



Pickens County  
Cattlemen's  
Association

# Newsletter

Volume 11

Oct 1, 2015

---

## **Joint PCCA / OCCA Meeting on Insurance Very Informative**

by RD Morrison

On September 24, 2015, the Sumner Agency of Tifton, GA., hosted the Oconee and Pickens Cattlemen's Associations at the Lighthouse Restaurant in Oconee County. OCCA President and PCCA member Pat Williams welcomed the very large crowd. He reminded everyone that the Heritage fair will ongoing the week of 9/28 and that SCCA Executive Director Roy Copelan will be there on 9/29 from 4:00 PM to 9:00 PM promoting beef and the SCCA. After a very good meal, David Sumner spoke on the insurance.

Mr. Sumner said that the new Farm Bill is the best Farm Bill ever and sets a 'safety net' at, up to, 90% of the average rainfall. He gave a little background on the company that they use. With over 3000 companies that deal with property and casualty insurance, there are 50 on the Wards 50 list for safety, consistency and performance and only 4 that are A rated. There are only two on both lists and Great American is one of them, showing financial stability. He stated that the cost of food in the US has gone from 9% to 10% of disposable income, but that the US still has the cheapest food in the world. However, the average age of

*(Continued on page 2)*

*(Continued from page 1)*

the farmers have increased, so there is a new push to help beginning farmers of any age in this new Farm Bill.

He informed us that the Pasture, Range and Forage (PRF) program started in 2007 and South Carolina was one of the first 6 states to have the program. It is based on the National Oceanographic and Aeronautical Administration (NOAA) data gathered from weather stations located in 12 mile by 12 mile grids across the country. The data has been recorded every year since 1948 and is recalculated every year. This program is supported by the USDA and is not drought insurance. It is here to help livestock and hay producers. It does not affect NAP or Disaster Feed programs.

There are several factors that affect the program. The first is the weather - which is based on the average rainfall history for the grid that your farm is in. The next is the two month interval that is selected up to a maximum of six intervals. Another is the level of coverage - from 70% to 90% in 5% increments. The last is the productivity factor - from 60% to 150%.

For land to qualify for this program, it must be used for livestock (i.e., cattle, sheep, horses, goats, etc.) or hay land; It can be owned, leased or you just have permission to use the land from the owner.

Mr. Sumner stated that the sign up date is November 15, 2015.

He briefly discussed the Livestock Risk Protection (LRP) program and the Livestock Gross Margin (LGM) program. He stated that this is like hedging your cattle sales and is only available to producers, no speculators. He said that the Sumner Agency can help with loans for barns, equipment and operations.

Although his talk was on the rainfall insurance, Mr. Sumner gave some interesting information on programs available to cattlemen. For example, he said that if your cow is struck by lightning and dies or just dies from other

*(Continued on page 3)*

factors, you should immediately contact the Farm Service Agency (FSA). They will pay 90% of the value of the animal based on the Chicago Mercantile Exchange (CME) futures price for the weight of the animal. This is sure better than just burying the animal.

If you want more information, please go to their website at [www.sumneragency.com](http://www.sumneragency.com), or call them at 229-382-4000. This seems to be a very good program for cattlemen and hay producers. Thank you, Sumner Agency, for this informative meeting.

## **Beef Checkoff Payment Required when Selling Cattle**

By RD Morrison - a member of the SC Beef Council

When cattle are sold at the auction barn, the barn collects the \$1.50 beef checkoff and additional assessment and forwards it to the SC Beef Council via the SC Department of Agriculture. However, when a bovine is sold to a neighbor or as freezer beef, often times the \$1.50 is overlooked.

The law (7CRF1260.209) requires that the beef checkoff and the additional \$0.50 be paid. The form is in the directory and is also available through the SC Beef Council website ([www.sccattle.com](http://www.sccattle.com)). The additional assessment was passed by SC cattlemen last year. Failure to report can result in a fine. The additional \$0.50 may be refunded if requested, in writing, within 30 days of the sale when accompanied by a receipt.

