SPRING 2020

Promoting Beefmasters Worldwide since 1964

Dear Friends,

Happy Spring! I hope gentle rains, green grass and lots of new calves are in your immediate future.

This March 18–19, we are pleased to hold our second annual **Spring Internet Auction** for semen, embryos and choice registered females. In this

exciting online format, you will find small packages, affordable starting bids with no reserve, rare material and truly outstanding



genetics to help move the needle for your herd in many critical areas. Please join in the fun online and bid on these exciting genetic packages!

We also have our offering of **Spring Private Treaty Bulls** ready to go, and we welcome another great consignment from San Pedro Beefmasters in this group. The bulls' data is included in this newsletter. They have been evaluated for 37 critical data points, are fertility-tested, individually priced and ready for your selection.

Mark your calendar for October 3rd and join us in San Angelo for the Beefmaster breed's largest production bull sale—our 59th.

We recently attended the National Cattleman's Beef Association convention in San Antonio. I appreciate all those who came by our booth—it was great to catch up with many customers and friends!

All the best to you and your family for a rewarding and fun 2020!

-Lorenzo Lasater

SPRING INTERNET AUCTION

Game-Changing Females • High-Performance Semen & Embryos









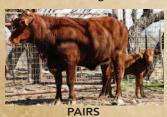


L BAR AUTOMATIC

L BAR 3451

L BAR 5502

Herdsires: Well-muscled, moderate, easy keeping, easy handling, transformational EPDs Donors: Choice registered females—early fertility and calving ease, longevity, outstanding EPDs







HEAVY BREDS

OPEN HEIFERS

MARCH 18-19, 2020 WWW.CATTLEINMOTION.COM

Bidding concludes at 7:00 pm CST • All-in-All-Done Auction Format Small Packages • Rare Matings • Al Certificates Included

SPRING PRIVATE TREATY BULLS AVAILABLE — PAGE 6

Taking a measure of

By Lorenzo Lasater, President

Accountability *noun* | [uh-koun-tuh-**bil**-itee] — the state of being accountable, liable or answerable

In simple terms, accountability means accepting responsibility. We are personally accountable to many things in life: our God, our family, our banker, our job. The list goes on....

But how often do you think about accountability on the ranch? One thing is certain: if you don't hold your herd accountable, you can't make genetic progress. This is especially true of seedstock producers, who are theoretically held to a higher standard as genetics producers.

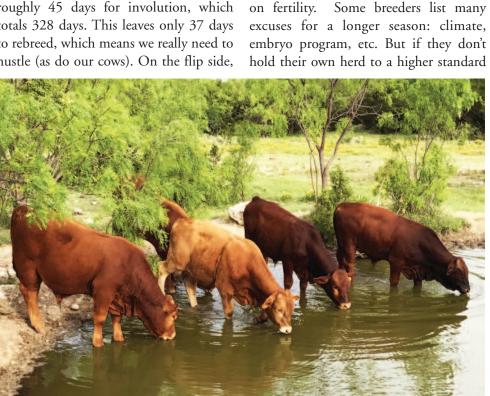
The most fundamental standard we should demand of our cattle is fertility. For example, the absolute best a cow can achieve from a productivity standpoint is having one calf per year. This rigorous plan assumes 283 days' gestation and roughly 45 days for involution, which totals 328 days. This leaves only 37 days to rebreed, which means we really need to hustle (as do our cows). On the flip side,

Genetic progress
demands
responsibility
from both rancher
and animals

in a breeding season of longer than 90 days, the whole herd cannot possibly rebreed annually.

At Isa Beefmasters, we have used a 60-day breeding season for as long as I can remember. This schedule has a nice rhythm: All the cows have a chance to rebreed annually, the calves are tightly grouped and the cows should have three chances to cycle and conceive.

