4.80	\$5.10	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40
28	28.9	\$4.80	\$4.80	\$4.80	\$5.10	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40
29	29.9	\$4.80	\$4.80	\$4.80	\$5.10	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40
30	30.9	\$4.80	\$4.80	\$4.80	\$5.10	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40
31	31.9	\$4.80	\$4.80	\$4.80	\$5.10	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40
32	32.9	\$4.80	\$4.80	\$4.80	\$5.10	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40
33	33.9	\$4.80	\$4.80	\$4.80	\$5.10	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40
34	34.9	\$4.80	\$4.80	\$4.80	\$5.10	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40
35	35.9	\$4.80	\$4.80	\$4.80	\$5.10	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40

5.2. Purchasing and Slaughter Expenses

The expenses that are incurred differ depending on the method that the lambs were acquired. If the Type of Trade was Over the Hooks (OTH) there are minimal costs incurred by the processor, alternatively at the sale yard there are several additional costs that must be recorded to calculate the overall purchase price of a carcass. Depending on the type of trade, areas of the worksheet are greyed out and hence ignored by the calculator. For instance, when you select ‘‘Saleyard/On-farm’’ the areas associated with the OTH purchase are greyed out.

If you wish to alter the Type of Trade, return to the **Carcass Description** Worksheet to make the change (see Page **Error! Bookmark not defined.**).

Fixed Carcass Expenses / Revenue

Trade: Over the Hooks Breed: X-Breed Yield Model: CCW/GR Linear HCW: 24kg GR: 44mm

Total Retail Value: \$137.40 Carcass Gross Margin: -\$38.98 Gross Profit (%): -28.3%

Carcass Summary

Breed Type	X-Breed
Average GR (mm)	44 mm
Average Fatcore	5 PSI - 5
Average HCW (kg)	24.0

Sale Yards Purchase

On-hoof Purchase Price (\$/hd)	\$215.00
Deduct Skin Value (\$)	\$1.00
TOTAL PURCHASE PRICE (\$)	\$214.00
Price (\$/kg of HCW)	\$8.92

OTH Purchase

TOTAL PURCHASE PRICE (\$)	\$213.00
Price (\$/kg of HCW)	\$8.90

Pre-Slaughter Costs

Stock Agents Commission (\$/hd)	\$0.00
Transportation (\$/hd)	\$2.50
Livestock Levies (\$/hd)	\$0.00
Auction Fees (\$/hd)	\$0.00
Other fixed Costs (\$/hd)	\$0.00
Total Pre-Slaughter Costs (\$/hd)	\$2.50

On - Hoof Description

Fresh Off Shears	Yes	Yes / No
Wool Length	50	mm
Curlew estimate (> 12hours)	0	Hours
Suckers	0	Yes/No
Estimated Dressing %	55.0%	
Empty Live weight (kg)	44.0	kg

Slaughter Floor Revenue

Other Revenue (\$/hd)	\$0.00
Other Revenue (\$/hd)	\$0.00
SP Revenue (\$/hd)	\$0.00

Slaughter Costs

Slaughtering Costs (\$/hd)	\$0.00
Other fixed Costs (\$/hd)	\$0.00
Total fixed Costs (\$/hd)	\$0.00

Carcass Dressing %

Standard Dressing Percentage	60.0%
Adjustments for Fatcore	-6.0%
Wool Length	-1.0%
Curlew/Parrot	-1.0%
Breed Type	0.0%
Suckers or Waxed	1.0%
Estimated Dressing %	55.0%

Primal % Cost Allocation

	Drop Wt %	User Allocation
HD	29.7%	23.2%
Shoulder	31.2%	25.0%
HD	31.0%	31.8%
Total	100.0%	100.0%
	Drop Wt %	User Allocation
Sig Out Shldr	22.3%	20.0%
Fore Shank	3.4%	12.0%
Breast	2.0%	1.0%
Neck	2.0%	5.0%
Short loin	13.9%	13.0%
Back	13.7%	40.0%
Hip	11.9%	1.0%
HD	31.0%	5.0%
Total	100.0%	100.0%

Note: All values in the bright green cells can be edited

Greyed out cells are linked to the alternative Type of Trade and are ignored in calculations.

Carcass Costs	
	Cost (\$/hd)
Carcass Trade Price	\$215.00 (\$8.9 / kg of HCW)
Pre-slaughter Costs	\$2.50
Slaughter Costs	\$0.00
Less Slaughter Floor Revenue	\$0.00
Slaughtering Floor Costs	\$216.50
Carcass Fixed Slaughtering Costs	\$0.00
Primal Slaughtering Costs	\$5.74
Carcass Primal Cost	\$222.24
Carcass Primal Cost	\$9.24 / kg of HCW
Slaughtering Floor Costs	\$12.99 / kg of Saleable Meat

Primal Region	Gross Margin (\$)	GM (%)
PG	-\$20.39	-88.0%
Loin	-\$87.94	-138.1%
HD	\$48.39	65.9%
Less In Lim	\$5.45	
Saleable Meat Totals	-\$51.89	-64.0%

The costs that are incurred pre and post-slaughter are entered into the **Purchasing-Slaughter Expenses** worksheet. Depending on the type of trade some areas will be greyed out and do not require data entry. For instance with OTH trading there will be no auction fees so this will be excluded from Pre-Slaughter costs, and greyed out

Pre-Slaughter Costs

Stock Agents Commission (\$/hd)	\$0.00
Transportation (\$/hd)	\$0.00
Livestock Levies (\$/hd)	\$1.20
Auction Fees (\$/hd)	\$2.00
Other fixed Costs (\$/hd)	\$0.00
Total Pre-Slaughter Costs (\$/hd)	\$3.20

Slaughter Costs

Slaughtering Costs (\$/hd)	\$7.50
Other fixed Costs (\$/hd)	\$0.00
Total Fixed Costs (\$/hd)	\$7.50

5.2.1. Sale yard or On Farm Purchasing

When you purchase lambs via the Sale Yards/On-farm, the On Hoof Purchase Price must be entered along with the estimated skin value. The total Purchase price is their difference. The Price per kg HSCW can then be calculated.

Sale Yards Purchase

On-hoof Purchase Price (\$/hd)	\$103.00
Deduct Skin Value (\$)	\$4.50
TOTAL PURCHASE PRICE (\$)	\$98.50
Price (\$/kg of HSCW)	\$5.47

The On-hoof description is used to estimate the Dressing Percentage, from which the Empty Live weight is estimated. The Dressing percentage does not impact on the calculator’s outcomes, but is used only to provide an estimate of the live weight. The information used to calculate the dressing percentage was obtained from McLeod (2003) and Ferguson (2006).

On - Hoof Description

Fresh Off Shears	Yes	Yes / No
Wool Length	20	mm
Curfew Estimate (> 12hours)	45	Hours
Suckers	Yes	Yes/No
Estimated Dressing %	49.7%	
Empty Live weight (kg)	36.2	kg

Carcase Dressing %

Standard Dressing Percentage	49.0%
Adjustments for Fatscore	2.0%
Wool Length	2.0%
Curfew Period	-3.3%
Breed Type	0.0%
Suckers or Weaned	0.0%
Estimated Dressing %	49.7%

5.2.2. OTH Purchasing

When you have select Over the Hooks, the OTH Purchase section of the worksheet is made available while the Sale Yard section is greyed out. When trading OTH the HSCW/GR Grid determines the price paid for the carcase. This information is located in the **OTH Grid Design** worksheet.