While it is "only a dollar and a half", if everyone failed to pay the checkoff, the beef council would be very short on funds to promote beef, consumer education, producer education, youth activities and research activities for ALL the producers in the state. It is the right thing to do.



**The SC Beef Council works for  
ALL SC Beef Producers.**

## **PCCA / SCCA Renewal Notices Coming Soon**

By RD Morrison

As you know, the SCCA has moved their renewal date to January 1. This requires the county organizations (i.e. PCCA) to have their member information in to the state office prior to January 1st.

We need your help. You will be getting your renewal notices in October. Please do not wait until Christmas (or even worse, March) to get yours completed and mailed in with your dues. If you complete the form on the website ([www.pickenscountycattle.com](http://www.pickenscountycattle.com)), please complete it online, print it out and then hit send. I will get the e-mail notification, but will know that your dues are at the extension office.

Lifetime members are required to complete the form, but, as lifetime members, owe no additional dues. The SCCA has removed the lifetime option and, as a result, so has the PCCA. Current lifetime members are, however, in good standing.

Thanks to all of you for your steadfast membership. Ours is a vibrant association with many informative meetings and activities for our youth.

---

### **You Cannot Starve Profit Into a Cow**

By Brian Nichols

With permission of the Samuel Roberts Noble Foundation

Most cattle producers in Oklahoma and Texas had a difficult 2011. The drought prevented an adequate amount of hay from being harvested or purchased for a reasonable price. Thus, most producers are trying to survive winter 2012 by stretching forage and feed resources. This can be accomplished with careful thought and consultation with a nutritionist to ensure that each cow's nutrient requirements are still being met for the stage of production it is in. If cor-

*(Continued from page 4)*

ners are cut to save money now, it can have long lasting repercussions.

The first consideration when pasture quality and quantity are low during winter is that a spring calving cow's requirements are increasing through late gestation and continue to increase after calving and early lactation. Table I demonstrates this trend and shows that a cow reaches its highest nutrient requirements two months after calving. This table also lists the quality of the total diet the cow must consume in order to meet her requirements, including maintenance and development of the fetus. If the cow is able to consume an ad libitum forage diet in the last month of pregnancy, she would need to eat hay or pasture that was at least 56.2 percent total digestible nutrients (or energy) and 8.8 percent crude protein.

Following drought, most ranchers do not have the luxury of enough pasture or hay to allow the cows to consume all that they want. This is when you should use the total pounds of each nutrient that the cow must have to meet her nutritional requirements. Many times, we can meet her nutrient requirements with more nutrient-dense feeds such as alfalfa hay and by-product feeds without meeting the cow's dry matter intake requirements. The cow may still be hungry because of lack of rumen fill, but she will not suffer from malnourishment.

The consequences of not meeting the cow's nutrient requirements prior to calving can have lasting effects on the cow and the ranching operation. A cow that is receiving inadequate nutrients and is losing weight will enter starvation mode, which may shut down the reproductive cycle. This can last well into spring after grasses have started to grow again because the cow must regain enough body condition to trigger the initiation of the reproductive cycle. This can

*(Continued on page 6)*

(Continued from page 5)

lead to the cow being bred late in the season or not at all.

Table 2 demonstrates the importance of body condition on the rebreeding rate of mature cows. A cow in a body condition score of 4 or less has a dramatically reduced rebreeding rate. Additionally, a cow that is in poor body condition at calving has a higher chance of dystocia, or calving problems.

Feeding the cow herd during drought is a costly venture, but not feeding them will cost you more in the long run through stillborn calves and dead or open cows next year. You cannot starve profit into a cow.

