



**South Carolina Angus Association News**

**Sharon Furr**

**March 2016 and April 2016**

Well, it's March and time has flown by. For those of you just now reading this in the Cattle Connection it's April. I have been on the road every weekend since my last article, and boy have I got a lot to tell you. But one important thing is this, beef prices have come up just a tad, and I found out a great piece of information while on the road listening and learning about cattle and cattle demand and prices, and the one thing I learned that trumps all the other was this.....sell your calves in the spring! The market is flooded in the fall with folks unloading cattle they cannot carry over during the winter months, so the advice I heard over and over again and loud and clear was this; sell calves during the months of March, April and May, they will bring the highest prices.

Also, during my travels and my lectures and my meetings I learned all about feeding hay and the nutrition and the requirements of the cow herd you have. How about this for a real beef producer no-brainer.....There is nothing you can do about your forage situation if for instance we have a drought or if we have an overabundance of rain, but you can start planning now for your fall and winter coming up. You can put yourself in a position to drastically reduce the amount of hay that you will need to feed going through the fall and into the winter months. I say no-brainer because I obviously have not been able to figure this simple concept out yet! Have you?

Why do so many producers, myself included, rely so much on feeding hay in the winter? Well, believe it or not, they are overstocked, too many cows and not enough grass land. When you run more livestock than your property will support, you will run out of grass. I have found myself in this situation this year, and after looking at everything very up close and personal.....I am reducing my profit margin in a very big way!

They say ideally, you should consider exactly how much grazing land you have and then calculate the exact amount of mama cows you can run on that given amount of grass land, and then subtract that number by about 25%. So if you had a hundred acres of grass, and you wanted each mama cow to have 1 acre of grass each, you could actually run 100 mama cows, right?!

Well, actually you should only run about 70-75 mama cows on that amount of acreage. And in a drought year, 25% less than that, so only about 50 mama cows. Now that, of course, does not take into consideration that you really don't have great grazing 12 months out of the year, and it doesn't take into consideration what kind of grass land you have or if you over-seed for winter grazers, nor does it take into consideration if the mama cow has a calf on her side, all of these factors change the calculation by a little bit more or a little bit less.

**Just the rule of thumb from the NRCS:** one mama cow – 1-1.5 acre of grass. One mama cow plus calf on side – 1.8-2 acres of grass. I am way over stocked!!!

I was on the Ridge for the Yon's Spring Production Sale and man was it a beautiful day and an awesome sale. Below you will find Lydia's thoughts and sale totals on the day:

### **Yon Family Farms 26th Annual Spring Bull & Female Sale – Lydia Yon**

The crowd was tremendous for the February 20<sup>th</sup> Spring Bull and Female Sale held in Ridge Spring, SC at Yon Family Farms. With standing room only capacity, the females kicked the day off with Lot 1 selling for \$15,500 to Bear Creek Angus in Douglas, GA. She set the tone for strong demand for the 38 Angus cow/calf pairs which averaged \$6447. Olson Cattle Research in Barnwell, SC, chose the Lot 5 and 6 Pathfinder females and they were the second and third high selling female lots. Six, SimAngus pairs followed and they averaged \$5042. Angus bred heifers were the next group to sell, with 20 head selling for an average of \$4450. The top selling Angus bred heifer was selected by the Sayre family in West Virginia for \$6750. Ten SimAngus bred heifers also averaged \$4450 and Dedmon Farms in Cherryville, NC was the winning bidder on the top seller in this group at \$6250.

The bull sale was exciting and demand was solid for the entirety of the sale, with buyers participating by telephone, internet, and on the seats to bid on the 126 Angus and 20 SimAngus bulls offered. The top seller created quite a stir as fierce bidding took place when Lot 89 entered the ring, setting a new record for the highest selling bull to ever be sold at auction at Yon Family Farms at \$31,000. When the gavel came down, Baldrige Brothers in NE and Genex Cooperative were the new owners of this fabulous son of Yon Final Answer W494. The second high selling bull was Lot 123, who sold for \$21,000 to long-time customer, Five Circle Farms. All the other bulls sold in the range of \$2500-\$9750, to tabulate an average of \$4680 on the Angus and \$4375 on the SimAngus.