If your seedstock provider utilizes a season of longer than 90 days, their entire herd cannot raise a calf every year, which means they not placing selection pressure on fertility. Some breeders list many excuses for a longer season: climate, embryo program, etc. But if they don't hold their own herd to a higher standard



We breed our cattle in multiple-sire herds, just like our customers' commercial beef operations. This competition allows us to identify dominant breeders and propagate their fertile genetics.



for fertility than their commercial customers, who's ahead of whom?

Calving ease is closely connected to fertility. We breed our heifers at 14 months to calve at two years old and then every year thereafter. It would be much easier to give them an extra six months to develop prior to breeding and calving, but if we intend to be accountable for calving ease and early fertility, we must forge this path to genetic improvement.

Another important component of accountability is nutritional efficiency. We strive to optimize nutrition while minimizing costs and still achieving reasonable reproductive rates. It is easy to claim 95% pregnancy rates if the cows are in a pen eating free-choice, high-energy ration. But what if they are surviving on rough native country through the winter with minimal protein supplement? It seems to me that those cows are truly accountable and paying their own way. It also more closely mirrors the production system of most commercial operations.

To gauge production efficiency, we can

herd's accountability



that really tell the whole story? What about the costs to achieve those pounds? It drives me crazy to hear seedstock producers claim enormous weaning weights, when those weights were actually achieved on creep feed, wheat pasture or another intensive supplement. The real question is: what did those pounds cost? I would rather have honest, low-cost weaning weights and then be able to identify the outliers for growth within that peer group. If a group of calves averages 600 pounds at weaning, you will find some 750 pounders and some 450 pounders. The accountability for each calf and their mother quickly becomes obvious.

As we have discussed, a cow under natural production can, at best, reproduce herself once annually. Even if she lasts many years—as Beefmasters do—and has a calf every year, her impact is limited to 10 to 12 calves at the most. Bulls on the other hand can breed 25 to 40 females per season and be used in multiple seasons

annually. This larger scale means accountability for his genetic impact becomes paramount. If we are serious about genetic change, we can't just pick for a

Our 60-day breeding season ensures every cow can produce a calf annually. In addition, calves are tightly grouped with their peers, making performance evaluations that much easier.

fancy pedigree or a pretty smile; we must hold them accountable for many critical phases, including growth, calving ease, carcass quality, fertility, confirmation, pedigree, disposition and EPDs.

In the catalog accompanying this mailer, you'll see our spring bull offering has been evaluated for 37 different data points encompassing all these categories. We use this data to identify the sires that will move the needle for the collection of traits important to our operation, while never losing sight of overall balance. If you are making critical herdsire decisions with less data, you might ask yourself why.

One of the most rewarding aspects of breeding livestock is seeing the promise of genetic progress. We cannot fully realize the impact of the breeding decisions we make today for months or possibly even years, but if we remain consistent in our vision and accountable to the process, the results can be fantastic.



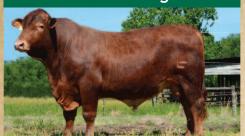
What good are outrageous weaning weights if you spend a fortune to achieve them? We prefer low-cost weaning weights achieved the old-fashioned way. A cow weaning a quality calf in rough, native pastures exemplifies accountability.

SPRING INTERNET AUGTION

MARCH 18-19, 2020 WWW.CATTLEINMOTION.COM

Please visit www.cattleinmotion.com to preregister and view the complete lot descriptions and photos.

L Bar En Fuego



Sire: L Bar 6165 Dam: L Bar 5456 Reg. # C988569

L Bar Habanero



Sire: L Bar En Fuego Dam: L Bar 1419 Reg. # C1038019

Escalade



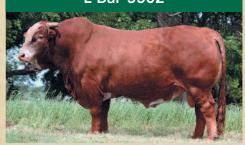
Sire: L Bar Essential Dam: L Bar 8116 Reg. # C1028230

L Bar Essential



Sire: Frenzel 93-4 Dam: L Bar 4454 Reg. # C954335

L Bar 5502



Sire: L Bar 2174 Dam: Broussard 03918 Sire: L Bar En Fuego Reg. # C663482 Reg. #

L Bar 4519



Sire: L Bar En Fuego Dam: L Bar 1417 Reg. # C1050589

BEEFMASTER DEMONICS +

All lots feature high-definition, Genomic-enhanced EPDs.