Table 1. 1200-pound cow; 20 pounds/day milk during peak lactation

Months since calving	OMR, lbs	FOM, %	TON, lbs	CP, %	CP, lbs
1	26.8	58.7	15.7	10.9	2.7
2	27.8	59.9	16.7	10.7	3.0
3	28.1	57.6	16.4	9.9	2.6
4	27.4	56.2	15.4	9.3	2.3
5	26.5	54.7	14.5	8.5	2.3
6	25.7	53.4	13.7	7.9	2.0
7	24.2	44.9	10.9	6.0	1.5
8	24.7	43.0	11.0	5.2	1.3
9	24.0	47.1	11.3	6.5	1.6
10	23.9	49.3	11.8	7.0	1.7
11	24.1	52.3	12.6	7.7	1.9
12	24.6	56.2	13.6	8.8	2.2

OMR=Dry Matter Intake TON=Total Organic Nutrients CP=Crude Protein  
Adapted from 1995 Nutrient Requirements of Beef Cattle

Trial	% of cows bred	Body Condition Score at Calving		
		4 or less	5	6 or more
Trial 1	% of cows bred 80 days after calving	62	88	98
Trial 2	% bred, 60 days	62	80	90
Trial 3	% bred, 60 days	24	60	85
Trial 4	% bred, 180 days	12	50	80
Trial 5	% bred, 60 days	72	90	92

Adapted from Wiseman, 1975 (Trial 1) and Sprunt (Trials 2-5)

## Got Your 'Cow Tag' Yet?

By RD Morrison



At the next cattlemen's meeting, take notice of the license plates on the back of the vehicles in the parking lot. Do you see any 'Cow Tags'? This specialty license plate supports the SCCF.

The South Carolina Cattlemen's Foundation is a 501C3 organization that funds scholarships and youth livestock activities. The foundation also sponsors research and educational activities throughout the state.

This is accomplished by the receipt of gifts and honorariums to the Foundation. It is, also, funded by the sale of South Carolina Cattlemen's Association Specialty License Plates available through the Department of Motor Vehicles. The plates are \$40 every two years in addition to the regular registration fees and is available at local DMV field offices and through the mail.

For more information on the SC Cattlemen's Foundation, please call the SCCA office at 877-859-9121. Our website is: [www.sccattle.org](http://www.sccattle.org).



Please support the South Carolina Cattlemen's Foundation by purchasing a 'Cow Tag' or by making a gift to the SCCF.

## 9 Farm Shop Safety Tips

By Cheryl Tevis  
*Successful Farming*

Editors Note: Having almost burnt up a round baler and tractor and surviving a broken hip from a farm fall, safety is the number one job on the farm. These safety articles serve as a reminder to all of us to be careful.—RDM

A shop is the hub of the farm, but it's a potential safety and health hot spot. Creating a safe and healthy work space is a critical risk-management strategy.

“There always are hazards where tools are used, and we see a lot of injuries in shops,” says Lamar Grafft, Iowa Center for Agricultural Safety (I-CASH) health and safety specialist. (Note: Grafft has since become Associate Director at North Carolina Agromedicine Institute.)

“Occasionally when there's a fatality, more often than not, it happens when a piece of equipment has been raised and inadequately blocked.”

Grafft is a reviewer for the Certified Safe Farm program, a voluntary agricultural health, safety, and wellness program created in 1996 by I-CASH. He says shop trouble spots can be reduced with a focus on nine steps.

**1. Prevent falls.** Good housekeeping is fundamental. That means sweeping walkways and work areas, and cleaning up grease, gasoline, and water spills. “A lot of trips and falls are caused by clutter, especially extension cords,” Grafft says.

**2. Improve lighting.** For general office and shop work, aim for 50 foot-candles of illumination. For detailed bench work or specific office desk work, use 100 foot-candles. For general machinery storage, 3 to 5 foot-candles is adequate.

**3. Use hoists, cranes, and lifts.** Over half of back injuries occur from lifting. Hydraulic lifts and hoists can help to reduce these injuries.

“We've seen more hoists during the last 10 years,” Grafft says. “They use a standard drive over with a swiveling part below the truck, or a ramp. Some have a crane with a chain hoist. An I-beam can reach across the shop, equipped

*(Continued on page 9)*



with a trolley to move items, and a chain to lower and raise them.”

Hoists are safer than skid steers with front-end loader chains. “There's the risk of the chain slipping,” Grafft says. “It's not designed for that.”

