

# WAMMCO

# Info

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WAMMCO International  
A DIVISION OF THE WESTERN AUSTRALIAN MEAT MARKETING CORPORATION

## Another strong result for WAMMCO

WA's Meat Marketing Cooperative has marked its ninth year of operation with a near-record profit of \$2.7 million, a \$1 million pool bonus payment for both qualifying lamb and mutton, the admission of 582 new producer members, and was topped off by winning a national employment award.

The results will be reported at WAMMCO's Annual General Meeting at Lake Grace on Wednesday, October 29, 2008.

In announcing the result WAMMCO chairman Dawson Bradford and chief executive Des Griffiths said the cooperative's major future challenge would be to maintain the viability of its members, and its own processing operations.

Other points highlighted in their announcement were:

- The \$2.7 million profit was \$1.3 million above the 2006/07 profit of \$1.4 million.
- Pre-tax net profit was achieved on

turnover of \$89 million, down from \$91.1 million in 2006/07

- The member pool bonus of \$1 million was maintained at 5 per cent of the value of livestock supplied by qualifying members for the fourth consecutive year.
- Mutton was included in the pool distribution for the first time with an average \$1.07 per head. The bonus for qualifying lambs averaged \$3.37 with a top of \$5.30 a head.
- The cooperative has distributed a total of \$3.8 million in additional bonuses to members over the past four years
- WAMMCO paid an average price per head to lamb producers of \$65.55, down slightly from \$65.90 the previous year.
- The average weight of lambs processed fell from 21.3 kg in 2006/07 to 21.04 kg
- The growing confidence of sheep and lamb producers in their own cooperative. There are now about

1900 producer members of WAMMCO following 582 new applications during the year

- Labour shortages at Katanning cost lamb producers an estimated \$3 per head in extra value adding.
- The new by-products plant at Katanning has already improved revenue by \$0.73 per head to producers.

The WAMMCO Board is actively seeking a new chief executive to replace Des Griffiths who has announced his retirement.

Speaking to Farm Weekly after the result was announced Des said "as supply dries up we can confidently predict higher prices which will help producers to stay in sheep, but there will probably be some short term pain for processors.

"Strong global demand for lamb, coupled with falling world sheep production will keep Australian sheep producers in a good position," he said.

## Show first

KATANNING'S annual show on October 26 has been renamed the WAMMCO International Katanning Agricultural Show under a major new sponsorship agreement.

WAMMCO's \$10,000 key sponsorship will run for two years and will see the cooperative involved with events and displays and possibly the sale to show patrons of special WAMMCO lamb rolls for charity.

Katanning Agricultural Society President, Leisha Wood said this week her society was delighted that WAMMCO had agreed to sponsor the town's major annual event and to play an active role in building the show.

The Cooperative's predecessor, Metro Meat International was a major sponsor of the community centre constructed at the showgrounds in 1997 and WAMMCO was a sponsor of the Multicultural festival until it was discontinued last year.

Katanning manager Tony Bessell said WAMMCO was pleased to represent its employees and its farmer shareholders by supporting the annual community show.

## Lamb competition open for entries

WAMMCO and its co-sponsors have launched the 2008/09 State Lamb Carcase competition with a total of \$13,000 in cash and prizes for the top performers.

Supply Development Manager, Rob Davidson said entries opened in early August and the first nominations were expected in September.

"With the current buoyant prices for lighter lambs and the sucker season just starting, it may take time for the heavier lambs to appear. However seasoned and new entrants know the value this competition provides and we are again looking forward to their support."

Rob said judging grids, the \$50 entry fee and the requirement of at least 100 lambs born in 2008, were consistent with past competitions.

Bayer Health Australia had joined the spon-

sor list this year, with the company also working closely with WAMMCO to address the increasing ovis problem in WVA.

Elders, Primaries, Ballard Seeds, Milne Feeds and Farm Weekly are regular sponsors of the competition with WAMMCO.

Rob is again expecting a widening range of prime lamb genetics to be represented in the 2008/09 competition, supporting the contention that 'no one breed dominates' the annual event.