Cattle were sold into twelve states, including SC, NC, GA, AL, WV, VA, FL, NE, DE, TN, MS, and KY. Over 60% of the bulls were sold to repeat customers. The entire sale was broadcast live on the internet on DV Auctions, represented by Wade Fisher, allowing active bidders from around the country to participate. Wes Weeks handled the telephone bidding during the auction, which was extremely active at this sale. Auctioneers for the event were Col. Mike Jones and Col. Darren Carter.

Buyers and visitors enjoyed the traditional chili lunch prepared and served up by the Yon's neighbors. The sale is truly a community event with many neighbors pitching in to extend some of the hospitality from the Ridge. As always former and current employees, interns, family members and friends worked in the back and got the cattle loaded out with ease.

Yon Family Farms hosts two annual sales - the third Saturday of February and the last Saturday of October each year in Ridge Spring. Complete results of each sale are available on the website. In the sale coming up on October 29th, forage-developed, coming 2-year-old bulls and yearling bulls will be available as well as bred cows, cow-calf pairs, bred and open heifers. You may contact the Yons to be added to their mailing list at [kyon@pbtcomm.net](mailto:kyon@pbtcomm.net) or (803)685-5048. Below are sights from the sale.

Next I found myself at the 2016 Saluda Replacement Heifer Sale, and did Travis Mitchell have an outstanding offering of females lined up for this amazing sale. When I pulled up at the barn, I thought to myself, 'Oh my gosh, there is no room to park', but then as I made my way inside the barn, I thought to myself, 'Oh my gosh, there is no place to sit'. Truthfully, there wasn't even standing room only, the seats were packed, mamas were holding children on their laps, the walls were packed with folks standing shoulder to shoulder and I found myself sitting on the steps of one of the walkways on one of the isles. It was amazing, the pries started out high and never let up!

Here are some sights from the sale.

And last but not least, I attended the South Carolina Cattlemen's Association Meeting that took place in Columbia on March 5<sup>th</sup>. – KUDOS to you Roy Copeland for putting on such an extraordinary agenda and event! If you missed out on this day of information and learning, well you missed it, it was wonderful! Below you will see some sights from the day.

## SALES GOING ON

### March 18-19

SCAA Annual Banquet and 45th Annual Carolina Futurity Sale

Don't forget the 45th Annual Carolina Futurity Sale - March 19<sup>th</sup>, 2016 @ T. Ed. Garrison Livestock Arena, Clemson University – Clemson, S.C. If you need more information, please contact Ken Brubaker @ 540.908.5799 or [ken@brubakersales.com](mailto:ken@brubakersales.com) – or Steve McPhail @ 864.978.6358 or [stevemcphail@windstream.net](mailto:stevemcphail@windstream.net)

Also Matt Burns along with Clemson Extension will be hosting another Boot Camp – don't miss out on this wonderful opportunity.



**2016 Cattlemen's Boot Camp** - Thursday, March 24, 2016  
Clemson University - Clemson, SC  
T. Ed. Garrison Cattle Complex

If you need to reach me, or if you have something cool to share with me, or if you have any great pictures from any event you have been to, please don't hesitate to call me, or text me, or email me – I'd love to hook up with you. Don't forget too, if you haven't paid already, SCAA dues are \$20 for one year, so just send a check to: SCAA, c/o Sharon Furr - Secretary, 2049 Boyd Road, Blackstock, SC 29014.

Contact information: home: 803-385-6958/cell: 704.577.3639 – [spanishoaks@truvista.net](mailto:spanishoaks@truvista.net)

I can't wait to see you on the road, but until then.....



PEACE



LOVE



COW

Sharon