

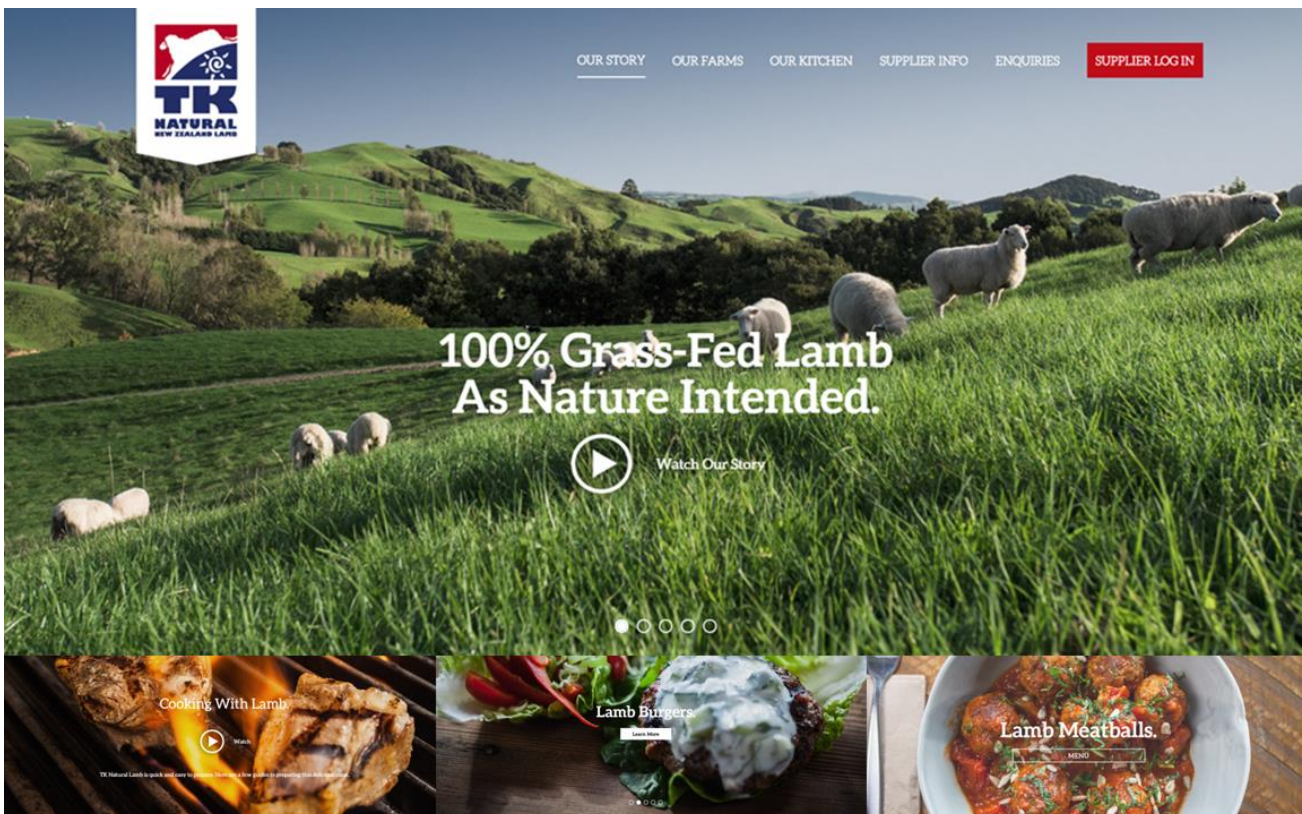


Newsletter November 2017

NEW WEBSITE

We are pleased to advise a new modernised TK website is scheduled to go live on Monday 20th November. We hope you will have time to view it.

www.tknaturallamb.com



The new website has been modernised, is more consumer focused and contains a number of videos and 24 new recipes.

As above the site has a new menu bar and includes a SUPPLIER LOGIN section where we plan to publish our schedules each week.

We invite you all to go to this supplier login section and create a login.