L Bar 0324



Sire: L Bar 5502* ** Dam: L Bar 4127 Reg. # C818452

L Bar 2428



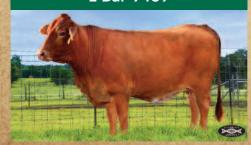
Sire: L Bar Essential Dam: L Bar 8486 Reg. # C1028255

L Bar Automatic



Sire: L Bar 2118 Dam: L Bar 2415 Reg. # C914725

L Bar 9469



Sire: L Bar Automatic Dam: L Bar 1239 Reg. # C988480

L Bar 3404



Dam: L Bar 1239 Sire: L Bar En Fuego Dam: *L Bar 1417 480 Reg. # C1038021

L Bar 3451



Sire: L Bar 8307 Dam: *L Bar 3450 Reg. # C1038014

* Pacesetter **Typesetter

SPRING INTERNET AUCTION

LIVE CATTLE													
Lot	Total #	Category	Animal ID	Sire	Dam	Starting \$							
1	1	Pair	L Bar 7102	Escalade	LF 1511	\$2,000							
2	1	Pair	L Bar 7217	L Bar 3702	SP 2864	\$2,000							
3	1	Pair	L Bar 7224	L Bar 1525	K 4886	\$2,000							
4	1	Pair	L Bar 7445	L Bar 4530	SP4736	\$2,000 PAIRS							
5	1	April Bred	L Bar 8137	L Bar 5513	RTH 6979	\$1,800							
6	1	April Bred	L Bar 8213	L Bar 4371	DH 3025	\$1,800							
7	1	Fall Bred	L Bar 8149	L Bar En Fuego	L Bar 6124	\$1,800							
8	1	Open Heifer	L Bar 9202	L Bar 6209	L Bar 6124	\$1200 BREDS							
9	1	Open Heifer	L Bar 9216	L Bar 6209	L Bar 6014	\$1,200							
10	1	Open Heifer	L Bar 9217	L Bar 6209	LF 6902	\$1,200							
11	1	Open Heifer	L Bar 9219	L Bar 6209	L Bar 6015	\$1,200							
12	1	Open Heifer	L Bar 9221	L Bar 5501	LF 5908	\$1,200 OPEN HEIFERS							
				EMBRYOS									
ALC: NO.	Total #	Category	Animal ID	Sire	Dam	Starting \$ Notes							
13	3	Embryo		L Bar 0324	L Bar 2428	\$200							
14	3	Embryo		L Bar Essential	L Bar 9469	\$300							
15	3	Embryo		L Bar En Fuego	L Bar 3451	\$200							
16	3	Embryo		L Bar Habanero	L Bar 9469	\$200							
17	3	Embryo		L Bar En Fuego	L Bar 2428	\$200							
18	3	Embryo		L Bar Essential	L Bar 3404	\$200							
19	3	Embryo		L Bar Habanero	L Bar 9469	\$200							
20	3	Embryo		L Bar Essential	L Bar 9469	\$300							
SEMEN													
Septimento De	Total #	Category	Animal ID	Sire	Dam	Starting \$ Notes							
21	5	Semen	Escalade	L Bar Essential	L Bar 8116	\$10							
22	5	Semen	Escalade	L Bar Essential	L Bar 8116	\$10							
23	2	Semen	L Bar 5502	L Bar 2174	Crescent J 03918								
24	2	Semen	L Bar 5502	L Bar 2174	Crescent J 03918	MARINAL OF THE REST TO SERVE STANKS							
25	10	Semen	L Bar Automatic	L Bar 2118	L Bar 2415	\$10							
26	10	Semen	L Bar En Fuego	L Bar 6165	L Bar 5456	\$10							
27	10	Semen	L Bar 4519	L Bar En Fuego	L Bar 1417	\$10							
28	5	Semen	L Bar 0324	L Bar 5502	L Bar 4127	\$10							
29	10	Semen	San Pedro 7069	L Bar En Fuego	SPR Cornelia	\$10							
30	10	Semen	L Bar Momentum	L Bar 5150	L Bar 3456	\$10							
31	2	Semen	L Bar Essential	Frenzel 93-4	L Bar 4454	\$10							