OTH Purchase

TOTAL PURCHASE PRICE (\$)	\$77.40
Price (\$/kg of HSCW)	\$4.30

The Auction fees are greyed out and are excluded from the Pre-Slaughter costs. If there is other alteration in costs then these will need to be altered manually.

Pre-Slaughter Costs

Stock Agents Commission (\$/hd)	\$0.00
Transportation (\$/hd)	\$0.00
Livestock Levies (\$/hd)	\$1.20
Auction Fees (\$/hd)	\$2.00
Other fixed Costs (\$/hd)	\$0.00
Total Pre-Slaughter Costs (\$/hd)	\$1.20

5.2.3. Cost allocation pre-boning

A new feature of Mark II LVC is the cost allocation to primal regions pre-boning based on their proportions. This feature allows each primal region to have a cost allocated to it that is mutually exclusive of other primal endpoints, allows for cut comparisons within primal region for gross margins and allows for cut optimisation within a primal for improved carcass value.

As the user you may either use the allocation given in the blue cells or select the user allocation option and allocate your own percentage based values in the green cells.

Cost Allocation Pre-Boning

	<input type="radio"/> Drop Wt %	<input checked="" type="radio"/> User Allocation
FQ	36.1%	23.2%
Saddle	27.5%	15.7%
HQ	36.4%	61.1%
Total	100.0%	100.0%
<hr/>		
	<input type="radio"/> Drop Wt %	<input type="radio"/> User Allocation
Sq Cut Shldr	26.4%	20.0%
Foresbank	5.0%	12.0%
Breast	2.1%	20.0%
Neck	2.6%	5.0%
Skortloin	9.6%	5.0%
Rack	10.4%	21.0%
Flap	7.4%	9.0%
HQ	36.5%	8.0%
Total	100.0%	100.0%

5.2.4. Butcher trade selection

The butcher trade selection essentially removes a range of costs usually found under the purchasing slaughter expenses tab to look like the below figure.

Fixed Carcass Expenses / Revenue

Trade: Butcher Trade Breed: X-Breed Yield Model: CCW/GR Linear HCW: 24kg GR: 44mm

Total Retail Value: \$187.40

Carcass Gross Margin: -\$8.48

Gross Profit (%): -18.5%

Carcass Summary

Breed type	X-Breed
Average CIL (mm)	44 mm
Average Fat score	5 PSI - 5
Average HCW (kg)	24.0

Carcass Trade Price

TOTAL PURCHASE PRICE (\$)	\$213.80
Price (\$/kg of HCW)	\$8.90

Fixed Boning Costs

Fixed Boning Costs (\$/hd)	\$0.00
Other fixed Costs (\$/hd)	\$0.00
Total Boning Costs (\$/hd)	\$0.00

Note: All values in the bright green cells can be edited

Grayed out cells are linked to the alternative Type of Trade and are ignored in calculations.

Carcass Costs	Cost (\$/hd)
Carcass Trade Price	\$213.80 (\$8.9 / kg of HCW)
Shop Entry Costs	\$213.80
Carcass Fixed Boning Costs	\$0.00
Primal Boning/Storage Costs	\$5.74
Carcass Primal Cost	\$219.34
	\$9.14 (kg of HCW)
	\$12.83 (kg of Saleable Meat)

Primal % Cost Allocation

	Drop Wt %	User Allocation
HD	29.7%	23.2%
Saddle	29.2%	25.0%
HD	31.0%	31.9%
Total	100.0%	100.0%
	Drop Wt %	User Allocation
Sq. Cut Shldr	22.3%	20.0%
Panhandle	3.4%	12.0%
Breast	2.0%	1.0%
Neck	2.0%	8.0%
Shortloin	13.0%	13.0%
Back	13.7%	40.0%
Hic	11.8%	1.0%
HD	31.0%	8.0%
Total	100.0%	100.0%

Primal Region	Gross Margin (\$)	Gross Profit (%)
FD	-37.84	-86.4%
Loin	-89.39	-133.4%
HD	548.59	85.3%
Lean Trim	5.45	

5.2.5. Fixed or Variable Boning Costs

When a carcass is deboned into primals there are costs incurred. If the primals require more trimming and rendering then the cost is greater. The cost of preparing a marketable product impacts the Gross Profitability.

The Boning costs associated with preparing each primal can be entered in two different ways. If you wish to enter a flat cost that is allocated to each cut based on the weight of the cut, you can add the boning cost Fixed boning.

Fixed Boning Costs

Fixed Boning Costs (\$/hd)	\$0.00
Other fixed Costs (\$/hd)	\$0.00
Total Boning Costs (\$/hd)	\$0.00

Additionally, the use of the dashboard allows the user to assign their own cost for boning per unit. This allows the user to determine if the cost allocation should be made based on the weight of the cut or the time taken to procure the cut, or a combination of both.

FQ | Loin | HQ | Secondary Product

Shoulder | Fore Shank | Breast | Neck

Primals	Cut Wt (kg)	Sale Price (\$/kg)	Gross Margin		Target GM (%)	Target Sale Price (\$/kg)	Boning Cost (\$/unit)	Total Costs (\$)
			\$	%				
Eye Shldr Rack, Rib 75mm, Fr 25mm, CFO	0.92	\$25.00	\$9.18	39.9%	10.0%	\$16.68	\$3.00	\$13.80
Blade Bone B/L, 6mm Fat Cap	1.42	\$11.50	-\$0.72	-4.4%	4.0%	\$12.51	\$2.50	\$17.05
Neck off Cut, Angle Cut	0.72	\$3.00	-\$6.20	-286.8%	0.0%	\$11.61	\$1.00	\$8.37
Round Bone Chops B/L, 6mm Fat Cap	1.33	\$8.50	-\$0.48	-4.3%	3.0%	\$9.14	\$1.60	\$11.80

Breed: X-Breed

Yield Models: CCW/GR Linear

Carcase Description: HSCW 22.4 kg Range: 13 - 39 kg; GR 13 mm Range: 1 - 44 mm; Fatscore FS3; Shrink% 0 % Range: 0 - 5 %; OCM Input CT Lean % % Range: 47 - 65 %

Butcher Trade: Carcase Trade Price \$134.40 /hd \$6.00 /kg HSCW; Trade Base Price \$6.00 /kg of HSCW

Carc Performance: Pre Bone Cost Analysis | Yields | Gross Margins

Pre-boning Cost Analysis: Variable Costs / Revenue Cost (\$/hd); Carcase Trade Price \$134.40 (\$6 / kg of HSCW)

Buttons: Upload Spec, Reload

5.3. Cut Specifications

The Lamb Value Calculator II has a much larger range of Primal cuts that can be selected by the user to define a suitable yield specification, as compared to the Lamb Value Calculator I. The list of cuts and the AUSMEAT Item Numbers are shown in the Appendix (Page 10, Table 3 to Table 5).

This **Cut Specification** worksheet, allows you to choose which primal cuts you would like to sell, and ultimately to determine which cuts provide the best value.

As a new feature of the second version of the lamb value calculator, you can choose several cuts that come from the same region to compare individual cut gross margin. Therefore, care must be taken and speciality knowledge applied, if you are selecting cuts to make up a carcass. To help you, recovery percentages are given as shown below on the cut specifications sheet. If the recovery percentage increases above 100% a warning is shown to check recovery. If you are aiming to select cuts to make up a carcass, you should check the cuts selected.

