

Market Information Services

CATTLE ASSESSMENT MANUAL



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SECTION 1

ASSESSMENT LANGUAGE

MLA describes cattle using a standardised language across all states that rely on a combination of sex, age, fat and degree of muscularity. All classifications account for a more accurate depiction of the market, highlighting aspects which will contribute to the ultimate price of the animal.

1.1 Stock Categories

MLA classifies stock into age, sex and weight. Table 1 details this. More information can also be found in Appendix 1.

Stock category	Description	
Calves	Male and female calves less than 6 months old	
Vealer steers and heifers	Castrate male or female cattle with no permanent teeth. Less than 12 months old.	
Yearling steers and heifers	Castrate male and female cattle. Predominantly with no permanent teeth, however two are permissible	
Grown Steers	Export type castrate male cattle with no more than eight permanent teeth. Usually 4 to 6 teeth.	
Grown Heifers	Export type female cattle with no more than eight permanent teeth. Usually 4 to 6 teeth.	
Manufacturing Steers	Castrate male cattle of any age including dairy crossbred and aged types	
Cows	Female cattle with up to or more than eight permanent teeth	
Bulls	Male and castrate male cattle of any age showing bullish traits	

Table 1: MLA stock classifications

Source: AUSmeat

Table 2: Stock categories applicable to MLA cattle store market reports

Stock category	Description
Weaner steers and heifers	Castrate male or female cattle with no permanent teeth. Less than 12 months old.
Yearling steers and heifers	Castrate male and female cattle. Predominantly with no permanent teeth, however two are permissible
PTIC heifers	Pregnancy Tested In Calf with first calf
PTIC cows	Pregnancy Tested In Calf after first calf
Cows and calves <2 months	Cows with 2 months calves at foot
Cows and calves <2-4 months	Cows with 2-4 month calves at foot
Cows and Calves PTIC 4-6 months	Cows with 4-6 months old calves at foot
Cows and calves >4 months	Cows with 4 month old calves or older at foot
Cows	Female cattle with up to or more than eight permanent teeth.
Feeder steers and heifers	Castrate male and female cattle. Predominantly with no permanent teeth, however two are permissible. Yearling steers and heifers bought by feedlot

Source: AUSmeat

1.2 Live weight and Carcase weight

MLA assesses cattle in live weight, as they appear in the saleyards. A dressing percentage is then applied to convert this stock into carcase weight. The formula for converting stock into carcase weight is:

Carcase weight = liveweight x dressing percentage

Most of the changes in live weight we observe are changes to gut content. This occurs immediately after stock has been taken off feed.

Carcase weight losses occur later and are due to dehydration of muscle and fat tissues when water is withheld, this then flows on to a breakdown in muscle and fat tissues when feed is withheld. Stock then draw on their body tissue to supply them with their energy needs. Losses to carcase weight can occur from 12 hours without water and from 24 hours without feed.

1.3 Fat Score

There is increasing pressure for cattle sellers to meet market specifications for fat depth, and a failure to meet fat requirements will often result in significant price discounts offered by cattle buyers. Outlined in Appendix 1, table 9 (page 11), there are six fat scores ranging from 1 (lean) to 6 (fat). The amount of fat coverage for each score is shown in table 3.

Score	P8 site (mm)	12th rib (mm)
1	0-2	0-1
2	Over 2 up to 6	2-3
3	Over 6 up to 12	4-7
4	Over 12 up to 22	8-12
5	Over 22 up to 32	13-18
6	32+	18+

Table 3: Score fat table

Source: AUSmeat

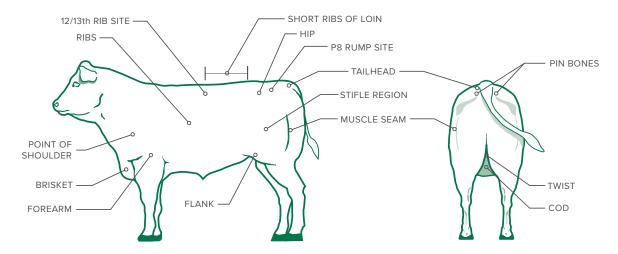


Figure 1: Reference points used for fat assessment

Identifiying the fat score:

- Fat score 1 and 2: There is no fat around the tail head. Short ribs of loin are sharp to touch and easily distinguished. Hipbones and ribs are hard.
- Fat score 3: Short ribs can be individually felt by feel rounded. Ribs are clearly felt. Hipbone is still quite hard and only a light deposit of flank fat around the tail head.
- Fat score 4: Short ribs are only felt with firm pressure. Moderate fat cover around tail head. Hipbone carrying some fat cover
- Fat score 5: Short ribs cannot be felt or need firm pressure. Ribs and hips are well covered. Tail head fat is at slight mounds, soft to touch.
- Fat score 6: Hard to distinguish bone structure. Tail head buried in fatty tissue. All other sites show obvious soft fat deposits.

