

## Recovery rate and commercial viability

This size variability impacts on both the recovery rate and commercial viability for eels under 1kg ie those that can be sold whole versus portioned eels over 1 kg is shown in Table 1. The impact of portioned eels on commercial viability is reflected in Table 2 below.

Table 1. Australian Wild Caught Eel processing data (February 2022)

Eel	Whole	Gutted	Recovery	Soaked	Change	Cooked	Recovery	recovery	Packaged	Recovery	Tail Meat	Head & Tail Waste
U 1.2kg	0.78	0.767	98.21%	0.799	0.032	0.657	84.12%	2 pce @ .457g	0.457	58.51%	0.045	0.144
U 1.2kg	0.76	0.666	87.52%	0.766	0.1	0.561	73.72%	2 pce @ .393g	0.393	51.64%	0.051	0.115
	2.60	2.42	93.08%	2.7	0.28	1.814	69.77%	portion bagged pce @ 1.178kg	1.178	45.31%	0.185	0.416
U 1.2kg	0.70	0.663	94.99%	0.693	0.03	0.566	81.09%	2 pce @ .418g	0.418	59.89%	0.041	0.99
U 1.2kg	1.01	0.997	98.91%	1.034	0.037	0.83	82.34%	3 @ .570g	0.57	56.55%	0.063	0.191
	4.60	4.32	93.91%	4.6	0.28	3.56	77.39%	portion bagged pce @ 2.57kg	2.57	55.87%	0.265	0.653
	4.00	3.72	93.00%	4	0.28	3.06	76.50%	9pce @ 2.415kg	2.415	60.38%	0.143	0.483
U 1.2kg	1.11	1.013	91.59%	1.117	0.104	0.794	71.79%	2 @ .545g	0.545	49.28%	0.072	0.17
U 1.2kg	0.82	0.765	92.84%	0.828	0.063	0.598	72.57%	2 @ .439g	0.439	53.28%	0.053	0.1
	2.73	2.58	94.64%	2.736	0.156	1.987	72.89%	@ 1.452kg	1.452	53.26%	0.117	0.371
	1.47	1.365	92.61%	1.491	0.126	1.038	70.42%	3 @ .724g	0.724	49.12%	0.085	0.222
<b>Average Batch 1</b>	<b>20.58</b>		<b>93.75%</b>		<b>0</b>		<b>75.69%</b>			<b>53.92%</b>		
U 1.2kg	0.87	0.809	92.56%	0.887	0.078	0.664	75.97%	3pce @ .468g	0.468	53.55%	0.038	0.158
	1.33	1.263	94.96%	1.338	0.075	1.072	80.60%	3pce @ .681g	0.681	51.20%	0.093	0.293
	1.43	1.323	92.84%	1.428	0.105	1.109	77.82%	3pce @ .718g	0.718	50.39%	0.1	0.289
	2.27	2.178	95.78%	2.298	0.12	1.832	80.56%	5pce @ 1.168kg	1.168	51.36%	0.473	0.158
	1.51	1.396	92.70%	1.521	0.125	1.126	74.77%	3pce @ .655g	0.655	43.49%	0.141	0.323
	1.31	1.268	96.79%	1.328	0.06	1.034	78.93%	3pce @ .700g	0.7	53.44%	0.103	0.215
U 1.2kg	1.01	0.944	93.19%	1.024	0.08	0.838	82.72%	3pce @ .605g	0.605	59.72%	0.053	0.183
U 1.2kg	1.00	0.965	96.50%	1.017	0.052	0.846	84.60%	3pce @ .581g	0.581	58.10%	0.07	0.193
	2.75	2.377	86.50%	2.764	0.387	1.892	68.85%	5pce @ 1.330kg	1.33	48.40%	0.123	0.442
U 1.2kg	0.75	0.732	97.47%	0.758	0.026	0.586	78.03%	2pce @ .416g	0.416	55.39%	0.039	0.131
U 1.2kg	1.13	1.099	97.26%	1.152	0.053	0.959	84.87%	3pce @ .651g	0.651	57.61%	0.057	0.239
U 1.2kg	1.15	1.128	98.09%	1.182	0.054	0.95	82.61%	3pce @ .628g	0.628	54.61%	0.078	0.247
U 1.2kg	1.05	1.018	96.68%	1.073	0.055	0.862	81.86%	3pce @ .580g	0.58	55.08%	0.053	0.228
	1.91	1.789	93.57%	1.928	0.139	1.496	78.24%	4pce @ 1.060kg	1.06	55.44%	0.113	0.315
<b>Average batch 2</b>	<b>19.48</b>		<b>94.63%</b>				<b>79.32%</b>			<b>53.41%</b>		
<b>Average both</b>			<b>94.19%</b>							<b>53.66%</b>		

