

JANUARY 1989



**FOUNDATION
BEEFMASTER
ASSOCIATION**

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

Volume XVII, No. 1

FOUNDATION FACTS

U.S./EC Trade Dispute

As promised, the U.S. government has retaliated against the European Community's ban on imports of meat products produced with hormone growth promotants—including beef and variety meats from the U.S. The U.S. retaliation came in the form of 100% tariffs on \$100 million worth of certain EC agricultural and food products. "NCA supports the U.S. action to retaliate," Bob Josserand, NCA president-elect, said. He noted that the EC's action against hormone use in Europe and, on Jan. 1, 1989, in imported meat was not really a health-protection measure; it was aimed at reducing the costly mountain of surplus beef built up as a result of ill-advised EC ag policies. "European and international groups of scientists agree that tested and approved hormone products, as used in the U.S. and many other countries, are safe," Josserand said. "The EC ban is a phony issue." The basic trade issue is really bigger than beef, said NCA foreign trade specialist Tom Cook. "The administration chose this issue to illustrate the unfair trade practices of the European Community."

The EC says that it will counter-retaliate against the U.S. by increasing tariffs on U.S. honey, walnuts, canned corn and dried fruit. A special EC committee on retaliation met this week and will present its recommendation to the EC Council of Ministers Jan. 16. If the council approves, the European Parliament will vote on retaliation on Jan. 23. The parliament has a board of inquiry looking at scientific aspects of the issue.

Meanwhile, U.S. officials indicated that, aside from strictly retaliatory measures, they were considering restrictions on meat from Europe for safety reasons. It is widely known that many European producers are using black market, illegal injectable "hormone cocktails" in producing livestock. And, U.S. officials say, the inadequate European drug regulation systems can't seem to cope with the problems. U.S. laws require that imported meat products meet the same safety standards imposed in the U.S. If the Food Safety and Inspection Service decides that it can't certify that exporting countries' safety measures are adequate, it may shut off imports from affected countries.

NCA Strategy on Issue

When it became likely that Europe would go ahead with its ban on imports of meats from countries using hormone implants, NCA determined that it would try to keep the issue one of European ag policy and foreign trade. Efforts were made in contacts with the media and others to keep the ban from becoming a food safety issue in the U.S. and to prevent adverse effects on the cattle market. It appeared this week that the industry strategy and efforts had been successful. All of the major U.S. media focused on the trade issue and not on the safety issue. NCA was contacted by all major media—including all of the TV networks, news organizations and

national papers like the New York Times and Washington Post. Examples of responses: NCA president-elect Bob Josserand was on the NBC "Today" show; executive vice president John Meetz was on ABC's Evening News; Dr. Darrell Wilkes, NCA vice president, research and industry information, was "crisis manager" on this issue and answered many technical and other inquiries; Tom Cook, staff expert on foreign trade, helped many Washington reporters; state affiliates and state beef councils handle local inquiries.

European spokesmen never were able to show that there was a legitimate safety question; they insisted that they were responding to consumer demands. Actually, the original ban was a politicians' move to cut down on a costly beef surplus, not a response to widespread consumer concerns. An editorial in the Dec. 1 issue of the Wall Street Journal/Europe explained: "Scrambling for disincentives to meat production, the European Commission seized upon propaganda by Green groups such as the European Bureau of Consumer Unions to ban growth hormones." NCA viewed the issue as a matter of trade principle, not just an immediate marketing issue. "If the EC can put the hormone ban in place, what will they do if they want to keep out more of our grain and other products?" Josserand asked. "The U.S. is the largest exporter and importer of ag products in the world. We have the most to lose when artificial trade barriers are imposed. We must stand up for fair trade." Some observers editorialized to the effect that the "Fortress Europe" mentality (free trade within Europe but high barriers against imports) would become prevalent and that the future for U.S. beef and other ag exports rests more with Asia and other regions.

Little Effect on Market

The European hormone ban has had minimal effect on the U.S. cattle market, Cattle-Fax analysts said. Actually, the fed cattle market climbed at the same time that news coverage of the ban increased. There was a little reaction in the futures market last week, said Tom Brink of Cattle-Fax, but it was very short lived. Actually, the total amount of U.S. exports involved is not more than \$145 million a year (mostly variety meats), and the European Community is eliminating products intended for pet food use (\$25-30 million) from the ban, which will reduce the impact. Brink noted that the EC accounts for less than 4% of U.S. beef exports, but it is the biggest buyer (35%) of U.S. variety meats. Japan is now buying more U.S. variety meats, in addition to substantially increasing its imports of beef. In 1987, Brink said, the U.S. shipped \$33 million worth of beef to EC countries. The increase in shipments to Japan alone in the coming year will be much greater than that. From the start, NCA and Cattle-Fax said that the ban should have little market impact—perhaps no more than \$2 per head on fed cattle.