Cut Selection

Trade: Butcher Trade Breed: X-Breed Yield Mod

Hub Dashboard Save/Load Specs Carton BuyIn

Region	Cut Type	Options	Cut Selection	Primal Wt (kg)
FQ	Shldr	B/I or B/O	Best End Shldr Chops 6mm Fat Cap	3.07
			Round Bone Chops B/I, 6mm Fat Cap	1.33
			Neck off Cut, St. Cut	0.99
			Neck Piece Lean Trim	0.29
ForeShank	ForeShank		ForeShank Not tipped	0.92
			Fore Shank Tipped	0.80
Breast	Breast		Breast Trim	0.12
Neck	Neck		Neck Straight Cut	0.50
			Neck Angle Cut	0.76
FQ Saleable Meat Totals:				8.78

REC% 134.73%
WARNING: Check Recovery

The calculator will only estimate the carcass value once a primal has been selected. If no cuts are selected the calculator will display a warning that at least one primal must be selected before it can calculate a carcass value.

The second version of the lamb value calculator also allows the user to observe a range of other parameters for each cut. The below diagram shows how clicking on the red arrows allows the user to expand the amount of information shown.

Clicking on these arrows expands the columns

Cut Selection

Trade: Butcher Trade Breed: X-Breed Yield Model: CCW/GR Linear HCW: 22.4kg GR: 13mm

Hub Dashboard Save/Load Specs Carton BuyIn

Region	Cut Type	Options	Cut Selection	Primal Wt (kg)	Sale Price (\$/kg)	Cut Value (\$)	Gross Margin (\$)	GM (%)	Target GM (%)	Target Sale Price (\$/kg)	Total Costs (\$/kg)	PreBone Costs (\$)	Boning Costs (\$/unit)	Total Costs (\$)	
FQ	Shldr	B/I or B/O	Best End												
			REC% 99.53%												
			Eye Shldr Rack, Rib 75mm, Fr 25mm, CFO	0.92	\$25.00	\$22.98	\$9.18	39.9%	10.0%	\$16.68	\$15.02	\$7.80	\$3.00	\$13.80	
			Blade Bone B/I, 6mm Fat Cap	1.42	\$11.50	\$16.33	-\$0.72	-4.4%	4.0%	\$12.51	\$12.01	\$12.05	\$2.50	\$17.05	
			Neck off Cut, Angle Cut	0.72	\$3.00	\$2.16	-\$0.20	-28.6%	0.0%	\$11.61	\$11.61	\$6.37	\$1.00	\$8.37	
ForeShank	ForeShank		Round Bone Chops B/I, 6mm Fat Cap	1.33	\$8.50	\$11.31	-\$0.48	-4.3%	3.0%	\$9.14	\$8.86	\$8.60	\$1.60	\$11.80	
			Fore Shank Tipped	0.80	\$12.25	\$9.75	\$2.25	23.0%	20.0%	\$11.78	\$9.43	\$5.50	\$1.00	\$7.50	
Breast	Breast		Breast	0.45	\$4.43	\$2.01	-\$0.72	-35.8%	0.0%	\$6.02	\$6.02	\$2.73	\$0.00	\$2.73	
Neck	Neck		Neck Angle Cut	0.76	\$4.00	\$3.05	\$0.06	1.8%	0.0%	\$3.93	\$3.93	\$3.00	\$0.00	\$3.00	
FQ Saleable Meat Totals:				6.40		\$67.60	\$3.35	5.0%				\$46.05	\$18.20	\$64.25	
LOIN	Shortloin	Shortloin	Shortloin Eye	0.76	\$15.00	\$11.39	-\$4.11	-36.1%	8.0%	\$22.19	\$20.42	\$12.10	\$1.70	\$15.50	
			TDR Butt off/Side Off	0.15	\$22.00	\$3.37	-\$0.07	-2.1%	4.0%	\$23.41	\$22.47	\$2.44	\$0.50	\$3.44	
REC% 99.75%															
Rack	Cap On or Off	CapOff	Rack, 8 x 100mm Rib, 6mm Fat, Cap on	2.33	\$33.50	\$78.09	\$61.14	78.3%	10.0%	\$8.08	\$7.27	\$14.65	\$1.15	\$16.95	
REC% 99.71%															

Disclaimer Hub Carcass Description Over the Hooks Grid Purchasing - Slaughter Expenses Cut Selection

The range of information given when clicking on the red arrows includes the below information when applicable

- Primal weight
- Trim
- Fat
- Bone
- Waste
- Paddywack
- Intercostals
- Skirt
- Sale price (\$/kg)
- Cut value (\$)
- Gross margin (\$)
- GM (%)
- Target GM (%)
- Target sale price (\$/kg)
- Total costs (\$/kg)
- Prebone costs (\$)
- Boning costs (\$/unit)
- Total costs (\$)

This additional information allows a quick comparison between cuts from the same carcass region.

Yield Model: CCW/GR Linear HCW: 22.4kg GR: 13mm

								Sale Price		Gross Margin		Target GM	Target Sale	Total Costs		Boning Costs		Total Costs
Primal Wt (kg)	Trim	Fat	Bone	Waste	Paddywack	Intercostals	Skirt	(\$/kg)	Cut Value (\$)	(\$)	GM (%)	(%)	Price (\$/kg)	(\$/kg)	PreBone Costs (\$)	(\$/unit)	(\$)	
3.07		0.08		0.03	0.04			\$10.50	\$32.28	\$6.43	19.9%	12.0%	\$9.56	\$8.41	\$19.85	\$3.00	\$25.85	
1.33								\$8.50	\$11.31	-\$0.48	-4.3%	3.0%	\$9.14	\$8.86	\$8.60	\$1.60	\$11.80	
0.99				0.27				\$6.43	\$6.34	-\$2.03	-32.0%	0.0%	\$8.49	\$8.49	\$6.37	\$1.00	\$8.37	
0.29		0.20	0.23	0.27				\$5.00	\$1.47	-\$7.50	-512.1%	0.0%	\$30.61	\$30.61	\$6.37	\$1.30	\$8.97	
0.92								\$4.43	\$4.05	-\$1.45	-35.8%	0.0%	\$6.02	\$6.02	\$5.50	\$0.00	\$5.50	
0.80			0.12					\$12.25	\$9.75	\$2.25	23.0%	20.0%	\$11.78	\$9.43	\$5.50	\$1.00	\$7.50	
0.12		0.15	0.18					\$8.00	\$0.96	-\$2.57	-267.8%	-5.0%	\$28.03	\$29.43	\$2.73	\$0.40	\$3.53	
0.50								\$5.00	\$2.49	-\$1.01	-40.4%	0.0%	\$7.02	\$7.02	\$3.00	\$0.50	\$3.50	
0.76								\$4.00	\$3.05	\$0.06	1.8%	0.0%	\$3.93	\$3.93	\$3.00	\$0.00	\$3.00	
8.78	0.00	0.43	0.53	0.57	0.04	0.00	0.00		\$71.70	-\$6.31	-8.8%			\$60.91	\$17.10	\$78.01		

								Sale Price		Gross Margin		Target GM	Target Sale	Total Costs		Boning Costs		Total Costs
Primal Wt (kg)	Trim	Fat	Bone	Waste	Loin Cap	Intercostals	Skirt	(\$/kg)	Cut Value (\$)	GM (\$)	GM (%)	(%)	Price (\$/kg)	(\$/kg)	PreBone Costs (\$)	(\$/unit)	(\$)	

As shown in the figure below, the saleable meat total for each regions is given below each region. Additionally, the secondary product summary is given at the bottom of the page. This summarise the weight of each secondary product and \$/kg, cut value \$, GM\$ and GM%.