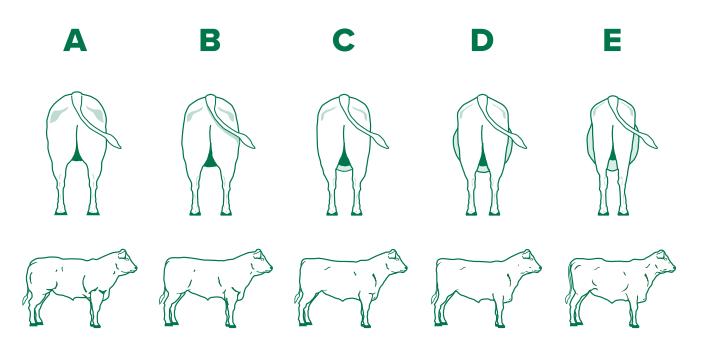
1.4 Muscle Score

To help identify the red meat content of different cattle, a method of evaluating shape, deemed 'muscle score', is used.

Muscle score measures the degree of muscularity of an animal and describes the shape of cattle independent of the influence of fatness. Muscling is the degree of thickness or convexity of an animal relative to its frame size, after adjustments have been made for subcutaneous fat. The degree of muscling positively influences dressing percentage and meat yield, therefore indicating the greater value of more heavily muscled animals.

There are five muscle scores ranging from A (extremely well-muscled) through to E (lightly muscled). These scores are outlined in figure 2.

Figure 2: The five muscle scores



1.5 Dentition

While market reporters are not required to mouth (check) cattle's dentition, it is still important to understand how dentition is measured as it is relative to the stock categories you are required to assess and report on.

Mouthing cattle is done by assessing how many permanent incisor teeth are shown, see Appendix 1, table 10 (page 12). The age at which teeth erupt is extremely variable and is thought to be affected by breed and nutrition. Table 4 gives a brief overview.

Table 4: Assessing age by dentition

Teeth	Age
Milk or 0 permanent incisors	0-18 months
2 permanent incisors	18-30 months
4 permanent incisors	24-36 months
6 permanent incisors	30-42 months
8 permanent incisors	36+ months

Source: AUSmeat

1.6 Dressing Percentage

Dressed or carcase weight refers to the weight of a carcase once the live animal has been slaughtered, with hide, feet, tail, head and innards removed. In the AUS-MEAT language Hot Standard Carcase Weight (HSCW). Dressing percentage is simply carcase weight expressed as a percentage of live weight. That is:

- Dressing percentage = (carcase weight/liveweight) x 100

Carcase weight can be found by multiplying liveweight by dressing percentage, that is:

- Carcase weight = liveweight x dressing percentage

The term 'yield' is often used instead of dressing percentage. It is important to not confuse the term 'yield' in this context with 'saleable meat yield', which is the difference between dressed weight and saleable meat content.

Any factor that affects liveweight or carcase weight will affect dressing percentage. Such things include:

- Gutfill
- Transit loss
- Weather conditions
- Feed type. e.g. lot fed cattle
- Breed
- Pregnant cows

A dressing percentage matrix was introduce by the NSW Department of Primary Industries and for your reference for assessment can be found in Appendix 1, figure 3 (page 16) .

1.7 Sales Prefixes

The following classifications effect price determination, also used by MLA to highlight with each category generally providing a price differential compared to the stock to be slaughtered for the larger domestic and export markets. These are known as sales prefixes, see table 5.