It is a real simple 5 step process:

1. Click on supplier login (top right corner of main site)
2. Click on the tab that says 'get a password'
3. Enter your email address OR your vendor number and click 'reset password'
4. Then go to your emails and click on the link in the email you receive from us (please allow a few minutes for the email to come through to your inbox)
5. The link will take you to a screen to enter and reconfirm your password. Hit 'Save'.

Going forward, simply click on 'log in' using your email address or vendor number and your new password.



We would at this time like to express our particular thanks to Bill & Sue Garland, Brendan and Trudy Denize and Anthony and Dani Darke and their extended families for allowing us to capture both videos and still imagery for the site on their respective properties. Thanks to all of you generous people.

Under the SUPPLIER INFO section we further explain our two new Farm Assurance Programmes that have been outlined to you over recent months and that become effective on 19 November.

The TK Elite Farm Assurance Programme



- This is specifically to supply our key customer Whole Foods and subject to independent auditing at least every 15 months to the Global Animal Partnership (GAP) standard. The target specification for our Elite programme is 18.0kg – 25.9kg GR 3–16mm and the added value you gain by becoming a TK Elite supplier is a per head assurance payment of \$2.00 and the benefit of a specific Elite schedule.

The TK Gold Farm Assurance Programme



- This is founded on the latest Red Meat Profit Partnership (RMPP) New Zealand farm assurance programme and aligns the base standards of most meat companies and creates a base industry wide scheme requiring an independent audit at least every 3 years. The target specification for the Gold programme is 14kg – 25.9kg GR 3–16mm and the added value is a per head assurance payment of \$0.85.

The new schedules associated with these two new procurement programmes will be the ones displayed on the new site, and as exemplified below include a comparative net farm gate price per carcass between the two schedules.

LAMB SCHEDULE		Week: 8	Elite		Gold		Lamb Net price ex Farm Gate				
Commencing: 19 November 2017			global animal PARTNERSHIP		RED MEAT PROFIT PARTNERSHIP		Elite Gold				
Grade	Carcass Weights	GR	Meat \$/kg	Changes	Meat \$/kg	Changes	KGS	\$/hd	c/kg	\$/hd	c/kg
L1	Up to 12.9 kg	3 to 15 mm	\$6.25	No Change	\$6.25	No Change	12.9	\$64.67	\$5.01	\$64.67	\$5.01
L2	13.0 kg to 13.9 kg	3 to 15 mm	\$7.20	No Change	\$7.20	No Change	13.9	\$84.12	\$6.05	\$84.12	\$6.05
M1	14.0 kg to 15.9 kg	3 to 15 mm	\$7.50	No Change	\$7.50	No Change	14	\$89.04	\$6.36	\$89.04	\$6.36
M2	16.0 kg to 17.9 kg	3 to 15 mm	\$7.50	No Change	\$7.50	No Change	15.9	\$103.29	\$6.50	\$103.29	\$6.50
H1	18.0 kg to 21.9 kg	3 to 15 mm	\$7.65	No Change	\$7.50	No Change	17	\$111.54	\$6.56	\$111.54	\$6.56
H2	22.0 kg to 25.9 kg	3 to 15 mm	\$7.65	No Change	\$7.50	No Change	17.9	\$118.29	\$6.61	\$118.29	\$6.61
OV	26.0 kg and over	3 to 15 mm	Capped @	\$194.00	Capped @	\$194.00	18	\$121.74	\$6.76	\$119.04	\$6.61
F	Fat grade	16 & over	All fat grades minus 50 cents		All fat grades minus 50 cents		20	\$137.04	\$6.85	\$134.04	\$6.70
C	Cutter grade	All Weights	All cutter grades minus 50 cents		All cutter grades minus 50 cents		21	\$144.69	\$6.89	\$141.54	\$6.74
Example for Fat and Cutter Grades							21.9	\$151.58	\$6.92	\$148.29	\$6.77
17.0 kg cutter will be priced at M less 50 cents							22	\$152.34	\$6.92	\$149.04	\$6.77
17.0 kg fat will be priced at M less 50 cents							23	\$159.99	\$6.96	\$156.54	\$6.81
							24	\$167.64	\$6.99	\$164.04	\$6.84
							25	\$175.29	\$7.01	\$171.54	\$6.84
							25.9	\$182.18	\$7.03	\$178.29	\$6.88
							26	\$178.04	\$6.85	\$178.04	\$6.85
							30	\$178.04	\$5.93	\$178.04	\$5.93