										\$90.69	\$33.26	36.7%	
HQ Saleable Meat Totals:	6.08	0.15	0.41	0.91	0.00	0.00	0.00	0.00	0.00				
Saleable Meat Total:	17.64	0.63	1.45	1.91	0.32	0.04	0.09	0.00			\$199.29	\$29.79	14.9%

Secondary Products	Weight (kg)	Trim	Fat	Bone	Waste	Paddywack / LoinCap	Intercostals	Skirt	Sale Price (\$/kg)	Cut Value (\$)	GM (\$)	GM (%)
Total Trim	0.63								\$8.00	\$5.04	\$5.04	
Fat	1.45								\$2.50	\$3.63	\$3.63	
Bone	1.91								\$3.00	\$5.74	\$5.74	
Wastage	0.32								\$1.50	\$0.48	\$0.48	
Paddywack	0.04								\$0.00	\$0.00	\$0.00	
Loin Cap	0.00								\$0.00	\$0.00	\$0.00	
Intercostals	0.09								\$0.00	\$0.00	\$0.00	
Skirt	0.00								\$0.00	\$0.00	\$0.00	
Sec.Totals:	4.45									\$14.90	\$14.90	
Carcase Totals:	22.09									\$214.19	\$44.69	20.9%
Recovery (%)	98.6%											

Summary of secondary products

5.3.2. Cut selection Dashboard

A new feature of the version two of the lamb value calculator is the Dashboard button at the top of the cut selection spreadsheet. By clicking on this tab, a new window will pop up.

Cut Selection Trade: Butcher Trade Breed

Hub **Dashboard** Save/Load Specs Carton BuyIn

Region	Cut Type	Options	Cut Selection
FQ	Shldr	B/I or B/O	Best End Shldr Chops 6mm Fat Cap
		BestEnd	Neck Piece Lean Trim
REC%	96.51%		Round Bone Piece BO, 6mm Fat Cap

The window that pops up is given below. This window allows the user to easily compare cuts from each region of the carcass with cut weight, sale price (\$/kg), gross margin, target GM, boning cost and total costs given. If the details are given in red, this highlights a low performing cut. Each region of the carcass can be selected at the top of the pop up window, highlighted in red for FQ, Loin, HQ and secondary product.

LVC Mk II - Dashboard

FQ | Loin | HQ | Secondary Product

Shoulder | Fore Shank | Breast | Neck

Primals	Cut Wt (kg)	Sale Price (\$/kg)	Gross Margin		Target GM (%)	Target Sale Price (\$/kg)	Boning Cost (\$/unit)	Total Costs (\$)
			\$	%				
Best End Shldr Chops 6mm Fat Cap	3.07	\$10.50	\$6.43	19.9%	12.0%	\$9.56	\$3.00	\$25.85
Neck Piece Lean Trim	0.29	\$5.00	-\$7.50	-512.1%	0.0%	\$30.61	\$1.30	\$8.97
Round Bone Piece BO, 6mm Fat Cap	1.08	\$11.50	\$0.41	3.3%	3.0%	\$11.46	\$1.70	\$12.00

Breed: X-Breed

Yield Models: CCW/GR Linear

Carcase Description: HSCW 22.4 kg Range: 13 - 39 kg, GR 13 mm Range: 1 - 44 mm, Fatscore FS3, Shrink% 0 % Range: 0 - 5 %

OCM Input: CT Lean % Range: 47 - 65 %

Butcher Trade: Carcase Trade Price \$134.40 /hd \$6.00 /kg HSCW, Trade Base Price \$6.00 /kg of HSCW

Carc Performance | Pre Bone Cost Analysis | Yields | Gross Margins

Pre-boning Cost Analysis

Variable Costs / Revenue	Cost (\$/hd)
Carcase Trade Price	\$134.40 (\$6 / kg of HSCW)
Shop Entry Costs	\$134.40
	\$6.00 /kg of HSCW
	\$7.36 /kg of Saleable Meat

Upload Spec, Reload, Exit

At the bottom of the dashboard pop up window, the breed, yield model, HSCW, GR, shrink and trade base price can be changed to determine what the difference in gross margin. Further you can upload a spec and reload a spec using the yellow tabs at the bottom right hand side of the page.

4.2.3 Cut selection Save/Load Spec

A further addition to the lamb value calculator version two, is the ability to save and load specs. This functionality ensures that as a user you do not need to continue to enter every piece of information each time you wish to use the lamb value calculator.

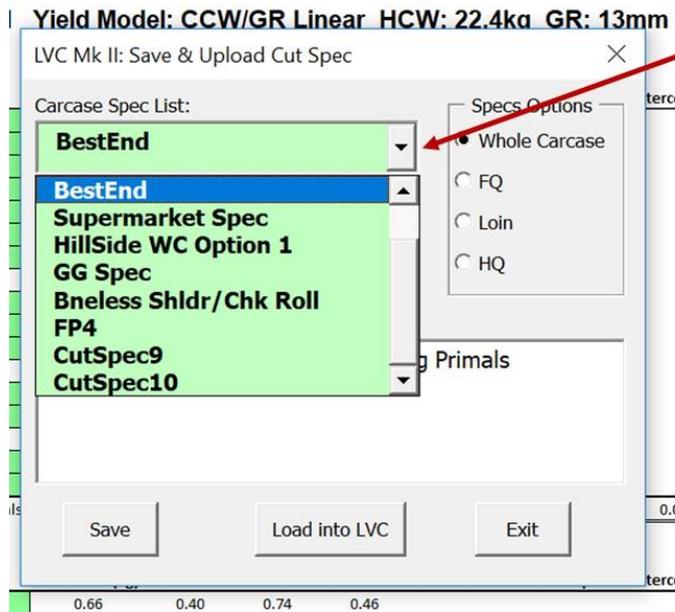
Cut Selection

Trade: Butcher Trade Breed

Hub | Dashboard | **Save/Load Specs** | Carton BuyIn

Region	Cut Type	Options	Cut Selection
FQ	Shldr	B/I or B/O	Best End Shldr Chops 6mm Fat Cap
		BestEnd	Neck Piece Lean Trim
REC%	96.51%		Round Bone Piece BO, 6mm Fat Cap

To select a carcass spec list, firstly select on the right hand side which carcass regions you would like to focus on. Next, click on the arrow beside the green cell to select a carcass spec. The list of cuts in each spec list is given in the box at the bottom. Click on the load into LVC button at the bottom of the box.



Click on the arrow to select cut spec

Chapter 6. Primal Cut Analysis

6.1. Cut Value Inputs

The sale price (\$/kg) of each cut can be entered within the Dashboard section. The green cells indicate that changes can be made here. A price will be loaded automatically, but by simply changing the values, you are able to assess the result of a fluctuation in sale price.