Table 5: Sales prefixes

Sales Prefix abbreviation	Description	
GF	Certified grain fed cattle	
RS	Cattle purchased by restocker, either to be re-fattened or kept for future breeding	
FD	Cattle purchased by lot feeders	
DA	Dairy bred cows, bulls and manufacturing steers	
PTIC	Cows or grown heifers pregnancy tested in calf	
PC	Pastoral cattle – usually used to classify those from the pastoral regions of WA	
Processor (Grass)	Those stock going to slaughter	
LE	Stock going to live export	

1.8 Breed

The MLA classifies stock into breed categories when reporting on store stock only. If you have to report on a store market the following breeds are available for use. If a breed code is not in table 6, please let us know so we can create one.

Stock	Breed Code
Angus	Friesian
Brahman	Friesian Cross
Shorthorn	Shorthorn X Friesian
European	Hereford X Friesian
Cross Bred	Angus X Friesian
Droughtmaster	Murray Grey X Friesian
Charolais	Charolais X Angus
Red Angus	Murray Grey
Herford X Angus	European Cross
Santa Gertrudis	Bos Indicus Cross
British Cross	Black Baldy
Hereford	Charolais X Friesian

SECTION 2

ASSESSMENTS

Under the evidence guide in Appendix 3 (Table 17), you are required to undertake a minimum of three forms of training to demonstrate competency.

Three forms of evidence are required and this means three different kinds – not three pieces of the same kind. These include:

- **1. Seasonal work place assessments.** 70% of the selected stock must be accurately assessed to maintain competency. Appendix 2.
- **2.Annual abattoir assessment training day.** 70% of the selected stock must be accurately assessed to maintain competency. Appendix 2.
- **3. Question and answer assessment** A series of multiple choice and question answer scenarios provided through MLA's "The FEEDIot".

All these components are required to be fulfilled annually in order to maintain your accreditation.

As outlined in Appendix 3, table 15, Performance Criteria, Point 3 Accuracy Standards, is a summary of the competency level expected.

Trait	Maximum Accuracy Variation	Explanation of competency
Liveweight	Within 7% of actual weight	Cattle liveweight estimates are within 7% of actual cattle liveweight. 70% of the animals assessed must be within this range
Dressing Percentage	(+/-) 3%	Estimate must be within 3% (+/-) of actual dressing percentage. 70% of the animals assessed must be within this range
Carcase weight	(+/-) 12kg	Estimate must be within 12kg (+/-) of actual carcase weight. 70% of the animals assessed must be within this range
Muscle Score	Within 1 (+/-) grade of muscle score	Must be within 1 grade (+/-) of the actual muscle score. 70% of the animals assessed must be within this range
Fat Score	Within 1 (+/-) score of fat score	Estimate must be within 1 score (+/-) if the actual fat score. 70% of the animals assessed must be within this range

Table 7: MLA competency level



SECTION 3

MARKET REPORT COMMENTS

This guideline outlines the requirements for cattle comments for all physical market reports.

MLA is a national service, therefore the quality, content and language must be standardised without losing the independence or individualistic nature of each market.

Market reports are written and then disseminated to a variety of clients including producers, agents and corporate clients such as Rural Press. Therefore, the structure and content of the comments is important to ensure the true picture from each market is communicated. In the majority of instances MLA reports are displayed in the commentary format only and therefore it is essential that they ensure all elements of the market are accurately described.

3.1 General commentary guidelines

Introduction

The first paragraph should be an overview of the market. The purpose of this section is to provide the reader of the report with an indication of what has actually happened at the market. The following should be included in this paragraph as a bare minimum. Remember to use a short, sharp sentence structure.

- Yarding (supply) greater and less and why?
- What impacted on the market? (Explain its relevance and consequences to the day's market)
- Buyer competition
 - Were all the regular buyers in attendance?
 - Stronger or weaker (why?)
 - Where did the cattle go?
- Yarding break up
- E.g. the yarding consisted of good quality vealer and yearling steers, while yearling heifer numbers were limited to a few isolated pens
- What was quality like?
- Overall actual price movements (up/down)

Body

For cattle segregate the body of the commentary into:

- 1. Young cattle
- 2. Grown cattle, cows and bulls

Using the following as a guide:

- Quote price trends as X¢ dearer or X¢ cheaper and provide a reason. Provide reason behind price movements relevant to own market.
- Express prices as a range and/or average, unless the top price is a feature of the market
- When quoting prices and weights, use the MLA standard weight range.
- Quote the relevant indicator grades, unless it is a feature of the sale.
- There should be a correlation between the comments and data.
- Do not use subjective language when explaining a variation in price
- The number of young cattle, grown cattle and cows penned should be quoted if the break-up is available if not provide an estimate as a number or percentage.
- Don't overload your commentary with price you need to find a balance.
- Remember to use a short, sharp sentence structure.
- Try not to repeat the same word too many times.
- Important for comments to flow from light to heavy weights.
- For cattle, try and only quote live weight prices across all categories.
- If open auction cattle have been removed from the total yarding, be sure to mention them in the first paragraph of your comments.