PRIVATE TREATY BULLS

Please visit www.isabeefmasters.com/cattle for more information.

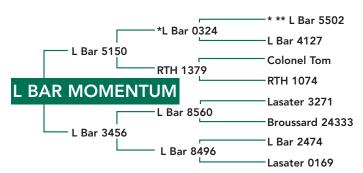
\$71

0.10

old tte ss- ed	Off Feed Test ADG%WDA% SC Pen Price	1.15 1.10 36 1 \$5,000	1.29 1.12 38 1 \$4,250	1.07 1.12 35 1 \$4,250	0.91 0.96 38 1 \$4,250	1.27 1.10 38 1 \$5,000	1.40 1.22 39 1 \$5,000	1.53 1.14 38 1 \$5,000	1.04 1.00 40 1 \$4,250	1.04 1.03 38 1 \$4,250	1.10 1.02 39 1 \$4,250	1.31 1.11 38 1 \$5,000	1.21 1.02 37 1 \$5,000	1.22 1.08 40 1 \$5,000	0.87 0.96 35 1 \$5,000	1.09 0.87 37 2 \$3,000	1.14 0.89 27 2 \$3,000	0.23 0.81 35 2 \$3,750	0.97 0.86 35 2 \$3,750	0.80 0.94 38 2 \$3,750	0.36 0.82 35 2 \$3,000	1.02 1.03 33 2 \$3,750	0.91 1.00 35 2 \$3,000	1.05 0.96 37 2 \$3,750	0.90 0.96 35 2 \$3,750	0.84 0.96 36 2 \$3,000	1.19 0.93 37 2 \$3,750	0.43 0.95 39 2 \$3,000
coming-two-year-old nerds available private rtility-tested, carcass-Ds. They are priced your outfit.	Grass On Off Tag ADG% Test Test A	8524 1.01 812 1060	8532 1.60 814 1092	8533 0.90 766 996	8537 1.11 758 954	8538 0.99 758 1032	8539 1.56 892 1194	8552 0.23 702 1032	8804 1.13 822 1036	8820 1.22 884 1098	8822 0.85 826 1052	8841 1.52 922 1192	8848 1.03 814 1063	8865 0.37 770 1022	8910 1.35 862 1042	8507 1.01 652 888	8525 0.93 635 880	8536 1.34 752 802	8540 1.30 650 860	8541 0.64 758 930	8549 0.66 732 810	8553 1.01 774 994	8803 1.15 864 1052	8814 0.31 792 1008	8818 1.15 854 1040	8825 1.01 826 998	8837 0.93 760 1004	8867 1.51 940 1028
We have an excellent selection of coming-two-year-old bulls from the San Pedro and L Bar herds available private treaty. They are performance and fertility-tested, carcass-sonogrammed and have excellent EPDs. They are priced fairly and ready to work and long for your outfit.	FAT IMF \$T \$M	-0.020 0.45 \$107 \$16	-0.008 0.19 \$81 \$10	-0.017 0.30 \$78 \$21	-0.018 0.17 \$51 \$9	-0.029 0.23 \$88 \$21	-0.030 -0.01 \$109 \$19	-0.021 0.30 \$83 \$29	-0.026 -0.03 \$59 \$19	-0.025 0.16 \$80 \$21	-0.023 0.01 \$67 \$12	-0.033 0.00 \$74 \$13	-0.029 -0.17 \$83 \$24	-0.029 -0.13 \$73 \$19	-0.030 -0.17 \$66 \$1	-0.030 -0.05 \$60 \$11	-0.013 0.53 \$59 \$8	-0.020 0.29 \$78 \$14	-0.016 0.21 \$37 \$1	-0.028 0.05 \$69 \$21	-0.035 -0.33 \$58 \$21	-0.008 0.48 \$85 \$17	-0.026 0.23 \$76 \$10	-0.026 -0.04 \$80 \$24	-0.022 0.07 \$54 \$14	-0.030 0.04 \$63 \$10	-0.025 0.09 \$73 \$18	-0.028 0.00 \$55 \$11
