

JUNE 1982



200 LIVESTOCK EXCHANGE BUILDING
4701 MARION ST.
DENVER, COLORADO 80216

Volume X, No. 6

FOUNDATION FACTS

PRESIDENT'S PROSPECTIVE. . . .

Fellow FBA Members,

Some of us are missing an opportunity by not giving a certificate with each animal we sell. Our Bylaws do not require us to certify our cattle. We are not even required to certify them when we sell them. It costs a total of \$25 for a certificate and the first transfer. Why should we spend this money and go to the bother when we don't have to?

The more successful members of our organization furnish certificates with all cattle they sell. There must be a reason. If a buyer receives certificates when he buys purebred Beefmasters he will know he has purebred cattle. He will think more of them, speak of them with more pride, and in effect will become a salesman for you. He will be a better prospect for membership in FBA. He will think the seller is professional and therefore, will have top quality cattle. He will be more likely to return to purchase more cattle. Giving certificates when we sell cattle is an indication that we think these cattle are special.

Money from certificates goes to FBA headquarters. Directly or indirectly, all money FBA receives is spent on advertising and promotion which helps all of us.

I suggest you furnish certificates with all animals sold. When a buyer says he doesn't need a certificate, furnish one anyway. When you price an animal include the cost of the certificate.

CERTIFICATE AND TRANSFER TRANSACTIONS

State	Certs.	Trans.	Total
ALABAMA	6	6	12
ARIZONA	25	25	50
CALIFORNIA	7	8	15
GEORGIA	1	1	2
KANSAS	3	2	5
LOUISIANA	2	2	4
MISSISSIPPI	2	2	4
MISSOURI	17	16	33
NORTH DAKOTA	1	1	2
OKLAHOMA	11	12	23
TEXAS	49	30	79
UTAH	6	6	12
TOTALS	130	111	241

It is my considered opinion that the only way you can be successful in this business is to furnish certificates with all cattle. Neglecting to do this is false economy.

Satellite organizations should make sure that certificates go with each animal sold at their sales. The money can be held out of sale proceeds and the paperwork can be done by sale officials. Foundation West Beefmaster Breeders does this now and it works very well.

Over the long haul you will be better off financially and your image as a professional breeder will be enhanced if you certify your cattle.

Neal Mortensen
President

Dick Springs, Chairman of the Advertising Committee sent us the following progress report on the video tape FBA is producing: "We have a script prepared and the first shootings have occurred in Plainview, TX, San Angelo, TX and Matheson, CO. Everyone is enthusiastic and we feel we will have a first rate video tape when finished. Much of the raw material will be available to us at the August Board meeting." In addition we are developing three 4 color ads--one on Philosophy, one on Crossbreeding and a Bull ad. These will be totally new ads.

REMINDER. . . .

From time to time it seems there are certain points we need to reinforce regarding our association's policies and regulations. One of these which occurred frequently the past few months is listing only "ear tag", for "Kind and Location of Number" when applying for a Certificate of Breeding. Our policy is as follows: The animal's identification number must be a permanent mark such as a tattoo or fire brand. Ear tags are not acceptable. While not required, it is strongly recommend that the animal be additionally and permanently marked with breeder identification (ranch brand, holding brand, initials, etc.)

We also have numerous requests for prices for literature and supplies. There is no charge for supplies, brochures or literature. We will be happy to supply any member with any of the above items upon request. Also, for your convenience in case you have misplaced our price schedule, we are reprinting it.

PRICE LIST

CERTIFICATE OF BREEDING (INCLUDES COST OF 1ST TRANSFER)	\$25.00
1ST CROSS FEMALE CERT. " " " "	10.00
2ND CROSS FEMALE CERT. " " " "	15.00
DUPLICATE CERTIFICATE	15.00
TRANSFER OF OWNERSHIP (SECOND & SUBSEQUENT TRANSFERS)	15.00
1ST CROSS TRANSFER " " " "	10.00
2ND CROSS TRANSFER " " " "	10.00
EXCHANGE BBU/NBA CERTIFICATE FOR FBA CERTIFICATE	15.00
FORMS & BILL OF SALE BOOKS	FREE
*YEARLY MEMBERSHIP DUES	30.00
*INVENTORY FEE (COWS OVER 24 MO.)	2.00
*INVENTORY FEE (ALL OTHERS OVER 12 MO. WITH 50% BEEFMASTER BLOOD)	1.00
* <u>NEW MEMBERS JOINING AFTER JULY 1ST PAY ONLY 1/2 OF DUES & INVENTORY</u>	

