

TINOTENGA MOMBE

WE BUY
CATTLE

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SELLING [★] CATTLE **FOR** SLAUGHTER



The markets for slaughter cattle and young-stock are different, and the trends vary, so this concentrates on **SLAUGHTER CATTLE**.

WHERE TO START?

Are the cattle you intend to sell ready for slaughter? In many cases, young cattle or thin cattle are worth more if sold to a farmer, or into a feedlot, than for direct slaughter. So check whether an abattoir is the best price for your particular animal.

As a general rule, if the animal is full mouth and fat, our abattoir will be the best market, if the animal is young, or thin, consider alternatives before consigning your animal for direct slaughter. Call one of our buyers in your area for the live cattle purchase option.

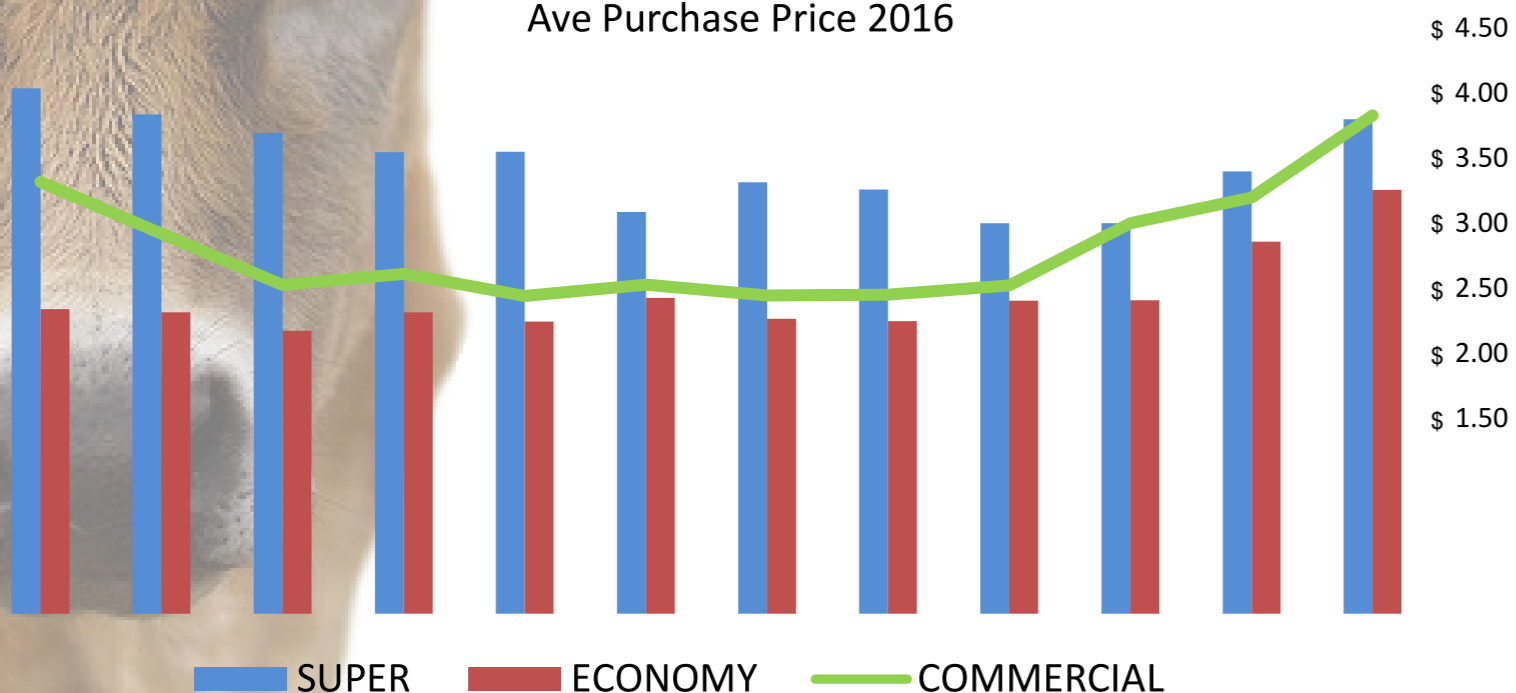
GENERAL TRENDS

The slaughter price is very dependent on supply and demand. Therefore the prices vary throughout the year and vary with different seasons, for example at the end of the summer there are many fat cattle available for sale, so the price is slightly lower than at the end of the winter when there are a lot less fat cattle available. The abattoirs and butchers are reliant on customers to buy their beef, so there are times of the year when the consumers have less money than at other times, for example at the beginning of school terms, which also affects demand.

“ Slaughter prices generally follow the curve shown below, with the lowest prices in cents per kg being at the end of the summer, and the highest at the end of the winter. ”

Ave Purchase Price 2016

Ave Purchase Price 2016



STEPS TO SELL YOUR ANIMAL FOR SLAUGHTER

Call our abattoirs for latest prices, the prices are very competitive and there is seldom much difference between the major abattoirs, they all sell to the same customers, and the real difference is in the service offered.

Paperwork required will be a veterinary movement permit, and a police clearance, before an animal is allowed to be trucked for slaughter.

There are 5 slaughter **GRADES**, Super, Choice, Commercial, Economy and Manufacturing. When cattle are slaughtered at a registered abattoir, a government trained and employed meat grader inspects every carcass and classifies the carcass using three main criteria, as follows:

- how old is the animal, either 0-6 teeth, Full mouth or fully aged, see page 23.(in the main booklet)
- how fat is the animal, , measured from 0, (no fat) to 6, (very fat)
- how well muscled/fleshed is the animal. Measured A (very well-muscled) to E, (very poorly muscled).

QUESTIONS TO ASK BEFORE DELIVERING AN ANIMAL FOR SLAUGHTER.

- Price per grade.
- How long is the price valid for? (especially important if you encounter delays in transport, as prices fluctuate)
- Who will pay the transport? Our abattoirs will assist with the cost of transport for full truckloads for example.
 - Policy on detained or condemned carcasses.
 - When will payment be effected?
 - How will payment be effected, i.e. Cash, RTGS, Ecocash or a combination of these.

Assessing the expected grade whilst the animals are still alive is a skill which can be quickly learnt, but in very general terms one can expect cattle to be graded as follows:

- Super – Young, well above average fat cover, 420kg live-weight and above.
- Commercial – Mature fat cattle.
- Economy – Mature thin cattle.
- Manufacturing – Extremely thin cattle

A combination of these three classifications determines the **GRADE**.

The carcass weight is taken on a scale at the end of the slaughter line, which is known as the **HOT DRESSED MASS**. The industry standard is that all transactions are based on **COLD DRESSED MASS**, which is based on 97% of the **HOT DRESSED MASS**, to take account of the water and blood loss that takes place in the cold room overnight. You will frequently see prices quoted as \$xx per kg **CDM**, which refers to this **COLD DRESSED MASS**.

A government trained and employed meat inspector will inspect every carcass, and if found to have measles will **DETAIN** the animal, to be frozen for a period of time, and on the very rare occasion, will **CONDEMN** an animal that has a disease which renders the animal unfit for human consumption. It is important to clarify the abattoir policy in the event your animal is either detained or condemned, it does happen!!

TIPS

Handle cattle going to slaughter very carefully, every bruise from rough transport, or sticks, will be trimmed off, reducing the weight you will be paid for.

Book your cattle in, on some occasions there are more cattle at the abattoir than they can handle, so a quick phone call will ensure your animal(s) are included in the daily kill.

Give your local veterinary and police representative some warning of your need for permits and police clearance so they can plan for your needs.