ave an excellent com the San Ped. They are perfor ammed and hav and ready to worl	EPDs MK MCE MW SC REA	9.7 2.9 26 0.2 0.87	7.4 3.7 18 0.7 0.08	7.8 3.5 21 0.9 0.28	9.1 3.6 14 0.1 0.23	9.2 2.1 24 1.3 0.71	7.6 3.3 26 1.3 0.60	9.2 2.9 26 1.2 0.04	11.0 3.7 21 0.9 0.35	9.2 3.7 23 0.8 0.87	8.7 4.1 19 0.6 0.25	7.5 4.2 19 0.4 0.00	8.3 3.4 24 0.9 0.20	10.4 3.8 24 0.8 0.38	5.4 3.7 13 0.1 0.14	9.0 2.8 16 0.3 0.20	9.5 3.4 16 -0.1 0.10	4.2 3.5 17 0.9 0.31	8.5 3.9 10 -0.3 0.10	6.6 3.8 19 1.0 0.03	7.6 4.2 20 0.9 -0.02	7.5 3.3 21 0.4 0.13	6.6 3.8 17 0.1 0.51	11.0 3.0 27 0.7 0.11	9.5 3.9 18 0.6 0.24	6.0 3.5 16 0.4 0.24	7.7 4.3 20 0.9 0.35	5.6 3.8 14 0.3 0.32
We have bulls from treaty. The sonogram fairly and	IMF% CED B W Y	1.15 1.0 1.4 33 58	1.06 5.1 -1.3 21 46	1.12 7.0 -1.8 26 43	1.00 7.4 -2.8 10 28	1.25 0.7 0.7 29 49	0.86 3.1 0.6 36 63	1.19 3.6 0.2 33 46	1.14 5.2 0.0 20 34	0.93 6.3 -1.3 26 44	1.04 0.1 2.1 21 38	0.91 2.4 1.1 24 42	0.55 4.3 -0.4 31 49	0.85 1.3 1.5 26 42	0.68 3.2 0.3 15 39	0.92 8.1 -3.4 14 34	1.39 2.4 -1.1 12 30	1.17 4.4 -0.4 25 43	1.11 6.8 -3.0 2 20	0.69 6.5 -2.1 24 39	0.24 3.9 -0.2 24 35	1.33 3.7 -0.1 27 46	1.13 5.4 -0.5 21 42	1.13 -0.1 2.2 31 46	1.14 2.3 0.9 17 30	0.93 2.1 0.6 20 36	0.90 4.8 -0.4 24 41	0.93 4.1 -0.6 17 32
	I Perf Carcass YW% REA REA% IMF IMF%	1.08 9.41 1.49 3.51	1.01 5.28 0.84 3.23	1.06 6.3 0.99 3.42	0.91 6.4 1.01 3.05	0.95 7.9 1.26 3.82	1.08 7.6 1.21 2.63	0.98 5.8 0.92 3.63	0.91 8.5 1.08 3.5	0.95 9.8 1.24 2.9	0.98 7.8 0.96 3.2	1.03 6.5 0.83 2.8	1.05 8.0 1.02 1.2	1.02 7.9 1.00 2.6	0.95 6.8 0.86 2.1	0.69 4.91 0.71 2.68	0.75 4.08 0.65 4.24	0.94 6.3 0.99 3.59	0.73 5.3 0.83 3.41	0.84 3.5 0.50 2.10	0.90 5.0 0.79 0.73	0.99 5.6 0.89 4.06	1.06 9.7 1.23 3.4	6.7 0.86 3.4	0.93 6.9 0.88 3.5	0.94 7.6 0.97 2.9	0.96 8.8 1.10 2.8	0.96 7.8 0.99 2.8