MUTTON SCHEDULE		MuttonLamb Net price ex Farm Gate					GOAT SCHEDULE			
GR	0 - 18 kgs	18.1 - 26.0 kgs	26.1 - 30.0 kgs	30.1 - 34.0 kgs	34.1 kgs +	GL	GM-GH	GHH		
25 +		OVER FAT (OF) \$3.90 per kg				LT	0 - 18	18.0	\$67.68	\$3.76
16-24.9	LIGHT (LT)	P2	H2	S2	SH2	LN	18.1 +	20.0	\$75.48	\$3.77
		\$4.35 per kg	\$4.35 per kg	\$4.35 per kg	\$3.90 per kg	P1	18.1 - 26.0	22.0	\$93.18	\$4.24
3-15.9	per Kg	P1	H1	S1	SH1	P2	18.1 - 26.0	22.0	\$93.18	\$4.24
		\$4.35 per kg	\$4.35 per kg	\$4.35 per kg	\$3.90 per kg	H1	26.1 - 30.0	28.0	\$119.28	\$4.26
0-3		LEAN (LN) \$3.90 per kg				H2	26.1 - 30.0	28.0	\$119.28	\$4.26
						S1	30.1 - 34.0	32.0	\$136.68	\$4.27
						S2	30.1 - 34.0	32.0	\$136.68	\$4.27
						SH1	34.1 +	34.1	\$130.47	\$3.83
						SH2	34.1 +	34.1	\$130.47	\$3.83
						OF	34.1 +	30.0	\$114.48	\$3.82

FEES / CONDITIONS	
Less MPI Fee	\$1.92 \$/Hd
Less Beef & Lamb Levy	\$0.60 \$/Hd
Condemned mutton	\$5.50 \$/Hd

FEES / CONDITIONS	
Less MPI Fee	\$1.92 \$/Hd
Max length 850mm from base of neck to tail	
No payment for goats less than 6.0 kgs	



ANNOUNCEMENT & SPECIAL OFFER

The wider TK group has recently purchased CLASSIC SHEEPSKINS an added-value sheepskin business in Napier. Classic Sheepskins has been tanning and manufacturing sheepskins and sheepskin products since 1969 and market their products both online and through various global channels.

- For TK this is all about getting closer to the final consumer and returning maximum value for our skins.
- For you our suppliers we are offering the ability to purchase products at a discount and also see how we continue striving to add value in this challenging sector.

SPECIAL OFFER --- A 10% DISCOUNT ON YOUR FIRST ON-LINE PURCHASE.

Classic Sheepskins have an extensive product range including their world famous SNUGGLE FEET slippers, along with sheepskin boots, car seat covers, baby products, bedding products, specialty skins, innersoles and of course beautiful sheepskin rugs.



- There must be something here for that special Christmas gift.

All the Classic Sheepskin products are made with natural materials and skins from our TK and wider group suppliers.

Log onto the Classic Sheepskins website and use the coupon code **TE KUITI** to take 10% off your first online purchase. This offer expires 31/12/17.

<http://www.classicsheepskins.com/>

We hope you find something you like.

ADDITIONALLY – Classic Sheepskins offer a specialist SKIN TANNING SERVICE

This is a popular way to add unique value to a home kill or preserving a trophy skin at a much cheaper rate than taxidermy. Skins can be preserved through salting or freezing and sent to Classic from around the country for tanning.

For more information about this Commission Tanning service follow the link below.

<https://www.animaltanning.co.nz/>

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