FBA Office Update: AUDIT

We are in the midst of our annual audit and to insure that the internal control procedures we employ are adequate, Spicer Oppenheim, our auditors, will be sending verification letters to some members. The selection is made on a random basis. If you receive a request to verify monies paid to FBA, please use the stamped self-addressed envelope provided. Your reply

should be mailed directly to Spicer Oppenheim.

Securing an annual certified audit is just good business and with growth comes additional responsibility to insure that your association is using and complying with accepted accounting practices. So we thank you in advance for any inconvenience caused.

PERSONAL COMMENTS:

I want to thank all of you for the many nice letters and cards we received this year. There were too many to answer personally. We had one wall full of cards. We even received pictures from some members (I hadn't realized how many of you are so good looking!). Please accept this as a personal thank you.

My sincerest wishes to all of you for a Happy and Prosperous New Year.

Mary M. Wilkinson
Executive Secretary

RENEWALS

Thanks to all of you who have sent your 1989 Dues and Inventory in. If you haven't sent them, please do it now. It is very important that we verify all information on each renewal so we can make any necessary changes in addresses, names, phone numbers, etc. This is a time consuming job and in order to get the new membership information ready for the printers we **must** have your renewals as soon as possible. FBA Bylaws require a certified letter be sent to all members who have not renewed by the first week in February. A penalty of 10% is added to those who then rejoin. Any member who has not paid all dues and penalties by February 28, 1989 will be automatically dropped.

The 1989 membership books will be given to the printer to typeset on March 4th. **No additions or changes can be made after March 1st.**



**Merry
Christmas**

*Hanny +
Gina
Safrit*

This is just one example of the Christmas cards we received!

?? INQUIRIES ??

NC	— National Cattleman	WFS	— Western Farmer Stockman
PF	— Progressive Farmer	WLJ	— Western Livestock Journal
CM	— Cattleman	TEL	— Telephone
MM	— Mail & Miscellaneous	BF	— Beef
E	— Educational	ACB	— Arkansas Cattle Business
FC	— Florida Cattleman	SS	— Stock Show
HPJ	— High Plains Journal	AC	— Alabama Cattleman
LMD	— Livestock Market Digest	MBC	— Missouri Beef Cattleman

ARIZONA

TEL Jack Sacksen, 10450 No. Old Father Dr., Tucson, AZ 85741
TEL Terry Nolen, HC 70, Box 4610, Sahuarita, AZ 85629
MM George & Marilyn Babarich, Lazy Y5 Ranch, R.R. #2, Box 100, Mason Rd., Sierra Vista, AZ 85635

COLORADO

TEL Todd McCallum, 2244 E. Panama Dr., Littleton, CO 80121
MM Mark Wright, Box 216, 96 East Perry Park Ave., Larkspur, CO 80118

GEORGIA

TEL Tim Hill, 3531 Walton Way, Augusta, GA 30909
PF F. J. Brooks, Rt. 5, Box 207, Colquitt, GA 31737
MM L. Darren Tuck, Tuck's Auto Parts, 6 Webster St., Rome, GA 30161

KENTUCKY

PF Melvin Sanders, 430 Fidelio Rd., Hopkinsville, KY 42240
PF Alan Stubblefield, 4579 Porter Pike, Bowling Green, KY 42103
PF Jerry Smith, Rt. 1, Box 936, Springfield, KY 40069

INDIANA

BF Ken Macy, R. R. #4, Box 130, Union City, IN 47390

MISSOURI

PF John W. Wilson, Rt. 1, Box 17, Gatewood, MO 63942
PF Wayne Myers, 834 Lynn Haven, Hazelwood, MO 63042