**4. Wear protective equipment.** Personal protective equipment should be used from head to toe, starting with shoes or boots with a heavy tread.

“We recommend a good set of earmuffs in the shop,” Grafft says. “They're easy and quick to put on and take off.”

Respirators filter dust, paint fumes, gases, or other hazardous material. Use NIOSH-approved filtering face pieces: N95, NI00, or PI00.

Leather gloves, chemical-resistant gloves, hard hats, protective aprons, and welding shields are vital. Goggles with side shields protect against chemical splashes, dust, fumes, and debris from bench grinders. Wear a NIOSH-approved respirator that fits under a welding hood, such as a 3M Particulate 8233 or a Moldex 2400 N95 or 2800 N95.

**5. Prevent electrical injury.** Make sure that electrical equipment is properly grounded. “We frequently see wiring without a ground fault circuit interrupter,” Grafft says. “If an electrical tool isn't double insulated, there must be a third prong for grounding.”

Driving over extension cords creates shorts. “Frayed cords are a shock hazard,” he says. “You shouldn't use less than 12-gauge cords. The heavier ones cost more, but they'll power every piece of equipment and pose less risk of motor damage. Heavier-gauge cord won't overheat or be a fire hazard.”

He says most farms don't have conduits for wiring, so electrical wires are exposed. “Sometimes you take things outside to work on, and shocks are a hazard if it's damp,” he says.

**6. Prevent fires.** Flammable and combustible materials should be stored away from heat sources, and flammable liquids should be kept in covered containers. “Fire extin-

guishers should be hung by the shop door,” Grafft says.

“We recommend a 20-pound ABC extinguisher for shops.” Check your extinguishers annually.

**7. Improve ventilation.** Ventilation is vital in a heated shop. Engineering controls are the best way to remove air contaminants, with a ventilation system that includes hoods, roof vents, and high-speed intake and exhaust fans.

An exhaust fan must move 1,000 to 2,000 cubic feet of air per minute to completely remove welding fumes. For engine fumes, fans must be capable of moving 250 cubic feet per minute per vehicle. “Welding or cutting needs to be done in an area with exhaust fans to take fumes up and out,” Grafft says. “You’ll know it’s designed correctly if the fumes draw down and away from your face when you’re welding.”

**8. Safeguard storage loft.** A railing and stairs help prevent falls. “I see a lot of overhead lofts without good access or railings,” Grafft says.

**9. Use bulk lubricant storage.** Avoid skin contact with oil and solvents. Complete containment eliminates spills and slick spots on the shop floor. Oil should flow from the bulk container through a hose and past valves in a three-way valve junction.

## **Holidays are Approaching—What are we going to do?**

By RD Morrison

In the past, the members of the PCCA have helped out by donating to a needed family, contributing to Country Santa and contributing to the Wounded Warriors Program - not to mention donations to the 4-H, Junior Beef Roundup and the FFA. It’s that time of year again - what are we going to do to support our fellow man?

Please let one of the Directors or Officers know what your wishes are. The Lord has blessed us - cow prices have been pretty good. Let’s choose a worthy cause and support it in the spirit of the season.

**Merry Christmas and Happy New Year!**

---

*Thoughts from the President -  
David Elias*



---

<b>PCCA Synopsis Report</b>	Donation	\$1250.90
<b>for period as of 3/23/15 -</b>	Sam's Club	\$45.00
PCCA Balance as of 1/23/15:	Postage	\$393.00
\$13404.97	Printing	\$1213.92
<b>INCOME:</b>	Azalea Festival	\$35.00
Ads	Meals	\$2012.92
\$4870.00	Website	\$620.00
Dues	Office Supplies	\$211.93
\$925.00	Computer	\$400.00
Reimbursed	Squeeze chute	\$119.90
\$1258.00		
<b>EXPENSES:</b>		
\$7552.75		
SCCA dues		
\$745.00		



**Pickens County  
Cattlemen's Association**  
PO Box 995  
Pickens, SC 29671