6	Individual Perf Clr BW W% YW%	8 R 1.08	8 RBF 0.89	.8 Rwul 1.13	8 R 0.89	8 R 1.01	8 R 1.02	8 Rwul 1.17	8 R 67 0.94	8 R 64 1.01	8 RMU 84 1.05	8 R 81 0.96	8 R 83 1.09	.8 R 81 1.13	8 R 77 0.92	3 R 60 0.68	8 R 0.78	8 R 0.85	8 DR 0.68	8 DR 0.98	8 Rwul 0.97	8 R 0.99	8 R 70 1.00	8 R 86 1.19	8 R 80 0.98	8 R 81 0.99	8 R 67 0.90	8 R 74 0.99
	e Dam Birth	L-5440 8/31/18	Essential L-2422 8/25/18	o L-2427 10/10/18	L-9485 8/17/18	L-9191 9/17/18	L-9250 8/24/18	7 SP4736 10/2/18	SP 44 9/30/18	7 SP5-951 9/18/18	SP5-9857 10/4/18	3 L)0321 9/16/18	SP6-983 9/30/18	21 SP283 11/15/18	SP220 9/10/18	g L-6400 8/2/18	L-5439 8/18/18	L-4404 8/18/18	L)1970 8/13/18	Automatic L-1007 8/19/18	SP4922 8/19/18	L-4418 8/30/18	SP7-15 9/24/18	57 NR7/56C 9/28/18	SPR 4062 9/12/18	. w207 10/1/18	SP6-859 9/13/18	21 SP640 9/9/18
	PGSire MGSire	L-2464 L-1171	L-9307 Essentia	L-9307 En Fuego	L-9307 L-2474	L)1759 L-5560	L)1759 L-3432	En Fuego RTH 337	L)0524 NR4/12	LBar1525 Tate117	L)6244 L)9009	Tate117 Mndmn594 NR7/123	Essential SP596	L)6244 Frenzel821	SP124 L)6207	Ttl Packg Ttl Packg	L-2464 L-1171	En Fuego L-0389	L-9307 MS	L-9307 Automati	En Fuego L)0391	En Fuego L-1171	Tate117 Mndmn594 NR4/22	L)0524 Casey2-57	L)6244 SP722	Mndmn594 NR7/81	L-6165 L)0391	Mndmn594 Frenzel8.
	C BBU# Sire	C1107075 L-5501	C1107082 L-4371	C1107083 L-4371	C1107087 L-4371	C1107088 L-6209	C1107089 L-6209	P C1107100 L-6105	C1107974 L) 2067	C1107997 L-5540	C1108001 L) 0391	C1108025 Tate117	P C1109006 Escalade	C1108098 L)0391	C1108146 SP3-834	* C1101913 L-6509	C1107076 L-5501	PS C1107086 L-6105	C1107090 L-4371	C1107091 L-4371	C1107097 L-6105	P C1107101 L-6105	P C1107972 Tate117	C1107986 L) 2067	C1108796 L) 0391	C1108003 Tate117 Mndmn594 NR7/81	C1117803 En Fuego L-6165	P C1108100 Tate117 Mndmn594 Frenzel821
	T I.D. C	L- 8524	L- 8532	L- 8533	L- 8537	L- 8538	L- 8539	L- 8552 P	SP 8804	SP 8820	SP 8822	SP 8841	SP 8848 P	SP 8865	SP 8910	r- 8507 *	L- 8525	L- 8536 PS	L- 8540	L- 8541	L- 8549	L- 8553 P	SP 8803 P	SP 8814	SP 8818	SP 8825	SP 8837	SP 8867 P