NOTE: MOST MEMBERS DO NOT CERTIFY THEIR BEEFMASTERS UNTIL THEY HAVE SOLD THEM, SO IT IS POSSIBLE TO BOTH (1) CERTIFY YOUR ANIMAL AND (2) TRANSFER OWNERSHIP AT THE SAME TIME. REQUESTS FOR CERTIFICATE OF BREEDING SHOULD BE PUT ON APPLICATION FOR CERTIFICATE OF BREEDING FORM WHICH CERTIFIES THE AUTHENTICITY OF THE BEEFMASTERS. YELLOW COPY OF BILL OF SALE SHOULD BE SENT WITH REQUEST FOR TRANSFER OF OWNERSHIP. THESE COPIES ARE USED TO PROCESS REQUESTS & SERVE AS PERMANENT RECORDS.

**We've Got 'Em
Stacked To
The Ceiling!**



This is our second "new" Foundation Facts issue and I want to thank all of you who wrote such complimentary letters. We are trying very hard to publish an interesting and informative paper each month. If you have any newsworthy items that would be of interest to our members please let us hear from you. The office here in Denver can't possibly know what's happening all over the country, so if you have a local item of interest or a sale be sure to notify us.

Deadline for items to be included is the 10th of each month. We must edit and have our layout ready for printing on the 12th in order to meet our mailing schedule on the 15th.



We're # 1

Be sure you have all seen the car rental commercial that says "WE'RE # TWO SO WE TRY HARDER." Some may say Foundation Beefmaster Association is # TWO but we disagree.

In 1954 Beefmasters were recognized as a breed by the U. S. Department of Agriculture. A decade later the first Beefmasters Association was formed. In 1971, however, disagreement over breeding philosophies and the proper roll of the breed association forced a group of breeders including Tom Lasater, the founder of the breed, to form a new association based on the original breeding philosophy. Thus, was born the Foundation Beefmaster Association. So if anyone calls us # TWO we don't mind because as Tom Lasater once said, "Hide color doesn't matter when the T-Bone's on the platter." Some breeders have lost sight of beef production and are breeding entirely for external characteristics. The Foundation Beefmaster Association asks that our members hold only to the 6 essential characteristics originally established by Tom Lasater when the breed was established. This places the responsibility for maintaining quality and carrying out positive and worthwhile breeding on the breeder. We believe in the integrity of the breeder. Other Beefmaster organizations have as many as 31 characteristics, such as color, "a definite navel" in cows, length of hair, and "smoothly attached tail". Well they can have their "pretty tails" and exotic cattle while we in FBA put our philosophy to work and the only thing we measure is results where they count, on the bottom line in profits!! As another commercial says "IF YOU'VE GOT IT FLAUNT IT," well "WE'VE GOT THE # ONE MAN TOM LASATER" in our association and that alone should prove FBA is the "# ONE ASSOCIATION".

Mary M. Wilkinson
Executive Secretary

Beefmasters

*"The pedigree
is in the name"*

Co-op Funds

For the second consecutive year, the Foundation Beefmaster Association's Board of Directors has approved an advertising co-op program for association members.

FBA will share the cost of an individual member's advertising costs provided an FBA logo is placed prominently in the ad.

The Association will reimburse members on a 50-50 basis up to 10% of the funds, from all sources, paid to the association by that member during the calendar year 1981.

Example:

Member paid FBA during 1981. \$500.00
Co-op funds available for 1982 \$ 50.00

Member purchases advertisement for total cost of \$100.00. FBA will reimburse one-half the cost; or \$50.00. Note: Member could buy two \$50.00 advertisements, receiving \$25.00 for each, and so forth.

In order to receive co-op funds, a copy of the advertisement (tear sheet), attached to a copy of the billing, must be sent to the Foundation Beefmaster Association office.

It should be noted the co-op program applies to print media only; and that the current program expires December 31, 1982. Funds must be used by that date in order to receive reimbursement.

It has also been determined by the Board that members may combine their co-op funds with other members if they wish. This could be especially helpful to satellites.

It is the sincere hope of the Board of Directors that this program is of benefit to both the Association and its individual members. If you need further assistance, please contact the FBA office.

Advertise



Buyers' & Sellers' Guide

ALABAMA

WISH TO BUY: Solid color polled bull with tight sheath.