Words to avoid:

- Fully firm
- Rates or values
- Do not use **'grain-fed'** unless prefix states they are certified either say supplementary fed or grain assisted.

Grammar and abbreviations

Table 8 is a list of abbreviations; grammatical corrections and other related structural suggestions that you should adopt in order to maintain a consistent high standard of market commentary

Table 8: List of abbreviations; grammatical corrections and other related structuralsuggestions

	Example	Rule
Quoting cattle prices	Vealers were 4¢ to 5¢ dearer and averaged 121¢/kg.	¢/kg is used once at the end of a sentence where a price, or change in price has been quoted. All prices must have a "¢" immediately after the number.
Quoting live-weight and carcase weight	lwt or cwt following a quoted price	Only use the abbreviations in the report when there is a change in the price quoted. For example, if the prices being quoted have changed from ¢/kg lwt to ¢/kg cwt it would be then necessary to use the abbreviation.
Quoting weight categories	Light, medium, heavy weight	You can quote specific weight ranges if necessary.
Quality	Well-finished, well-conditioned	Quality is described subjectively and must be followed by muscle and fat score – with exception where quality is described in the opening paragraph to provide an overall picture of the market on that particular day.
Quoting muscle and fat scores	The C3 and C4 steers	Provide reason for variation in prices with emphasis on muscle and fat scores. Classification of muscle and fat score should be quoted throughout the commentaries alongside any price quotations.
Write in past tense	500 young cattle were offered	Keep your 'tense' consistent throughout the market report.
Capital letter for cattle breeds	Friesian cows	For every breed included in your market report, a capital should be used.
Round up/down prices	183¢/kg, or \$185/head	If market report states 183.4¢/kg, round down to 183¢/ kg, if it states 183.6¢/kg, round up to 184¢/kg.



QUALITY MANAGEMENT

A Quality Management System (QMS) is a set of policies, processes and procedures required for the planning and execution of a business.

MLA's Market Information Service (MIS) has been certified through SAI Global for its QMS since the 28th August 2006. In that time, the QMS has continued to provide direction and control, highlighted areas of concern and created areas of improvement within the organisation.

The QMS is currently certified to the AS/NZS ISO 9001:2008 standards. The main benefit to having a QMS and being certified is to help maintain the quality and integrity of the data that we provide to levy payers. It has also been developed and implemented to ensure that all customer and stakeholder requirements are satisfied.

Quality problems arising in various areas are to be identified and solved with timeliness, professionalism, efficiency and cost effectiveness. We focus our resources, both technical and human, towards the prevention of quality deficiencies to satisfy organisational goals.

The successful operation of the system relies upon the co-operation and involvement of personnel at all levels. Our commitment to quality will ensure the continued success of our service and the satisfaction of clients and other key stakeholders.

Some of the purposes of the QMS are:

- Requirements, feedback and opportunities are addressed and documented within the management system at the appropriate location and that they are addressed
- Ensure all staff using the QMS are trained and provided with an induction to the system
- Produce records and provide evidence that system requirements have been met
- Continually measure, monitor and analyse any changes that need to be made to ensure the quality and integrity of the data
- · Execute an internal and external audit annually
- Log any opportunities that will help improve the QMS
- The five tick standards mark helps us to let customers know that we are certified with the market leading certification body in Australia



Quality ISO 9001 € SAI GLOBAL



APPENDIX 1

AUS-MEAT LANGUAGE

Table 9: Fat measurement P8 site

Manual measurement

- Fat depths may be measured manually using a cut and measure knife.
- The measurement is taken at the P8 site and is recorded on the Feedback Sheet as consistent indication of the carcase.

Automatic measurement

- Fat depths may be measured electronically at the P8 site using a Hennessey Grading probe.
- The reading is fed into a computer and the measurement recorded on the feedback Sheet.