Bevan Nottle of Narrogin was the 2007 winner with a White Suffolk entry, Hugh and Dean Levett of Walkaway were second with Dorpers and Mick and Todd Quinlivan of Esperance came in third with SAMMS.

Producers with any queries about the competition should contact Rob on 0429 380195.



□ WAMMCO International supply development manager Rob Davidson (left) with Elders representative Ian White, WAMMCO International chairman of directors Dawson Bradford, competition winner Bevan Nottle, Middlmoor White Suffolk stud, Narrogin.



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## EMPLOYER OF THE YEAR

WAMMCO's efforts to source and secure an adequate workforce for its growing inland business has resulted in national recognition for the cooperative.

Katanning manager, Tony Bessell recently flew to Cairns to receive the 2008 Employer of the Year Award from NESAs, national body of the employment industry.

WAMMCO was nominated for the award by Community First employment agency in Katanning, which has worked closely with Judy Cameron, Odetta Robertson, Nigel Aitken and Tony Bessell to identify potential sources of labour and to trial ways of integrating them into WAMMCO's Katanning workforce.

"For some years, there has been no regular pool of labour for us to access and we have been constantly looking at ways to overcome the problem," Tony said.

"The results included a 'mothers shift' for women with children at school, job sharing work, help with transport for those without a vehicle or a vehicle licence and finding ways to employ impaired people.

"Community First manager Michael



Award winners: Tony Bessell (left) and Odetta Robertson, WAMMCO, NESAs achiever of the year Lynne Ward and Michael Pemberton, Community First, Katanning, Judy Cameron and Nigel Aitken, WAMMCO.

Pemberton began preparing groups of ten applicants in a 'job readying' program and WAMMCO would trial them for a short period to determine their potential.

"We now employ about 140 job applicants under this scheme, some of which are working for the first time, and this represents about an 80 per cent success rate."

Tony said the scheme had attracted applicants not only from Katanning but also

from nearby towns in the Great Southern, and the project had enjoyed good community support in the region.

WAMMCO also continues to look overseas for new sources of labour and is currently working with the Department of Multicultural Services and the Burmese community in Perth, as well as the local Baptist community to bring up to 50 Burmese humanitarian refugees to Katanning. The first group of applicants is due shortly

## Katanning Upgrades

WAMMCO has commissioned a firm of New Zealand process design engineers to upgrade key components of its post-slaughter operations to increase efficiency and productivity.

Tony Bessell said the WAMMCO board was expected to consider plans in September/October with the upgrade, expected to cost around \$2 million, scheduled to begin in 2009.

"We have made constant replacements to plant and equipment in the carcase breaking area, but this is the first complete revamp of the system we have undertaken, Tony said.

"It will give us a state-of-the-art facility with many benefits from new technology and design."

A new \$430,000 blood treatment plant, prefabricated in New Zealand, is expected to arrive at Katanning this month. Work is also advanced with siteworks for the new skin shed, and a start is expected soon on the new truck access area adjacent to the lairage.

## BONUS UPDATE

THE flow-on benefits to WAMMCO members who pool the stock they supplied to their cooperative have again been highlighted by the \$1 million in pool bonus payments from another solid trading year.

A further 582 producers were welcomed as WAMMCO shareholders in 2007/08, and mutton producers were also included for the first time in bonus disbursements.

However Chief Financial Officer, Bruce Ede has urged all producer members to ensure that they hold sufficient shares to cover their pooled stock so as to maximise any pool bonus that may be declared. Pooled stock are those traded over the hooks (weight and GR measurement) at WAMMCO's weekly schedule.

Producers with any queries on their share/bonus entitlements may contact Bruce on 92620999.

## WEATHER ALERT

FORECASTS of a wetter, warmer three months ahead have prompted warnings for lamb producers to watch for flies, feed conditions and fat scores.

"If the weather is wetter and warmer than normal, flies will be a problem," WAMMCO's Supply Development Manager, Rob Davidson warned this week.

"If there are good rains followed by a

dry spell, grass seeds could be a problem, and some fat score 5 lambs have already been processed - reaffirming the value of producers knowing how to fat score their animals."

"These are conditions that will require close monitoring and management and we will be urging producers to take early advice."