FOR SALE: Dark red 5 yr. old herd sire to prevent inbreeding.

WAREAGLE BEEFMASTERS

W. H. GREGORY

Route 3, Box 301

Opelika, AL 36801

(205) 887-6005

ARKANSAS

FOR SALE: Buyers choice, tired of being told what you can buy? Pick your choice here-3/4 cows with 7/8 calves. Good selection.

AYERS BEEFMASTERS

CLELL & JOYCE AYERS

Box 362

Yellville, AR 72687

(501) 449-6152

CALIFORNIA

FOR SALE: Bred heifers and yearling bulls. Also, proven 4 yr. old herd sire.

RUNNIN' FREE BEEFMASTERS

STUART FOSTER

7790 Baxter Grade

Auburn, CA 95603

(916) 885-8767

COLORADO

BULL CONTRACT: Annual contracts for Vories Beefmaster bull and heifer weaning calves, 1982 calf crop, now available. This is our twelfth annual bull contract. Write for your copy.

VORIES BEEFMASTERS

EUGENE VORIES

P.O. Box 2201

Grand Junction, CO 81502

(303) 242-4558 ranch

(303) 242-1585 office

ILLINOIS

FOR SALE: One 15 month old dark red natural polled bull. Also, several two-four year old bulls.

R S BEEFMASTERS

ROY & TANYA SCHOENBECK

Route 1, Box 221

Evansville, IL 62242

(618) 853-2546

LOUISIANA

FOR SALE: One yearling bull, \$1,000 and 1 herd sire 4 1/2 yrs. old from Lasater stock, \$2,000.

GAUDET'S BEEFMASTERS

RICHARD GAUDET, SR.

Route one, Box 460

Thibodaux, LA 70301

(504) 447-6755

FOR SALE: Two Tom Lasater bulls, one 4 yrs. old, one 3 yrs. old.

MIKE KOVAC

P.O. Box 4048

Baton Rouge, LA 70821

(504) 925-3980

MISSISSIPPI

FOR SALE: Two 4 yr. old bulls. Three long yearling bulls. Eight long yearling heifers.

KABERLEIN BEEFMASTERS

LEN & KAYE KABERLEIN

Route 1, Box 161-B

Summit, MS 39666

(601) 249-2967

FOR SALE: Seventeen cows and calves. Eight yr. old bulls. One 3 yr. old heifer, calves.

B & D HOMESTEAD BEEFMASTERS

BILLIE & DAVID SISTRUNK

P.O. Box 955

Monticello, MS 39654

(601) 833-0823

NORTH DAKOTA

FOR SALE: Ten cow-calf pairs \$1000. Ten 700 lb. yearling heifers.

HAPPY VALLEY BEEFMASTERS

GERALD FRANKLIN

Rural Route #1, Box 40

Martin, ND 58758

(701) 693-2357

OKLAHOMA

FOR SALE: Three 2 yr. old bulls, fertility and bangs tested. Four yearling bulls.

BALLENGER BEEFMASTERS

LEONARD BALLENGER

Route 1, Box 134 A

Okmulgee, OK 74447

(918) 756-6502

TEXAS

FOR SALE: Twenty heifers, dehorned, all colors, average 12 mos. Twenty bulls dehorned, all colors, average 12 mos. Also three Beefmaster herd bulls priced right. One white and 2 are bluish brown. Would like to sell the lot located 12 miles north of Stockdale, TX, but will sell separately.

ROY M. ADCOCK BEEFMASTERS

ROY M. ADCOCK

P.O. Drawer 1171

Alice, TX 78332

(512) 664-4309 ranch

(512) 664-3200 home

FOR SALE: Thirty 8-10 yr. old Beefmaster cows. One hundred F-1 cows 2-3 yrs. old, most with baby calves. Twenty bulls, yearling to 5 yr. old.

WAGON WHEEL BEEFMASTERS

FRED GIST

2001 Gulf Avenue

Midland, TX 79701

(915) 682-3120 office

(915) 682-5418 home

TEXAS

FOR SALE: Isa Cattle Co. is offering 60 weaning age heifers for Oct. delivery and 45 two yr. old bred heifers for Sept. delivery. These heifers were raised by Charles Probandt, Laurie Lasater and Andy Smith and all have top genetic qualities. Excellent opportunity to start or add to your cattle operation. Call Charles Probandt or Laurie Lsasater.

ISA CATTLE CO.