Fat Class

Below shows mm of fat at P8 site.

Class	mm
1	up to 2
2	over 2 and up to 6
3	over 6 and up to 12
4	over 12 and up to 22
5	over 22 and up to 32
6	over 32

Source: AUSmeat



Table 10: Basic categories

VEAL 'V'

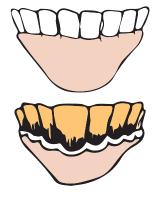
Female or castrate or entire male bovine that:

- Has no evidence of eruption of permanent incisor teeth
- Weighs no more than 150kg (HSCW)
- In males after SSC assessment shows no evidence of SSC $% \left({{{\rm{SSC}}}} \right) = {{\rm{SSC}}} \right)$
- Shows youthfulness and Veal colour (Veal meat colour must not exceed the AUS-MEAT Veal colour standard V5)

BEEF 'A' or BEEF

Female or castrate or entire male bovine (in males shows no evidence of SSC)





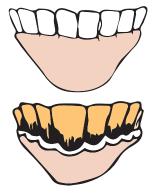
BULL 'B'

Entire or castrate male bovine animals showing signs of Secondary Sexual characteristics (SSC)

- (SSC) in bovine are defined by the following well developed aspects:
 - Muscles on the neck and shoulder
 - Inguinal canal and prominent erector muscle
 - Penis snub

Source: AUSmeat

- Pubic tubercle



SSC = Secondary Sexual Characteristics HSCW = Hot Standard Carcase Weight

Table 11: Definition of a permanent incisor

A permanent incisor is defined as:

- A new incisor that has broken (erupted) through the gum surface
- Permanent incisors are used to determine age in animals
- \bullet Animals with 1-2 permanent incisors are recorded as 2 tooth
- Animals with 3 or 4 incisors are recorded as 4 tooth



Source: AUSmeat

Table 12: Alternative categories to bull

Yearling Entire 'YE'

- Entire male not assessed for SSC
- Has no evidence of eruption of permanent incisor teeth
- Weighs more than 150kg (HSCW)



Young Entire 'YGE'

- Entire male not assessed for SSC
- Has no evidence of eruption of more than two
- permanent incisor teeth
- Weighs more than 150kg (HSCW)

Young Bull 'BYG'

- Castrate or entire male shows SSC
- Has no evidence of eruption of more than two
 permanent incisor teeth
- Weighs more than 150kg (HSCW)

Source: AUSmeat





SSC = Secondary Sexual Characteristics HSCW = Hot Standard Carcase Weight

Table 13: Alternative categories to beef

Yearling Steer 'YS'	Castrate or entire male bovine that: • Shows no SSC • Has 0 permanent incisor teeth	*up to 18 months	(TTTT)
Yearling Beef 'Y'	 Female or castrate or entire male bovine that: Shows no SSC Has no more then 2 permanent incisor teeth 	*up to 18 months	
Young Steer 'YGS'	 Castrate or entire male bovine that: Shows no SSC Has no more then 2 permanent incisor teeth 	*up to 30 months	m
Young Beef 'YG'	Female or castrate or entire male bovine that: • Shows no SSC • Has no more then 2 permanent incisor teeth	*up to 30 months	
Young Prime Steer 'YPS'	 Castrate or entire male bovine that: Shows no SSC Has no more then 4 permanent incisor teeth 	*up to 36 months	
Young Prime Beef 'YP'	 Female or castrate or entire male bovine that: Shows no SSC Has no more then 4 permanent incisor teeth 	*up to 36 months	
Prime Steer 'PRS'	 Castrate or entire male bovine that: Shows no SSC Has no more then 2 permanent incisor teeth 	*up to 42 months	
Prime Beef 'PR'	 Female or castrate or entire male bovine that: Shows no SSC Has no more then 7 permanent incisor teeth 	*up to 42 months	
Steer 'SS'	Castrate or entire male bovine that: • Shows no SSC	*any age	
OX 'S'	Female or castrate or entire male that: • Shows no SSC • Has 0 permanent incisor teeth	*up to 42 months *any age	
Cow 'C'	Female that: • Has 8 permanent incisor teeth	*all ages	A state of the sta
Source: AUSmeat		* Chronological age as	shown is approximation only

