## SPRING 2020

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 fertilitytested, individually priced and ready for your selection.

Mark your calendar for October $3^{\text {rd }}$ and join us in San Angelo for the Beefmaster breed's largest production bull sale-our $59^{\text {dh }}$.

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!

# Taking <br> By Lorenzo Lasater, President <br> Accountability noun | [uh-koun-tuh-bil-itee] - the state of being accountable, liable or answerable <br> 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 responsibility from both rancher and animals 

 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,

\section*{Genetic progress

## Genetic progress demands

 demands}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 


measure pounds per calf weaned. But does 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.

## ISABEEFMASTERS



## MARCH 18-19, 2020 WWW.CATTLEINMOTION.COM

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


## Escalade



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

L Bar 4519


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


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


Sire: L Bar 8307

## ISA BEEFMASTERS

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Please visit www.isabeefmasters.com/cattle for more information.
We have an excellent selection of coming-two-year-old

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 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.


## SAN PEDRO 7069



The high-selling bull in the 2019 Isa Performance Bull Sale, San Pedro (SPR) $\mathbf{7 0 6 9}$ 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!


## INTRODUCTORY SPECIAL-\$20 EACH ON IO+ 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!

SPRIMG IITIERNIT AUCTIONMarch 18-19, 2020

See pages 4-5

## 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.

## Available Now <br> See page 6

International agents of Isa Beefmaster genetics
See our partners for inventory in-country:

## Australia

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ROCKY REPRO
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Central America

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