LAURENCE M. LASATER

CHARLES PROBANDT

3192 Executive Drive

San Angelo, TX 76901

(915) 949-3763

WASHINGTON

FOR SALE: Two 2 yr. old bulls brockle faced.

MCNEIL BEEFMASTERS

CHARLIE McNEIL

6027 North Lacey Street

Spokane, WA 99207

(208) 448-2692

A BIG WELCOME TO THE FOLLOWING NEW MEMBERS WHO JOINED IN MAY

***** ***** ***** ***** ***** ***** ***** ***** **

Andrew J. Miller

MERCURIO

511 W. Lucile, Box 445

Hebbronville, TX 78361

(512) 527-3383

Rendition: 39

Origin: Violeta

Tally & Monty Johnson

TALLY & MONTY JOHNSON

Route #1

Terlton, OK 74081

(918) 757-2353

Rendition: 10

Origin: Tapp

Ernest C. McGee

McGEE

P.O. Box 321

Chino Valley, AZ 86323

(602) 636-2389

Rendition: 11

Origin: Reidhead

Boyce & Barbara Hodge

B & B HODGE

202 Swan Drive

Okeechobee, FL 33472

(813) 763-2048

Rendition: 1

Origin: Cage

Collins & Richards

WEZA

9 W. Bellevue Road

Merced, CA 95340

(209) 723-7576

Rendition: 5

Origin: Isa

Bryan S. Smith

SHILOH PALMTREE RANCH

P.O. Box 1730

Sun City, AZ 85372

(602) 935-9315

Rendition: 24

Origin: Merrill

??? INQUIRIES ???

PF	=	<u>PROGRESSIVE FARMER</u>	WL	=	<u>WESTERN LIVESTOCK</u>
DJ	=	<u>DROVERS JOURNAL</u>	NWFU	=	<u>NORTHWEST FARM UNIT</u>
C	=	<u>CATTLEMAN</u>	NM	=	<u>NEW MEXICO STOCKMAN</u>
INQU	=	<u>INQUIRY, OTHER</u>	RR	=	<u>RIEWE REPORT</u>
E	=	<u>EDUCATIONAL</u>	TEL	=	<u>TELEPHONE INQUIRY</u>

ALABAMA

INQ J. W. Thompson, Route 6, Box 158, Albertville, AL 35950.
PF Sherman Woods, Route 3, Box 250, Sulligent, AL 35586.

ARKANSAS

PF Grant County Cattlemen's Assn., Tommy Traywick, Rt. 1, Box 291, Grapevine, AR 72057.
WL Willard M. Callahan, Route 2, Box 315, Mena, AR 71953.
INQ Roberta Mason, Matanuska-Susitna District, Box 869, Palmer, AK 99645.
INQ Vinson Waggon, P.O. Box 1249, Van Buren, AR 72956.

CALIFORNIA

ED Ronda Springer, 3346 Grand Avenue, Vista, CA 92083.

FLORIDA

INQ Winton Allbritton, Route 4, Box 527-B, Perry, FL 32347.
INQ Perry Bush, Route 2, Box 218, Ft. Meade, FL 33841.
PF G. Cappadona, Route 1, Box 151 J, Oxford, FL 32684.
INQ Mr. & Mrs. Tom Duval, Route 12, Box 284, Tampa, FL 33615.
PF Byron Newberry, Route 2, Box 626 A, Avon Park, FL 33825.

GEORGIA

PF Winston J. Cantrell, Route 4, Box 163, Ellijay, GA 30540.
PF Billy Cliett, Route 3, Box 86 A, Douglas, GA 31533.
PF C. H. Craig, Route 1, Kingston, GA 30145.
PF H. M. McClure, Route 1, Box 151, Cumming, GA 30130.
INQ John A. Smith, Box 241, Hartsfield, GA 31756.

IDAHO

TEL Elva Freeman, 4700 Kootenai, Apt. #1, Boise, ID 83705.
INQ Linda Herkner, Route 2, Box 2100A, New Plymouth, ID 83655.

ILLINOIS

INQ Judy Kaffman, 16 West 260 83rd Street, Hinsdale, IL 60521.

LOUISIANA

PF Lane Richard, 2822 Ambassador Caffery, Lafayette, LA 70506.

MISSISSIPPI

INQ Burney Scott Parker, Route 1, Box 224A, Summit, MS 39666.
PF Robert Pearson, Route 1, Box 459A, Preston, MS 39354.