* Chronological age as shown is approximation only

SUMMARY – BOVINE

Table 14: Basic categories and ciphers

CATEGORY	CIPHER	DEF	INITION
BEEF	'A'	 Product identified as Category BEEF or Cipher 'A' can be derived from Female, Castrate or Entire Male Bovine animals with no Secondary Sexual Characteristics. Dentition range from 0 to 8 permanent incisor teeth. Product prepared from this category for the domestic trade in Chilled condition must be identified as "BEEF". Frozen product identified with the 'A' cipher diverted from export trade for domestic disposal may retain the cipher 'A'. Primal cuts from Veal carcases weighing 70.1 to 150kg (HSCW) can be included in this category. 	
BULL and BEEF	'BA'	A combination pack containing mixed product derived from Categories Bull 'B' and Beef 'A' must be described as BULL and BEEF or with the cipher ' BA '.	
VEAL	٢¥	veal colour. (Veal meat colour must r standard V5). Carcases must not show evidence o	Ale, castrate or entire male bovine nt incisor teeth and are youthful and not exceed the AUS-MEAT Veal colour f secondary sexual characteristics (SSC). PLEMENTARY CLASS VEAL – Cuts shall be derived from carcases: • weighing 70.1kg to 150kg (HSCW) • Veal Colour : (refer AUS-MEAT Veal meat colour standards
BULL	'B'	 Bull carcases are derived from Entire or Castrate Male Bovine animals showing signs of Secondary Sexual Characteristics. Secondary Sexual Characteristics (SSC) in Bovine are defined by the following well developed aspects: Muscles of the neck and shoulder Inguinal canal and prominent erector muscle Penis stub Pubic tubercle Exposed area of the M. semimembranosus muscle-triangular and, relatively scarce scrotal fat and dark muscle colour 	
ALTERNATIVE CATEGORIES			

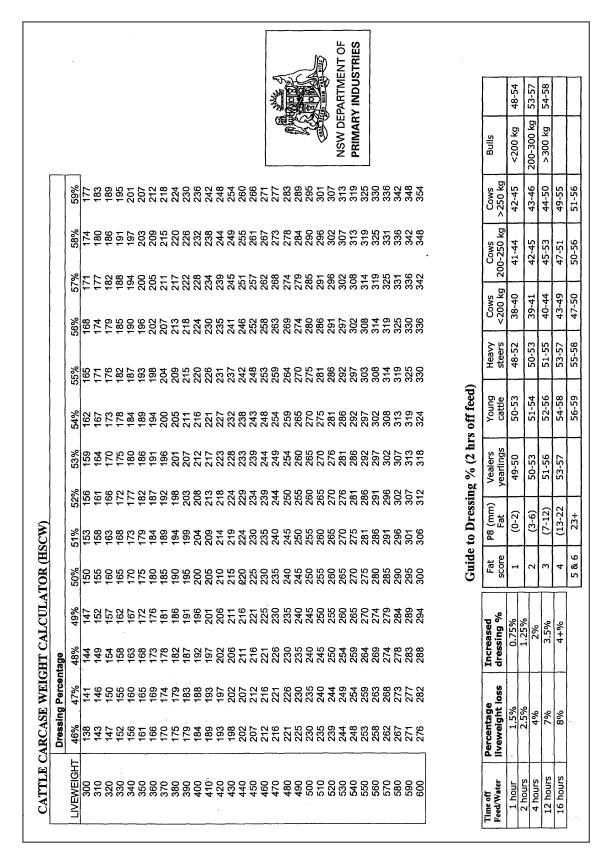
Further reference on the AUS–MEAT Language can be located at the AUS–MEAT website: *www.ausmeat.com.au/ industry-standards/meat.aspx*

Source: AUSmeat

SSC = Secondary Sexual Characteristics HSCW = Hot Standard Carcase Weight

NSW Department of Primary Industries dressing percentage matrix

Figure 3: Dressing percentage matrix



Source: Department of Agriculture



APPENDIX 2

MLA's Cattle assessment sheet

Figure 4: Cattle assessment sheet

Pen No.	Description	Muscle score	Fat score	Live weight	Dressing %



UNIT OF COMPETENCY

Under the evidence guide (see table 17), you are required to undertake a minimum of three forms of training to demonstrate competency.