The screenshot shows the 'LVC Mk II - Dashboard' interface. On the left is a diagram of a pig carcass with primal cuts labeled: Shoulder, Fore Shank, Breast, and Neck. The main table displays primal cut data with columns for Primals, Cut Wt (kg), Sale Price (\$/kg), Gross Margin (\$ and %), Target GM (%), Target Sale Price (\$/kg), Boning Cost (\$/unit), and Total Costs (\$). The 'Sale Price (\$/kg)' column is highlighted in green and circled in red. Below the table are input fields for Breed (X-Breed), Yield Models (CCW/GR Linear), Carcase Description (HSCW 22.4 kg, GR 13 mm, Fatscore FS3, Shrink% 0%), and OCM Input (CT Lean %). On the right, there are Butcher Trade inputs (Carcase Trade Price \$134.40/hd, Trade Base Price \$6.00/kg of HSCW) and a Pre-boning Cost Analysis table. Buttons for 'Upload Spec', 'Reload', and 'Exit' are visible on the far right.

Primals	Cut Wt (kg)	Sale Price (\$/kg)	Gross Margin \$	Gross Margin %	Target GM (%)	Target Sale Price (\$/kg)	Boning Cost (\$/unit)	Total Costs (\$)
Best End Shldr Chops 6mm Fat Cap	3.07	\$10.50	\$6.43	19.9%	12.0%	\$9.56	\$3.00	\$25.85
Neck Piece Lean Trim	0.29	\$5.00	-\$7.50	-512.1%	0.0%	\$30.61	\$1.30	\$8.97
Round Bone Piece BO, 6mm Fat Cap	1.08	\$11.50	\$0.41	3.3%	3.0%	\$11.46	\$1.70	\$12.00

6.2. Estimated Primal Weights

The primal weights of each selected cut are estimated, and summarised in the cut specification sheet.

Yield Model: X-Breed Yield Model: CCW/GR

↔

	Primal Wt (kg)	Trim	Fat
	3.07		0.08
	0.99		
	1.33		
	0.72		

6.3. Estimated Primal Retail Value

The retail value for each primal that has been selected is estimated under the cut value (\$) cell within the cut selection sheet.

Cut Selection Trade: Butcher Trade Breed: X-Breed Yield Model: CCW/GR Linear HCW: 22.4kg GR: 13mm

Hub Dashboard Save/Load Specs Carton Buyln

Region	Cut Type	Options	Cut Selection	Primal Wt (kg)	Sale Price (\$/kg)	Cut Value (\$)	Gross Margin (\$)	GM (%)	Target GM (%)	Targ Price
FQ	Shldr	B/I or B/O BestEnd	Best End Shldr Chops 6mm Fat Cap	3.07	\$10.50	\$32.28	\$9.73	30.2%	12.0%	
			Neck off Cut, St. Cut	0.99	\$6.43	\$6.34	-\$0.97	-15.2%	0.0%	
			Round Bone Chops B/I, 6mm Fat Cap	1.33	\$8.50	\$11.31	\$0.95	8.4%	3.0%	
			Neck off Cut, Angle Cut	0.72	\$3.00	\$2.16	-\$5.14	-237.8%	0.0%	

REC% 112.91%
WARNING: Check Recovery

Chapter 7. Gross Profit Analysis

7.1. Target Gross Profit Percentages

The Actual GP% has been calculated using the current cost structures and Retail price, however the Target GP% allows the user to set a profitability goal. To achieve the Target GP different scenarios can be investigated by altering costing's, purchase price, retail price, cut types and/or HSCW/GR fat depth.

The Target GP% for each primal is entered in the **Dashboard** worksheet (see below for an example).

FQ Loin HQ Secondary Product

Shoulder Fore Shank Breast Neck

Primals	Cut Wt (kg)	Sale Price (\$/kg)	Gross Margin (\$)	Gross Margin (%)	Target GM (%)	Target Sale Price (\$/kg)	Boning Cost (\$/unit)	Total Costs (\$)
Eye Shldr Rack, Rib 75mm, Fr 25mm, CFO	0.92	\$25.00	\$9.18	39.9%	10.0%	\$16.68	\$3.00	\$13.80
Blade Bone B/I, 6mm Fat Cap	1.42	\$11.50	-\$0.72	-4.4%	4.0%	\$12.51	\$2.50	\$17.05
Neck off Cut, Angle Cut	0.72	\$3.00	-\$6.20	-286.8%	0.0%	\$11.61	\$1.00	\$8.37
Round Bone Chops B/I, 6mm Fat Cap	1.33	\$8.50	-\$0.48	-4.3%	3.0%	\$9.14	\$1.60	\$11.80

Breed: X-Breed
Yield Models: CCW/GR Linear

Carcass Description: HSCW 22.4 kg Range: 13 - 39 kg, GR 13 mm Range: 1 - 44 mm, Fatscore FS1 FS2 FS3 FS4 FS5, Shrink% 0 % Range: 0 - 5 %
OCM Input: CT Lean % % Range: 47 - 65 %

Butcher Trade: Carcase Trade Price \$134.40 /hd \$6.00 /kg HSCW, Trade Base Price \$6.00 /kg of HSCW

Pre-boning Cost Analysis: Variable Costs / Revenue, Cost (\$/hd), Carcase Trade Price \$134.40 (\$6 / kg of HSCW)

Upload Spec, Reload

7.2. Actual Gross Profit Calculations

The tables displayed in the **Cut specifications** worksheet provides a summary of all preceding worksheets.

Yield Model: CCW/GR Linear HCW: 22.4kg GR: 13mm

Primal Wt (kg)	Sale Price (\$/kg)	Cut Value (\$)	Gross Margin		Target GM (%)	Target Sale Price (\$/kg)	Total Costs (\$/kg)	PreBone Costs (\$)	Boning Costs (\$/unit)	Total Costs (\$)
			(\$)	GM (%)						
0.92	\$25.00	\$22.98	\$9.18	39.9%	10.0%	\$16.68	\$15.02	\$7.80	\$3.00	\$13.80
1.42	\$11.50	\$16.33	-\$0.72	-4.4%	4.0%	\$12.51	\$12.01	\$12.05	\$2.50	\$17.05
0.72	\$3.00	\$2.16	-\$6.20	-286.8%	0.0%	\$11.61	\$11.61	\$6.37	\$1.00	\$8.37
1.33	\$8.50	\$11.31	-\$0.48	-4.3%	3.0%	\$9.14	\$8.86	\$8.60	\$1.60	\$11.80
0.80	\$12.25	\$9.75	\$2.25	23.0%	20.0%	\$11.78	\$9.43	\$5.50	\$1.00	\$7.50
0.45	\$4.43	\$2.01	-\$0.72	-35.8%	0.0%	\$6.02	\$6.02	\$2.73	\$0.00	\$2.73
0.76	\$4.00	\$3.05	\$0.06	1.8%	0.0%	\$3.93	\$3.93	\$3.00	\$0.00	\$3.00
6.40		\$67.60	\$3.35	5.0%				\$46.05	\$18.20	\$64.25

7.3. Gross Profit Grid Analysis

The Grid analysis worksheet provides an estimate of the Gross Profit (GP) across a combination of HSCW and GR fat depths. This enables you to assess what effect a shift in weight and/or fatness has on GP.