Intraducing our Newest Herdsires

L BAR MOMENTUM



Blending the great L Bar 5502 line with Lasater and Rancho Tres Hijos genetics, L Bar Momentum provides the perfect complementary-cross for En Fuego genetics. He really rang the bell in our 2019 Performance Test and Sale: He was the second highest-selling bull overall, gained an amazing five pounds per day on the feed test and had one of the highest carcass scans in the offering. Momentum's EPDs are incredibly balanced—he's in the top 15% of the breed in eight categories. Momentum is very long and thick, moderate sized and exceptionally correct in terms of conformation. He is cherry red with a terrific disposition.



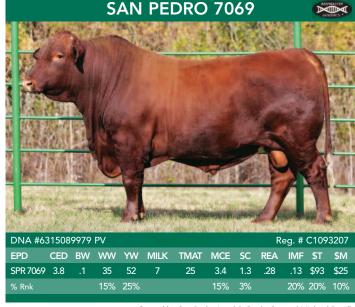
Photo by Watt M. Casey, Jr.

Owned in partnership with HH Holmes Ranch

SAN PEDRO 7069-



The high-selling bull in the 2019 Isa Performance Bull Sale, San Pedro (SPR) 7069 has great depth and bone. He has a strong pedigree, with L Bar En Fuego on the top side and one of our top young cows and soon-to-be Pacesetter, SPR Cornelia, on the bottom side. He had the second-best weaning weight and top yearling weight and scrotal circumference in his large contemporary group. His EPDs are very balanced, and his IMF is over 3.5! This bull is easy fleshing, dark red, scurred and received one of the top overall grades among 140 bulls in the Isa Performance Test. We are excited for this bull's future!



Owned by San Pedro Land & Cattle Co. and Michael Deville

INTRODUCTORY SPECIAL-\$20 EACH ON 10+ STRAWS

In any combination. Includes AI certificates. Freight additional. Expires 4/1/20.

L Bar Momentum and San Pedro 7069 are the top two bulls to come out of the 2019 Isa Performance Test and Sale. They represent the consistency in phenotype we are striving to produce. This harnesses the power of the most complete genetic

evaluation in the Beefmaster breed to turn the generational crank ever faster. Jump on the high-performance express and tap into the same genetics we are using in our herds at a great introductory price!

SPRING INTERNET AUCTION

PRIVATE TREATY BULLS

March 18-19, 2020 See pages 4-5 Available Now See page 6

What's in (our) store?

New gear!

Show off your
Beefmaster pride with
our newly designed
"Fiercely American
Made" t-shirt.
The retro style
is available in
both men's
and women's.



FREE SHIPPING! on orders of \$40 or more with code: freeship40



New Books!

We've added some new titles to our collection, and many books are available in both print and ebook versions.

isabeefmasters.com/store

Females for sale

4 Spring-calving Females

2-year-old females, bred to top sires L Bar 6517 and L Bar 6528. Calving in March-April. \$2950 ea.

7 Fall First-calf Heifers

18-month-old heifers, bred to L Bar 8310 and L Bar 8690. Calving October. \$2850 ea.

20 Fall-calving Females

2 year olds, AI bred to En Fuego, Escalade and Habanero, cleaned up to L Bar 8310 and L Bar 8690. \$2850 ea.

For more info, please contact Lorenzo at 325.656.9126.

International agents of Isa Beefmaster genetics

See our partners for inventory in-country:

Australia



Sally North sally@rockyrepro.com.au

Central America



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Mexico



Carlos Delfino Monsalvo deltrece@hotmail.com

South Africa



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South America



Ronnier Aguilera ideastradingbrasil@yahoo.com