MONTANA

INQ David Hutson, 706 Walker Drive, Missoula, MT 59801.

NEW MEXICO

C Austeo P. Chavez, Box 143, Quemado, NM 87829.

NEW YORK

TEL Ray Benton, 123 Wickham Avenue, Middletown, NY 10940.
INQ Ed Roesel, 248A South Street, Manorville, NY 11949.

NORTH DAKOTA

Steve Hurdelbrink, Sherwood, ND 58782.

OREGON

NWFU Art Flande, 38610 Jefferson Scio Drive, Scio, OR 97374.

TENNESSEE

PF Winfred Fletcher, P.O. Box 372, Kingsport, TN 37662.

TEXAS

PF Bob Einhaus, 1101 Nelson Street, Yoakum, TX 77995.
PF A. D. Hanna, P.O. Box 5185, Wichita Falls, TX 76307.
PF Marc Heidemann, 5221 Mimosa, Bellaire, TX 77401.
INQ Keith Kubena, Route 1, Box 38, Dime Box, TX 77853.
PF Jimmy E. Robinson, P.O. Box 1595, Bowie, TX 76230.
PF Sammy Sapp, 926 Meyers, Clute, TX 77531.
INQ Steven Schlback, Route 1, Box 46, Round Top, TX 78954.

UTAH

NWFU N. R. Gedge, 9640 So. 1300 West, Riverton, UT 84065.

WASHINGTON

PF Wayne Gilmore, Star Route 2, Box 86, Forks, WA 98331.
INQ Karen McIlroy, Route 1, Box 279E, Outlook, WA 98938.
INQ Lynn Parton, Prosser High School, Prosser, WA 99350.
NWFU Sam Schneider, R.R. #2, Davenport, WA 99122.
INQ Carlene Wells, Route 4, Box 425,, Colville, WA 99114.

WEST VIRGINIA

PF George A. Cunningham, Box 203, RD 3, Wheeling, WV 26003.
PF Robert Dunlap, Greenville, WV 24945.
PF Scohie Lyons, RD #2, Box 179, Proctor, WV 26055.
PF Stanley Thorne, Route 3, Box 20 A, Princeton, WV 24740.

WISCONSIN

TEL Ray Cooper, Amer. Brds. Ser., Rt. #1, P.O. Box 459, DeForrest, WI 53532.

FOREIGN

WL Indian River Ranch, P.O. Box 165, Atlin, B.C. Canada, Vow 1A0
INQ David Dozier, San Rafael De Heredia, Costa Rica, C.A.
INQ Pedro Ochoa, Facultad De Medicina, Veterinaria Y Zootecnia, Depto. De Genetica,
Ciudad Universitaria, Codigo Postal 04510, Mexico D.F.
PF Antonio Fuentes Agostimi, 309 Interamericana Street, Rio Piedras, Puerto Rico
00927.

CORRAL OF EVENTS. . . .

Our member Gerald Franklin of HAPPY VALLEY BEEFMASTERS will host the 1st Beefmaster Field Day for Martin, ND. Tour of the ranch starts at 2:00 P.M. Saturday, July 31st with a Beefmaster Bar B Q at 6:00 P.M. followed by a message from FBA President, Neal Mortensen. There will be country music to finish off the evening.

The Lasater Ranch annual Bull Delivery will be held August 18-20, 1982. As in the past, Beefmaster breeders from this country and Mexico will be there. Their selections will be made from the Foundation Herd of the Beefmaster breed.

The next Board of Directors meeting will be held August 21, 1982 at the FBA office in Denver. Mark your calendars.

CTBB will hold their 2nd Annual Sale at Lampasas, TX, Saturday, September 25th at 1:00 P.M. Any FBA members interested and/or having cattle for this sale call Sue Bacon (915) 646-0423 or Gordon Chapin (512) 556-5076.

Laurie Lasater and Charles Probandt, partners in Isa Cattle Co. announced that their next sale will be held October 9th and will feature over 200 service-age bulls.

PLAN NOW TO ATTEND 1983 FBA CONVENTION MARCH 16 - 19 AT SAN ANGELO, TEXAS

Foundation Beefmaster Assn.
200 Livestock Exch. Bldg.
Denver, CO 80216
Tel: (303) 825-3019

BULK RATE
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DENVER COLORADO

Time Value
Please
Expedite

3040T80A007
Ronald & Lanette Ranly
Route 2, Box 17
Lott, TX 76656