

# 5 Ps To Chuteside Efficiency

by **KINDRA GORDON**, field editor

Bowie, Texas, veterinarian Arn Anderson was charged with explaining

effective Beef Quality Assurance (BQA) protocols chuteside during an Angus University workshop Nov. 5 at the 2017 Angus Convention in Fort Worth, Texas.

About 250 people gathered to hear his advice. A veterinarian since 1991, Anderson has been practicing at Cross Timbers Veterinary Hospital in Bowie for 15 years.



“If you don’t know BQA, shame on you. Learn it,” he told those in the audience. “Today we are going to focus on BQA etiquette around the chute that will make you more efficient. ... You will live longer, be better at processing cattle, and be a better rancher.”

Anderson asked the audience to look at a cattle chute on display in the arena.

“It has a lot of steel and a lot of moving parts. A lot can go wrong,” he noted.

Thus, it is important to recognize five Ps to bring efficiency to processing cattle:

**1. Purpose.** “Determine what is your purpose when you are working cattle for the day. Then communicate and make sure everyone involved knows that purpose,” Anderson said. “Are you preg-checking cows, vaccinating calves? I advise you to keep it simple. Don’t do too many things in one day.”

**2. Plan.** Anderson advises making a list of everything that will be needed to accomplish the purpose — from double-checking that the chute hydraulics are working to ensuring you have enough product if something gets spilled. He shared stories of days gone awry when appropriate planning hadn’t occurred by the producer.

**3. People.** A “boss for the day at the chute” must be identified, Anderson emphasized. “This helps reduce arguments, especially between husbands and wives.” Anderson said the boss may not be the owner. The role might be delegated to someone else; and the selected “chute boss” might change from one workday to another. The important thing is to identify who the boss is, communicate that with everyone, and that person is in charge for the day.

“Surround yourself with good people who know what they are doing when you are working cattle,” he emphasized. “Otherwise people can get hurt.”

**4. Pay attention.** “You need to understand you are working in a situation that is inherently dangerous,” Anderson stated. He underscored that all workers should put their cell

**Petersek's RAVEN ANGUS**  
Generations of Family Raising Generations of Purebred Angus

**ANNUAL PRODUCTION SALE**  
**Tuesday, February 13, 2018**  
**at the ranch, Colome, SD**  
**Selling 250 bulls – 175 Yearlings & 75 coming two's**  
*Selling the pick of the entire heifer calf crop in the spring bull sale.*

**SIRE INCLUDES:** Basin Payweight 1682, PA Valor 201, Connealy Confidence, Raven Powerball 53, Sitz Superior 10971, Connealy Gold Rush 026E, Musgrave Aviator 542, KM Broken Bow 002, and EF Commando 1366

**Raven Powerball-E5**  
Reg: 18858569

BD: 1/11/17  
BW: 77  
205: 835/ET

Sire: Raven Powerball 53  
MGS: CAR Efficient 534  
Dams: NR 3/107, IMF 12/116, REA 13/103  
One of five flush brothers that will definitely headline the Powerball sire group. This flush is calving ease prospects that will maintain muscle and add marbling and will leave a super set of females. Their dam is a daughter of our 315 cow that is leaving her own mark. She has had two prior sons that have been high sellers and been leased to studs.

BW	WW	YW	Milk	\$W	\$B
.1	57	100	31	72.69	157.87

**Raven Payweight-E90**  
Reg: 18848552

BD: 1/11/17  
BW: 89  
205: 795/ET

Sire: Basin Payweight 1682  
MGS: CAR Efficient 534  
Dams: NR 3/107, IMF 12/116, REA 13/103  
One of our new sire groups this year. There are 6 flush brothers that will be appreciated for their thickness and muscle. Their dam is a second generation donor.

BW	WW	YW	Milk	\$W	\$B
2.5	68	119	34	78.14	132.73

**Raven Power E70**  
Reg: 18844337

BD: 1/9/17  
BW: 82  
205: 768/ET

Dams: NR 3/105 REA 11/101  
Sire: Raven Power 533  
MGS: Hoover Dam  
A maternal sire to Powerball. There are three of these flush brothers that will be at the top of our yearling bulls. The sire, Raven Power 533, was the \$23,000 top selling bull that sold in our 2014 sale. This cross really worked well.

BW	WW	YW	Milk	\$W	\$B
1.6	65	109	36	78.56	162.82

**Raven Commando-E68**  
Reg: 18848529

BD: 1/9/17  
BW: 80  
205: 815/ET

Sire: EF Commando 1366  
MGS: Hoover Dam  
Dams: NR 3/105, REA 11/101  
One of four flush brothers that are maternal bothers to Raven Powerball 53. Sitz Angus purchased Powerball in our 2014 sale and has worked really well for them. Here is a chance to get a brother. You will appreciate the shape these Commandos display.

BW	WW	YW	Milk	\$W	\$B
1.1	64	111	29	74.70	148.56

**Raven Power Tool-D597**  
Reg: 18760818

BD: 3/20/16  
BW: 87  
205: 756/ET

Dams: NR 3/110  
Sire: PA Power Tool 9108  
MGS: LEMAR Windy 4345  
One of our top coming two year olds. You will appreciate his length and thickness. His dam has been a mainstay donor cow that has had many top sellers. She is the dam to the great Sitz Superior flush bothers that dominated our group of two year olds last year that topped at \$20,000. Also this bulls full brother sold to ABS, in our 2012 sale for \$14,000.

