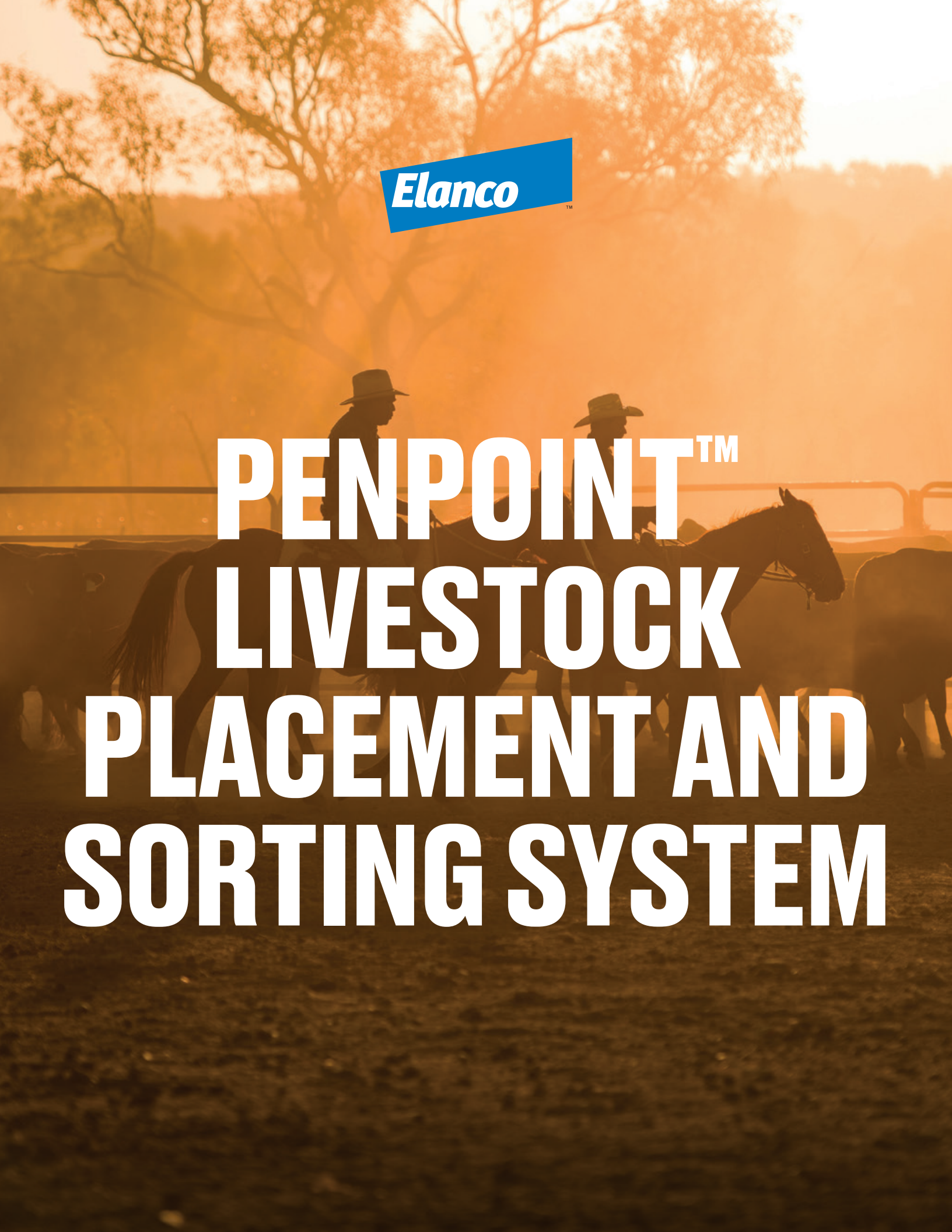
Elanco
PENPOINT™
LIVESTOCK
PLACEMENT AND
SORTING SYSTEM

PENPOINT™ LIVESTOCK PLACEMENT AND SORTING SYSTEM

NOW FROM ELANCO

Rely on the data of a scientifically proven system to help create more uniform pens that can result in incremental gains in profit. PENPOINT, now offered by Elanco, is designed to classify, sort and project cattle to help ensure uniformity and maximize pen utilization resulting in improved profits. It is the result of extensive research, development and testing. PENPOINT simplifies the difficult task of objectively measuring and sorting cattle to help return the benefit of less diverse, yet full pens of cattle.