The HSCW and Fat Depth that were entered into the **Carcase Description** worksheet are shown on the grid, and its GP is shown in the **dark blue cell**. The grid displays the HSCW ranges with 1 kg increments and the GR is shown as 2 mm increments. For each of these HSCW and GR combinations, the calculator will automatically populate the GP value

HSCW	GR Fat Depth (mm)						
	12	14	16	18	20	22	24
21	-\$9.09	-\$10.61	-\$12.24	-\$13.86	-\$15.52	-\$17.19	-\$18.96
22	-\$9.18	-\$10.77	-\$12.35	-\$14.00	-\$15.66	-\$17.37	-\$19.10
23	-\$9.42	-\$11.01	-\$12.62	-\$14.23	-\$15.91	-\$17.59	-\$19.36
24	-\$9.81	-\$11.32	-\$12.91	-\$14.57	-\$16.23	-\$17.90	-\$19.65
25	-\$10.17	-\$11.74	-\$13.32	-\$14.93	-\$16.63	-\$18.32	-\$20.06
26	\$2.37	\$0.79	-\$0.78	-\$2.42	-\$4.11	-\$5.78	-\$7.56
27	\$2.26	\$0.74	-\$0.85	-\$2.51	-\$4.17	-\$5.88	-\$7.60
28	\$16.13	\$14.56	\$12.97	\$11.38	\$9.71	\$8.00	\$6.26

The difference in GP is then calculated, from the figure generated for the initial HSCW/GR entered in the **Carcase Description** worksheet. If a difference is negative it appears in **RED** with a grey background.

Difference in Carcase Gross Margin (\$)

HSCW	GR Fat Depth (mm)						
	12	14	16	18	20	22	24
21	\$5.48	\$3.96	\$2.33	\$0.71	-\$0.95	-\$2.62	-\$4.39
22	\$5.39	\$3.80	\$2.22	\$0.57	-\$1.09	-\$2.80	-\$4.53
23	\$5.15	\$3.56	\$1.95	\$0.34	-\$1.34	-\$3.02	-\$4.79
24	\$4.76	\$3.25	\$1.66	\$0.00	-\$1.66	-\$3.33	-\$5.08
25	\$4.40	\$2.83	\$1.25	-\$0.36	-\$2.06	-\$3.75	-\$5.49
26	\$16.94	\$15.36	\$13.79	\$12.15	\$10.46	\$8.79	\$7.01
27	\$16.83	\$15.31	\$13.72	\$12.06	\$10.40	\$8.69	\$6.97
28	\$30.70	\$29.13	\$27.54	\$25.95	\$24.28	\$22.57	\$20.83

7.3.1. Calculating Grid

The Grid can be calculated by clicking the Shortcut button “Calculate Value Grid”.

X-Breed Av. GR: 15mm Av. HCW: 18 kg Shrinkage: 2.5 %

Click Button to re-Calc Grid

Calculate Value Grid

Carcase \$ Value		GR Fat Depth (mm)							Difference in Carcase \$ Value						
HSCW	9	11	13	15	17	19	21	HSCW	9	11	13	15	17	19	21
15	\$177.44	\$176.47	\$175.22	\$173.69	\$171.88	\$169.78	\$167.40	15	-\$29.79	-\$30.76	-\$32.01	-\$33.54	-\$35.36	-\$37.45	-\$39.83
16	\$188.82	\$187.79	\$186.47	\$184.87	\$182.99	\$180.83	\$178.38	16	-\$18.41	-\$19.45	-\$20.76	-\$22.36	-\$24.24	-\$26.41	-\$28.85

7.3.2. Warning....Re-calculate Grid

If you alter the Cut Specification or the Cut Value Input, the grids will need to be recalculated. A warning will appear if the current grid doesn't match the data entries, and by clicking the Calculate Grid Shortcut, the Grids will be updated to reflect the changes.

X-Breed Av. GR: 15mm Av. HCW: 18 kg Shrinkage: 2.5 %

Warning: Recalc Grid as Cutting Specs or Cut Values have altered

Warning generated if Cutting Spec or Values have altered

Calculate Value Grid

Worksheet Links

Carcase Description

Cut Specifications

Cut Values Inputs

Similarly if you alter the HSCW and/or GR in the Carcase Description worksheet a warning appears on the Grid's worksheets, to notify you to recalculate the Grid Values.

X-Breed Av. GR: 15mm Av. HCW: 19 kg Shrinkage: 2.5 %

Warning: Re-calc the Grid as HCW and GR have been altered

Warning is generated when the HCW and or GR is alter on the Carcase Description worksheet

Calculate Value Grid

Worksheet Links

Carcase Description

Cut Specifications

Cut Values Inputs

When you click the Calculate Grid Shortcut on either Grid worksheet, the second grid will automatically be updated.

7.3.3. Gross Profit Grid Example

Trade: SaleYards/On-Farm. X-Breed Av. GR: 15mm Av. HCW: 18 kg Shrinkage: 2.5 %

Carcase Gross Profit (\$)

HSCW	GR Fat Depth (mm)						
	9	11	13	15	17	19	21
15	\$43.79	\$42.93	\$41.78	\$40.34	\$38.62	\$36.61	\$34.31
16	\$55.08	\$54.15	\$52.93	\$51.43	\$49.64	\$47.56	\$45.20
17	\$66.36	\$65.36	\$64.08	\$62.51	\$60.66	\$58.52	\$56.09
18	\$77.64	\$76.58	\$75.23	\$73.60	\$71.68	\$69.48	\$66.98
19	\$88.93	\$87.80	\$86.39	\$84.69	\$82.70	\$80.43	\$77.87
20	\$100.21	\$99.02	\$97.54	\$95.78	\$93.72	\$91.39	\$88.76
21	\$111.49	\$110.24	\$108.69	\$106.86	\$104.75	\$102.34	\$99.65
22	\$122.78	\$121.45	\$119.85	\$117.95	\$115.77	\$113.30	\$110.54

Difference in Carcase Gross Profit (\$)

HSCW	GR Fat Depth (mm)						
	9	11	13	15	17	19	21
15	-\$29.81	-\$30.67	-\$31.82	-\$33.26	-\$34.98	-\$36.99	-\$39.29
16	-\$18.52	-\$19.45	-\$20.67	-\$22.17	-\$23.96	-\$26.04	-\$28.40
17	-\$7.24	-\$8.24	-\$9.52	-\$11.09	-\$12.94	-\$15.08	-\$17.51
18	\$4.04	\$2.98	\$1.63	\$0.00	-\$1.92	-\$4.12	-\$6.62
19	\$15.33	\$14.20	\$12.79	\$11.09	\$9.10	\$6.83	\$4.27
20	\$26.61	\$25.42	\$23.94	\$22.18	\$20.12	\$17.79	\$15.16
21	\$37.89	\$36.64	\$35.09	\$33.26	\$31.15	\$28.74	\$26.05
22	\$49.18	\$47.85	\$46.25	\$44.35	\$42.17	\$39.70	\$36.94

FQ Gross Profit (\$)

HSCW	GR Fat Depth (mm)						
	9	11	13	15	17	19	21
15	-\$3.03	-\$3.51	-\$3.99	-\$4.45	-\$4.91	-\$5.36	-\$5.80
16	-\$0.22	-\$0.76	-\$1.29	-\$1.80	-\$2.30	-\$2.79	-\$3.28
17	\$2.61	\$2.02	\$1.44	\$0.89	\$0.34	-\$0.19	-\$0.72
18	\$5.46	\$4.83	\$4.21	\$3.60	\$3.01	\$2.44	\$1.88
19	\$8.34	\$7.65	\$6.99	\$6.34	\$5.71	\$5.10	\$4.50
20	\$11.23	\$10.50	\$9.79	\$9.10	\$8.43	\$7.78	\$7.15
21	\$14.13	\$13.36	\$12.61	\$11.88	\$11.17	\$10.48	\$9.81
22	\$17.05	\$16.24	\$15.44	\$14.68	\$13.93	\$13.20	\$12.49