BW	WW	YW	Milk	\$W	\$B
.9	61	112	21	58.03	170.20

**Raven Powerball-D789**  
Reg: 18693712

BD: 3/19/16  
BW: 85  
205: 754/ET

Sire: Raven Powerball 53  
MGS: Woodhill Admiral 77K  
Dams: NR 5/114  
If you're looking to make cows, here it is. These Powerballs out of our 315 cow will do it. If you follow our program, you know what kind of impact the 315 cow has left and will continue to leave. There are 5 of these brothers and each one looks like the other. They will be sale highlights!!!

BW	WW	YW	Milk	\$W	\$B
1.5	59	110	32	66.66	148.89

**Rod Petersek: (605) 842-2919 | RJ Petersek: (605) 840-1826 | Reed Petersek: (605) 840-1292**  
32554 287th St., Colome, SD 57528 • ravenang@gwtc.net

Sale Consultant: **Chris Earl 630-675-6559**

**www.RavenAngus.com**

PHOTOS BY ERIC MULL, COURTESY AMERICAN ANGUS ASSOCIATION



Anderson asked the audience to look at a cattle chute on display in the arena. "It has a lot of steel and a lot of moving parts. A lot can go wrong," he noted. Thus, it is important to recognize five Ps to bring efficiency to processing cattle.

phones away and stay focused while working cattle.

**5. Politeness.** Lastly, Anderson emphasized being polite, saying: "If you get angry at the cattle or the guy running the chute, or the veterinarian, what happens? ... Your ability to work cattle goes out the window." He encouraged keeping electric prods away from the chute to reduce the risk of getting angry and grabbing one. "At our vet clinic, we put them away. If you decide to use one, you've got to go get it, which gives time for you and the animal to cool down."

He added: "Remember that someone is always watching you and that you sell beef. Be polite."

As an additional P, one audience member suggested adding "patience" to the list. Anderson agreed, saying, "Patience is the summary of everything we've talked about. If you remember the 6 Ps — purpose, plan, people, pay attention, politeness and patience, your ability to efficiently process cattle will be greatly enhanced."



**Editor's Note:** This article was written under contract for or by staff of the Angus Journal as part of Angus Media's coverage of the 2017 Angus Convention. Kindra Gordon is a freelance writer and cattlewoman from Whitewood, S.D. For complete coverage of the event, visit [www.angus.org/Media/News/AngusConvention.aspx](http://www.angus.org/Media/News/AngusConvention.aspx).



Veterinarian Arn Anderson, Bowie, Texas, explained effective Beef Quality Assurance protocols chuteside during an Angus University workshop.


# Southern Cattlemen's

## 5<sup>th</sup> Annual Bull and Female Sale

### February 17, 2018 • 1PM • Saturday

#### Southeast Mississippi Livestock • Hattiesburg, MS

Joe Johnson, Manager • 601-543-7688 or 601-268-2587



**S/F Payweight 617**

**18831779**

### *Outstanding Bull Offering*

Fertility Tested • Ultrasound Data

**55 Angus Bulls 14 to 17 Mo Old – 50K Tested**  
Sired by Generation 2100, Tour of Duty, Basin Excitement, Basin Payweight 1682, Consensus 7229, Deer Valley All In, Ten X, Innovation, Bullseye


**Hereford Bulls**  
**10 – 2 Yr Old    30 – 14 to 17 Mo Old**  
Sired by S Thor 2809Z, DH Domino 809 & Domino 964, JBB /AL Trust 3079ET, GKB 88X Laramie B293, KCF Bennett M326, American Made 310, Hometown 10Y

**Herd Bulls Ready for Service - Modern, strong genetic backed by the most popular performance bloodlines! Sound set of bulls developed in manner to maximize function in southeast conditions.**

## YOU WILL BE IMPRESSED!

### *Superior Females*

- 15- Registered Open Hereford
- 20- Open Registered Angus Heifers
- 15- Bred Registered Angus
- 15- Heavy Bred F1 Braford
- 10- Fall Calving F1 Braford
- 10- Black Baldy/Red Baldy Open Heifers
- 5- 5 Star Santa Gertrudis Bred/ Angus Bulls



**4M Bennett Advance 667ET**


**43717234**

## TREMENDOUS OPPORTUNITY

**View Sale Book: [albauction.com](http://albauction.com)**

Lane Smith, Owner  
**Smith Farms, Purvis, MS**  
Larry Fitzgerald, Consultant 601-337-1313  
**Lane (601) 606-7859**  
[lanesdozser@aol.com](mailto:lanesdozser@aol.com)

Ron Melancon, Owner  
**MG/4M FARMS**  
Woodville, MS  
**Ron (601) 597-5995**  
[mgfarms@bellsouth.net](mailto:mgfarms@bellsouth.net)



Sale Manager:  
Jarvene Shackelford, MS #218  
American Livestock Brokers  
(662) 837-6742 Office  
(662) 837-1776 Cell