THE VALUE OF PEN OPTIMIZATION

Would you like to gain an additional $10-$40 per head[1]? Classifying, sorting and projecting incoming animals into homogenous feeding cohorts, and ensuring the cohorts are fed to optimal end weight has demonstrated a significant impact of $10-$40/head for producers. A controlled research study of 12,874 randomized steers fed in 48 pens over eight months was utilized to confirm this additional value.

THIS ADDITIONAL VALUE IS ACHIEVED BECAUSE CATTLE SORTED AND PROJECTED WITH PENPOINT:

- Produce both **increased live** and **hot carcass** weights[2].
- Are **more consistent in size** (less over- and under-weight carcasses) and maturity (less YG 4 & 5s)[2].
- When sold on a grid, these attributes deliver **more premiums** and **less discounts[2].**
- Sold live, cattle return **more value** due to **increased live weights[2]**.

By using the PENPOINT proportional sorting and projecting feature, head counts in pens are statistically balanced during sorting according to pen capacity requirements. This improves feed pen utilization to receive the benefit of feeding full pens of cattle. Sorted cattle also reduce or eliminate the need for "pen topping," further enhancing pen utilization.

PENPOINT IS COMPRISED OF:

- On-chute equipment that can be installed onto existing feedyard chute systems.
- Data management software.

EQUIPMENT IS INSTALLED ONTO YOUR EXISTING CHUTE AND SORTING SYSTEM.

On-chute equipment includes two key components that communicate with PENPOINT data management software, located on a nearby computer away from the harsh processing equipment environment.

PENPOINT MEASUREMENT EQUIPMENT	PENPOINT CONTROLLERS	PENPOINT DATA MANAGEMENT SOFTWARE
Captures individual weights and external measurements.	Automatically or manually operates catch and release functions of the squeeze chute.	Leverages a validated growth model based on the Cattle Value Discovery System: - Project an optimum target finish weight. - Estimate daily growth. - Determine days to reach the target finish weight.

Together, these PENPOINT components provide you with scientifically backed recommendations for classifying, sorting and projecting cattle for maximized pen management.

BUILT FOR A TOUGH ENVIRONMENT

PENPOINT equipment was built knowing the rugged environment it must operate in. The stainless steel housed controller is both rugged and compact (about 8" x 10" x 6"), allowing it to be mounted directly on the chute to not interfere with the operator. Equipment and connectors used throughout the system are sealed to permit wash-down of the facilities without special preparations. The equipment is modular and provides for quick and easy service or replacement. Polyurethane cables are resistant to hydraulic fluid, temperature extremes, water, mud, cattle urine, manure, etc. Safe low-voltage power is used for communications, measurement signals, sensors and solenoids. The only AC power used at the chute is the power to the box using a rugged bright yellow cable.

PART OF OUR EXPANDED OFFERING

Elanco strives to provide innovative health and growth solutions to the cattle feeding business. We are the maker of products like Rumensin®, Tylan® and Baytril®, but also offer valuable data and analytic tools like Benchmark. PENPOINT expands these offerings but still supports our focus of helping producers maximize profitability.

CONTACT YOUR ELANCO SALES REP TO LEARN MORE ABOUT WHAT PENPOINT CAN DO FOR YOUR OPERATION.

[1] Data source: Based on analysis of 20,160,043 head of steers and heifers from Elanco's Benchmark database Nov. '17 to Oct. '20.
[2] Garcia, D., Garrison, M., Swingle, R. April 2005. "The Value of Group-Based Cattle Sorting."

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