Difference in FQ Gross Profit (\$)

HSCW	GR Fat Depth (mm)						
	9	11	13	15	17	19	21
15	-\$6.63	-\$7.11	-\$7.59	-\$8.05	-\$8.51	-\$8.96	-\$9.40
16	-\$3.82	-\$4.36	-\$4.89	-\$5.40	-\$5.90	-\$6.39	-\$6.88
17	-\$0.99	-\$1.58	-\$2.16	-\$2.71	-\$3.26	-\$3.79	-\$4.32
18	\$1.86	\$1.23	\$0.61	\$0.00	-\$0.59	-\$1.16	-\$1.72
19	\$4.74	\$4.05	\$3.39	\$2.74	\$2.11	\$1.50	\$0.90
20	\$7.63	\$6.90	\$6.19	\$5.50	\$4.83	\$4.18	\$3.55
21	\$10.53	\$9.76	\$9.01	\$8.28	\$7.57	\$6.88	\$6.21
22	\$13.45	\$12.64	\$11.84	\$11.08	\$10.33	\$9.60	\$8.89

Loin Gross Profit (\$)

HSCW	GR Fat Depth (mm)						
	9	11	13	15	17	19	21
15	\$45.46	\$45.80	\$45.85	\$45.59	\$45.03	\$44.18	\$43.05
16	\$49.95	\$50.36	\$50.45	\$50.24	\$49.72	\$48.90	\$47.79
17	\$54.41	\$54.88	\$55.03	\$54.86	\$54.38	\$53.59	\$52.49
18	\$58.84	\$59.37	\$59.57	\$59.44	\$59.00	\$58.24	\$57.18
19	\$63.25	\$63.83	\$64.08	\$64.01	\$63.60	\$62.88	\$61.84
20	\$67.63	\$68.28	\$68.58	\$68.55	\$68.19	\$67.50	\$66.48
21	\$72.01	\$72.70	\$73.06	\$73.07	\$72.75	\$72.09	\$71.11
22	\$76.36	\$77.11	\$77.52	\$77.58	\$77.30	\$76.68	\$75.73

Difference in Loin Gross Profit (\$)

HSCW	GR Fat Depth (mm)						
	9	11	13	15	17	19	21
15	-\$13.98	-\$13.64	-\$13.59	-\$13.85	-\$14.41	-\$15.26	-\$16.39
16	-\$9.49	-\$9.08	-\$8.99	-\$9.20	-\$9.72	-\$10.54	-\$11.65
17	-\$5.03	-\$4.56	-\$4.41	-\$4.58	-\$5.06	-\$5.85	-\$6.95
18	-\$0.60	-\$0.07	\$0.13	\$0.00	-\$0.44	-\$1.20	-\$2.26
19	\$3.81	\$4.39	\$4.64	\$4.57	\$4.16	\$3.44	\$2.40
20	\$8.19	\$8.84	\$9.14	\$9.11	\$8.75	\$8.06	\$7.04
21	\$12.57	\$13.26	\$13.62	\$13.63	\$13.31	\$12.65	\$11.67
22	\$16.92	\$17.67	\$18.08	\$18.14	\$17.86	\$17.24	\$16.29

HQ Gross Profit (\$)

HSCW	GR Fat Depth (mm)						
	9	11	13	15	17	19	21
15	\$1.66	\$1.08	\$0.50	-\$0.10	-\$0.71	-\$1.34	-\$2.00
16	\$4.74	\$4.15	\$3.55	\$2.95	\$2.34	\$1.71	\$1.06
17	\$7.83	\$7.22	\$6.60	\$5.99	\$5.36	\$4.73	\$4.09
18	\$10.93	\$10.29	\$9.65	\$9.01	\$8.37	\$7.73	\$7.08
19	\$14.04	\$13.37	\$12.70	\$12.03	\$11.37	\$10.70	\$10.04
20	\$17.16	\$16.44	\$15.74	\$15.04	\$14.35	\$13.66	\$12.97
21	\$20.28	\$19.52	\$18.78	\$18.05	\$17.32	\$16.60	\$15.89
22	\$23.40	\$22.60	\$21.82	\$21.05	\$20.29	\$19.54	\$18.79

Difference in HQ Gross Profit (\$)

HSCW	GR Fat Depth (mm)						
	9	11	13	15	17	19	21
15	-\$7.35	-\$7.93	-\$8.51	-\$9.11	-\$9.72	-\$10.35	-\$11.01
16	-\$4.27	-\$4.86	-\$5.46	-\$6.06	-\$6.67	-\$7.30	-\$7.95
17	-\$1.18	-\$1.79	-\$2.41	-\$3.02	-\$3.65	-\$4.28	-\$4.92
18	\$1.92	\$1.28	\$0.64	\$0.00	-\$0.64	-\$1.28	-\$1.93
19	\$5.03	\$4.36	\$3.69	\$3.02	\$2.36	\$1.69	\$1.03
20	\$8.15	\$7.43	\$6.73	\$6.03	\$5.34	\$4.65	\$3.96
21	\$11.27	\$10.51	\$9.77	\$9.04	\$8.31	\$7.59	\$6.88
22	\$14.39	\$13.59	\$12.81	\$12.04	\$11.28	\$10.53	\$9.78

Lean Trim Gross Profit (\$)

HSCW	GR Fat Depth (mm)						
	9	11	13	15	17	19	21
15	-\$0.30	-\$0.45	-\$0.58	-\$0.69	-\$0.79	-\$0.87	-\$0.94
16	\$0.61	\$0.40	\$0.21	\$0.04	-\$0.12	-\$0.25	-\$0.37
17	\$1.51	\$1.25	\$1.01	\$0.79	\$0.58	\$0.40	\$0.23
18	\$2.41	\$2.10	\$1.81	\$1.54	\$1.29	\$1.06	\$0.85
19	\$3.30	\$2.95	\$2.62	\$2.31	\$2.02	\$1.75	\$1.50
20	\$4.19	\$3.80	\$3.43	\$3.08	\$2.76	\$2.45	\$2.16
21	\$5.08	\$4.65	\$4.25	\$3.86	\$3.50	\$3.16	\$2.84
22	\$5.96	\$5.50	\$5.06	\$4.65	\$4.26	\$3.88	\$3.53

Difference in Lean Trim Gross Profit (\$)

HSCW	GR Fat Depth (mm)						
	9	11	13	15	17	19	21
15	-\$1.84	-\$1.99	-\$2.12	-\$2.23	-\$2.33	-\$2.41	-\$2.48
16	-\$0.93	-\$1.14	-\$1.33	-\$1.50	-\$1.66	-\$1.79	-\$1.91
17	-\$0.03	-\$0.29	-\$0.53	-\$0.75	-\$0.96	-\$1.14	-\$1.31
18	\$0.87	\$0.56	\$0.27	\$0.00	-\$0.25	-\$0.48	-\$0.69
19	\$1.76	\$1.41	\$1.08	\$0.77	\$0.48	\$0.21	-\$0.04
20	\$2.65	\$2.26	\$1.89	\$1.54	\$1.22	\$0.91	\$0.62
21	\$3.54	\$3.11	\$2.71	\$2.32	\$1.96	\$1.62	\$1.30
22	\$4.42	\$3.96	\$3.52	\$3.11	\$2.72	\$2.34	\$1.99



ata - An addition to the new version of the lamb value calculator is the actual kill

Chapter 8. Actual Kill Data

An addition to the new version of the lamb value calculator is the actual kill data tab. This tab allows the user to insert each individual carcass processed or purchased, and indicates the gross margin of each carcass for the cuts selected.