Table 2. Impact of buy price on end user pricing for whole and portioned eel

Sell Whole	Purchase price	Whole			sell 25%			Based on 30% G.P. Manu	
		Ave recovery	cost price	Prdn cost	25% GP	30%GP	43%gp	Dist Margin	Retail Margin
Eel under 1kg	8	82	\$9.76	\$5.00	\$19.63	\$21.10	\$25.82	\$28.06	\$49.11
	9	82	\$10.98	\$5.00	\$21.25	\$22.85	\$27.96	\$30.38	\$53.17
	10	82	\$12.20	\$5.00	\$22.87	\$24.59	\$30.09	\$32.70	\$57.23
	11	82	\$13.41	\$5.00	\$24.49	\$26.33	\$32.23	\$35.02	\$61.29
	12	82	\$14.63	\$5.00	\$26.11	\$28.08	\$34.36	\$37.34	\$65.35
	13	82	\$15.85	\$5.00	\$27.74	\$29.82	\$36.49	\$39.66	\$69.41
	14	82	\$17.07	\$5.00	\$29.36	\$31.56	\$38.63	\$41.98	\$73.47
	15	82	\$18.29	\$5.00	\$30.98	\$33.31	\$40.76	\$44.30	\$77.53
	16	82	\$19.51	\$5.00	\$32.60	\$35.05	\$42.90	\$46.62	\$81.58
	17	82	\$20.73	\$5.00	\$34.22	\$36.80	\$45.03	\$48.94	\$85.64
	18	82	\$21.95	\$5.00	\$35.85	\$38.54	\$47.16	\$51.26	\$89.70
	19	82	\$23.17	\$5.00	\$37.47	\$40.28	\$49.30	\$53.58	\$93.76
	20	82	\$24.39	\$5.00	\$39.09	\$42.03	\$51.43	\$55.90	\$97.82
Sell Portioned	Purchase price	Ave Recovery	cost price	Prdn cost	25% GP	30%GP	43%gp	25%	40%
Up to 2kg	8	53	\$15.09	\$5.00	\$26.79	\$28.73	\$35.17	\$38.30	\$67.03
	9	53	\$16.98	\$5.00	\$29.30	\$31.43	\$38.47	\$41.90	\$73.33
	10	53	\$18.87	\$5.00	\$31.82	\$34.13	\$41.77	\$45.50	\$79.62
	11	53	\$20.75	\$5.00	\$34.33	\$36.83	\$45.07	\$49.09	\$85.91
	12	53	\$22.64	\$5.00	\$36.85	\$39.53	\$48.37	\$52.69	\$92.21
	13	53	\$24.53	\$5.00	\$39.36	\$42.23	\$51.67	\$56.29	\$98.50
	14	53	\$26.42	\$5.00	\$41.88	\$44.92	\$54.98	\$59.88	\$104.80
	15	53	\$28.30	\$5.00	\$44.39	\$47.62	\$58.28	\$63.48	\$111.09
	16	53	\$30.19	\$5.00	\$46.91	\$50.32	\$61.58	\$67.08	\$117.38
	17	53	\$32.08	\$5.00	\$49.42	\$53.02	\$64.88	\$70.67	\$123.68
	18	53	\$33.96	\$5.00	\$51.94	\$55.72	\$68.18	\$74.27	\$129.97
	19	53	\$35.85	\$5.00	\$54.45	\$58.41	\$71.49	\$77.87	\$136.27
	20	53	\$37.74	\$5.00	\$56.97	\$61.11	\$74.79	\$81.46	\$142.56