Unit descriptor

This unit covers the functions required by those enlisted to assess livestock using methods and procedures and defines the standard required to: provide accurate assessments of cattle, including weight, breed, fat and muscle score and dressing percentage; identify livestock and minimise undue stress and risk to livestock, handlers and assessors.

Application of unit

This unit applies to workers in the livestock industry who operate within enterprise guidelines. For example: stock and station agents, Auctions Plus assessors, abattoir assessors and buyers and MLA.

Licensing and regulatory information

N/A

Pre-requisites

N/A

Range statement

This statement relates to the unit of competency as a whole.

Livestock may include beef cattle and sheep.

Use of AUS-meat language and descriptors.

Unit sector

Livestock

Table 15: Elements and performance criteria

ELEMENT	PERFORMANCE CRITERIA
1. Training requirements cattle	1.1 Hazards in the assessment environments are recognised and any concerns reported. Comply with third party WHS requirements.
	1.2 Suitable personal protective equipment is selected and used in relation to WHS requirements
	1.3 Identify stock categories, muscle score, fat score, weight, breed and sex in relation to AUS-meat standards
	1.4 Handle livestock with care when assessing for fat and muscle score and weight
2. Attaining accreditation	2.1 Must attend and pass the cattle training conducted by MLA
	2.2 Address and observe the assessment of weight, grade score and dressing percentage
	2.3 Accurately assess stock to the standards set out in the accuracy standards
	2.4 Consistently assess stock to the accuracy standards
3. Accuracy standards	3.1 Cattle liveweight estimates are within 7% of actual cattle liveweight. 70% of the animals assessed must be within this range
	3.2 Estimate must be within 3% (+/-) of actual dressing percentage. 70% of the animals assessed must be within this range
	3.3 Estimate must be within 12kg (+/-) of actual carcase weight. 70% of the animals assessed must be within this range
	3.4 Must be within 1 grade (+/-) of the actual muscle score. 70% of the animals assessed must be within this range
	3.5 Estimate must be within 1 score (+/-) if the actual fat score. 70% of the animals assessed must be within this range
4. Maintaining accreditation	4.1 After accreditation is received maintaining this is required by:
	 Seasonal work place assessments. 70% of the selected stock must be accurately assessed to maintain competency.
	 Annual abattoir assessment training day. 70% of the selected stock must be accurately assessed to maintain competency.
	Question and answer assessment.
	Acquire results and determine further action with training coordinator

Table 16: Required skills and knowledge

This table describes the skills and knowledge required for this unit

Required skills

- Identify hazards and follow safe work practices
- Recognise livestock abnormalities
- Read and comprehend oral and written information and instructions, write fundamental statements and maintain livestock assessment and reporting records
- Assess and calculate livestock numbers
- Current drivers license
- Apply contingencies in adverse weather conditions. Eg: raining, which makes assessment difficult
- Use oral communication skills/language competence to fulfil the job role specified by the organisation including
- questioning, active listening, asking for clarification when necessary and seeking advice from supervisor
- Use numeracy skills to estimate, calculate and record routine assessments and workplace practices
- $\boldsymbol{\cdot}$ Use interpersonal skills to relate to people from a range of backgrounds and abilities
- $\boldsymbol{\cdot}$ Develop constructive relationships with key livestock sales personnel

Required knowledge

- Livestock breeds, sex and age can be identified
- Conduct training within saleyard and abattoir environments
- Livestock classification or scoring system
- AUS-meat standards
- Assess for quality

Table 17: Evidence guide

The evidence guide provides advice an assessment and must be read in conjunction with the performance criteria, required skills and knowledge, range statement and the assessment guidelines for the training package.

Overview of assessment	
Critical aspects for assessment and evidence required to demonstrate competency in this unit	The evidence required to demonstrate competency in this unit must be relevant to workplace operations and satisfy holistically all of the requirements of the performance criteria and required skills and knowledge and include achievement of the following. A minimum of three forms of evidence are required to demonstrate competency. Three forms of evidence means three different kinds – not three pieces of the same kind. All assessments must be conducted against AUS-meat industry standards and regulations as well as MLA's guidelines.
Context of and specific resources for assessment	Competency requires the application of work practices under work conditions. Selection and use of resources for some sites of assessment may differ due to regional and enterprise circumstances. Competency must be identified and sustained over time.
Context and specific resources for assessment	Real saleyard environment Real abattoir environment



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