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P						
Hub	Process Kill Data				Fat score OR																
Date	Body#	Vendor	Pic	HSCW	GR Fatdepth	HCW Rang	FS Ranges	GR FAT De	Boning Rules	Eye	Shldr	FBlade	Bon	Neck off	Ci	Round	Bor	Fore	Shan	Breast	Ne
27/01/2016	3	WAGGA SALE 2	NJ995501	18.5		3	18 - 18.9	3	13	1	\$5.87	-\$2.64	-\$5.91	-\$1.71	\$1.11	-\$0.92					
27/01/2016	4	WAGGA SALE 2	NJ995501	22.9		4	22 - 22.9	4	18	1	\$8.07	-\$2.12	-\$6.81	-\$1.43	\$1.70	-\$1.02					
27/01/2016	5	WAGGA SALE 2	NJ995501	23.1		3	23 - 23.9	3	13	1	\$9.08	-\$1.40	-\$6.79	-\$0.98	\$1.98	-\$0.92					
27/01/2016	6	WAGGA SALE 2	NJ995501	20.8		3	20 - 20.9	3	13	1	\$7.37	-\$2.22	-\$6.47	-\$1.49	\$1.46	-\$0.96					
27/01/2016	7	WAGGA SALE 2	NJ995501	18.5		3	18 - 18.9	3	13	1	\$5.87	-\$2.64	-\$5.91	-\$1.71	\$1.11	-\$0.92					
27/01/2016	8	WAGGA SALE 2	NJ995501	20.2		3	20 - 20.9	3	13	1	\$6.99	-\$2.32	-\$6.33	-\$1.55	\$1.37	-\$0.95					
27/01/2016	9	WAGGA SALE 2	NJ995501	23.4		3	23 - 23.9	3	13	1	\$9.27	-\$1.34	-\$6.85	-\$0.95	\$2.03	-\$0.92					
27/01/2016	9	WAGGA SALE 3	NJ995502	17.6		2	17 - 17.9	2	8	1	\$5.88	-\$2.54	-\$5.88	-\$1.70	\$1.02	-\$0.88					
27/01/2016	9	WAGGA SALE 4	NJ995503	24.4		3	>24	3	13	1	\$9.90	-\$1.15	-\$7.06	-\$0.84	\$2.19	-\$0.95					
27/01/2016	9	WAGGA SALE 5	NJ995504	25.2		4	>24	4	18	1	\$9.75	-\$1.30	-\$7.09	-\$0.89	\$2.24	-\$0.98					
27/01/2016	9	WAGGA SALE 6	NJ995505	18.4		3	18 - 18.9	3	13	1	\$5.80	-\$2.66	-\$5.89	-\$1.72	\$1.10	-\$0.91					
27/01/2016	9	WAGGA SALE 7	NJ995506	21.2		3	21 - 21.9	3	13	1	\$7.63	-\$2.14	-\$6.57	-\$1.46	\$1.51	-\$0.97					
27/01/2016	9	WAGGA SALE 8	NJ995507	21.2		3	21 - 21.9	3	13	1	\$7.63	-\$2.14	-\$6.57	-\$1.46	\$1.51	-\$0.97					
27/01/2016	9	WAGGA SALE 9	NJ995508	24.5		4	>24	4	18	1	\$9.33	-\$1.42	-\$6.95	-\$0.97	\$2.13	-\$0.96					
27/01/2016	9	WAGGA SALE 10	NJ995509	23.9		5	23 - 23.9	5	23	1	\$8.30	-\$1.82	-\$6.70	-\$1.20	\$1.95	-\$0.95					
27/01/2016	9	WAGGA SALE 11	NJ995510	24.1		5	>24	5	23	1	\$8.44	-\$1.78	-\$6.75	-\$1.18	\$1.99	-\$0.96					
27/01/2016	9	WAGGA SALE 12	NJ995511	19.7		3	19 - 19.9	3	13	1	\$6.66	-\$2.42	-\$6.21	-\$1.60	\$1.29	-\$0.94					
27/01/2016	9	WAGGA SALE 13	NJ995512	26		5	>24	5	23	1	\$9.57	-\$1.44	-\$7.15	-\$0.97	\$2.28	-\$1.00					
27/01/2016	9	WAGGA SALE 14	NJ995513	20.2		3	20 - 20.9	3	13	1	\$6.99	-\$2.32	-\$6.33	-\$1.55	\$1.37	-\$0.95					
27/01/2016	9	WAGGA SALE 15	NJ995514	22.7		3	22 - 22.9	3	13	1	\$8.57	-\$1.89	-\$6.92	-\$1.32	\$1.73	-\$1.00					
27/01/2016	9	WAGGA SALE 16	NJ995515	22		3	22 - 22.9	3	13	1	\$8.14	-\$2.00	-\$6.76	-\$1.38	\$1.63	-\$0.99					
27/01/2016	9	WAGGA SALE 17	NJ995516	26.5		4	>24	4	18	1	\$10.51	-\$1.07	-\$7.36	-\$0.74	\$2.44	-\$1.01					
27/01/2016	9	WAGGA SALE 18	NJ995517	23.4		3	23 - 23.9	3	13	1	\$9.27	-\$1.34	-\$6.85	-\$0.95	\$2.03	-\$0.92					

References

- McLeod, B., (2003). Comparing Lamb marketing methods AGFACTS A3.8.6, NSW Agriculture
- Ferguson, D., (2006). Review of the effects of food and water deprivation on animal welfare in ruminants. In: Investigating feed and water curfews for the transport of livestock within Australia – a literature review. D. Pethick (ed). Meat & Livestock Australia, North Sydney. Pg. 115-127,2006

Appendix

Table 3: The Forequarter Cuts that are available for selection within the Lamb value Calculator and their AUSMEAT Item Numbers.

FQ Cuts	AUSMEAT Item No.
Forequarter 4 Rib	4971
Square Cut Shoulder Wholesale	4991
Square Cut Shoulder (6mm fat)	4991
Eye of Shoulder	5151
Boneless Shoulder	5050
Fore shank	5030
Breast	5010
Neck	5020
Trimmed Neck	
Neck Meat	

Table 4: The Loin Cuts that are available for selection within the Lamb value Calculator and their AUSMEAT Item Numbers.

Loin Cuts	AUSMEAT Item No.
Short Loin (1 Rib) 75 mm tail	4860
Short Loin Trimmed 25 mm tail max 6mm fat	4880
Short Loin No Tail	4883
Eye of Shortloin	5150
Tenderloin Butt Off	5082
Rack (8 Rib) 75 mm tail	4932
Rack Trimmed (6mm trim)	4932
USA Rack Cap Off (8Rib) Frenched 50mm	4938
Eye of Rack	5153
Flap	5010
Boneless Flap	

Table 5: The Hindquarter Cuts that are available for selection within the Lamb value Calculator and their AUSMEAT Item Numbers.

HQ Cut	AUSMEAT Item No.
Leg Chump On	4800
Leg Chump On Tipped (6mm trim)	4800
Boneless Leg Chump on /Shank Off	5061
Leg Aitch Bone Removed. Bone in	4801
Topside	5073
Round	5072
Silverside	5071
Rump	5074
Butt Tenderloin	5081
Hind Shank	5031