

Northumberland Lamb Marketing Co-Op

Producer Guidelines

Issued Date: May 9, 2013
Revision date: February 6, 2017
Approved by: Robert

Northumberland Lamb Marketing Co-op (Northumberland) will buy lambs from any Maritime producer, whether they are members of the co-op or not. However, each supplier (member and non-member) must agree to comply with guidelines as outlined below. Producers wishing to sell lambs through Northumberland should take the following steps:

1. **Review** and understand the requirements as outlined on the Producer Letter of Guarantee. Each producer must sign and date this agreement as verification they are willing to abide by Northumberland's quality and food safety standards. This Letter of Guarantee is to be returned to Mike Isenor (Plant Manager) and be kept on file as part of the Approved Supplier Program.
2. **Weigh** your lambs. They should be weighed every couple of weeks (at least the heavier ones) so that you know what you have and how fast they are growing. We need lambs that dress 42-52 lbs.
3. **Phone** Michael Isenor (Plant Manager) at 895-4262 two or three weeks before you think the lambs will be ready. Be sure to weigh lambs before calling so that you can tell Michael exactly what you have. At this time, he will be able to tell you what price we are paying.
4. **Phone again** when the lambs are ready. (You should have weighed them again by this time). You will be given a booking date or be put on a list and called when we can take them. If the waiting time is longer than two weeks producers who have shipped lambs in the winter or spring will be given priority in the summer and fall.
5. Producers who ship lambs for the first time should arrange to deliver them when Michael can be there to go through them with you and live-grade them. **A Producer Letter of Guarantee can be filled out, signed and dated at this time.**

Please note the following general information:

- It is recommended that producers follow the CSF's Food-Safe Farm Practices however it is not required but must follow good agricultural practices.
- Please keep lambs as clean and dry as possible.
- Please be careful to observe drug withdrawal periods prior to slaughter.
- We do not accept downers so please ensure animals delivered are in a healthy state.
- Please ensure you are using feeds that are free of banned substances and adequate feed withdrawal periods are followed.
- Notify Plant Manager if an animal has a broken needle that could not be removed and clearly mark area on hide where needle is located.
- Lambs should be handled carefully. Holding or lifting them by the wool is particularly undesirable, as it leaves severe bruising and reduces quality of end product.

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- When unloading lambs at Brookside, every effort must be taken to prevent injury or excessive stress to the animal.
- If an animal gets loose from unloading area, it is the producer's responsibility to safely contain animal within the fenced perimeter of the property (i.e. close driveway gate) and corral animal back to unloading area.
- We do not support the use of biosolids and do not knowingly take lambs from farms that use them.

Delivery

Upon arrival at Northumberland, check in at the Main Office before unloading animals. At the time of unloading, a *Live Animal Receiving & Screening Record* is located inside the barn entrance. Each producer must record the following information:

- Date of delivery
- Time delivered
- Producer name or ID
- # of animals delivered
- Pen # animals placed in
- CFIA Tag # from Producer
- Northumberland Tag #

Quality of Lambs

Lambs to be sold in April as "new crop" must be born November 1 or later. Lambs are paid for in about ten days from slaughter.

Lambs which are fat or very thin are not acceptable to our customers. We are able to pay a high price to producers because our customers pay for quality. The price we pay for lambs takes into account their weight and degree of fatness.

Fatness is determined by the measurement of tissue thickness over the 12th rib (GR Measurement). Lambs between 35 lb. and 54 lb. dressed weight which are not over-fat receive our full price. Others receive a lesser percentage of the Base Price as shown on the GR price index.

We all produce the occasional fat lamb, but several such lambs in a shipment is a signal that some management changes (usually in feeding) are needed before the next shipment. Learn to assess your lambs by feeling their backs, ribs and tails. Michael can assist you with this.

As well, the price pay-out can also be determined by the cleanliness of the lambs upon delivery. For example: if you deliver a lamb with excessive manure on hide, excessive mud, etc. this can affect the quality of the product further down the process. Therefore lambs in a dirty condition can be rejected upon delivery or you can be subject to a monetary penalty. If you consistently

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deliver dirty lambs you risk being taken off our Approved Supplier List.

Producers who have questions or concerns about the way Northumberland operates should contact our manager or one of our directors. We can only resolve problems if you tell us about them.

Northumberland was set up to establish an effective marketing system for lambs produced in Nova Scotia. We believe that producers can get the best deal by working together rather than