NEVADA

LMD Bob & Kate Baldwin, 5160 Bottom Rd., Fallon NV 89406

NEW MEXICO

PF Lonnie Mitchel, Rt. 1, Box 161, Clovis, NM 88101

NORTH CAROLINA

ED Stephen D. James, Rt. 3, Box 655, Siler City, NC 27344

OHIO

YBK Gerald D. Pealer, 21333 Wooster Rd., Danville, OH 43014

OKLAHOMA

PF Jack Levick, Box 85, Headrick, OK 73549
PF Frank Morris, Rt. 1, Box 45A, Balko, OK 73931
WLJ James Spurgeon, Rt. 1, Box 41A, Gate, OK 73844
PF Jennifer D. Taylor, Rt. 7, Box 130, Stillwater, OK 74074
PF John N. Harrelson, Rt. 1, Box 56, Colcord, OK 74338
PF Bob Phifer, Box 36, Savanna, OK 74565

OREGON

PFP Roger Gany, HC 86, Box 175, Myrtle Point, OR 97458
WFS Daniel Hilts, 22302 So. Ferguson Rd., Beaver Creek, OR 97004

SOUTH CAROLINA

PF Harris J. Gordy, P.O. Box 43, Jackson, SC 29831

SOUTH DAKOTA

PF Mary J. Roe, Box 116, Florence, SD 57235
BF Alvis Lemke, R.R. 1, Box 94, Selby, SD 57472

TENNESSEE

PF Roger Hamiter, 6001 Hickory Valley Rd., Nashville, TN 37205

TEXAS

CM Kelly Smith & Lisa Hill Smith, 1401 FM 2818, Apt. 331, College Station, TX 77840
MM Ramona Maddox, Rt. 1, Box 269, Canyon, TX 79015
LMD Rick Cutsinger, Rt. 5, Box 239-C, Weatherford, TX 76086
MM Vondell Koontz, Star Route, Channing, TX 79018
CM Norman Brinker, 5910 Westgrove, Dallas, TX 75248
MM Don Oppliger, Box 669, Farwell, TX 79325
MM R. L. Heberling, 932 Foxglove, Amarillo, TX 79107
MM Mark Graves, Hartley Rt., Box 39, Dumas, TX 79029
MM William A. Hardcastle, Box 1601, George West, TX 78022
MM Roy Hobanson, 1007 Durrett, Dumas, TX 79029
MM Walter R. Price, 3419 Royal Rd., Amarillo, TX 79109
MM Archie Reynolds, 2605 14th Ave., Canyon, TX 79015
MM Bobby Augeley, HCR 2, Box 31, Earth, TX 79031
MM Roy B. Hodges, Box 803, White Deer, TX 79097
MM Dempsey Strauss, Rt. 7, Box 41, Amarillo, TX 79118
MM Robert L. Jacobs, 2507 Fir, Pampa, TX 79065
MM Max Clawson, HCR 3, Box 50, Spearman, TX 79081
MM Jim Albers, 1214 - 5th Ave., Canyon, TX 79015
MM Robin Robertson, Rt. 2, Box 24, Crosbyton, TX 79322
MM Jimmie Adams, Jr., Rt. 1, Box 59A, Pampa, TX 79065
MM Carol D. Robertson, Rt. 2, Box 24, Crosbyton, TX 79322
TEL John Surovich, Rt. 4, Box 295-A, Mt. Pleasant, TX 75455
MM Randall L. Sherrod, #8 Edgewood, Canyon, TX 79015
CM Calvery & Hester, Box 38, Garden City, TX 79739
MM J. E. Brooks, HCR 5, Box 68, Dimmitt, TX 79027
TEL Dan Keese, 5558 - 93rd St., Lubbock, TX 79424
MM Travis Shannon, 2803 S. Nelson, Amarillo, TX 79107
CM E. J. Stahl, P.O. Box 5384, Pasadena, TX 77505

WYOMING

PF W. J. Sohns, P.O. Box 4247, Casper, WY 82604

FOREIGN

Jose Salinas, Paseo De Los Leones, Colonia Leones #1009, Monterrey, Mexico, N.L.

NEW BEEFMASTER OWNERS SINCE NOVEMBER 1, 1988

Charles A. Dean
Box 10728
Midland, TX 79702

L. S. McDowell Ranches
HC 63, Box 173
Big Spring, TX 79720

J. E. Roy
234 Stark Rd.
Dallas, TX 75253

Lawrence Hardison
Rt. 1, Box 45
Simms, TX 75574

J. W. Mitchell, Jr.
P.O. Box 209
Teague, TX 75860

George R. Hurst
1814 Limerick Lane
Grapevine, TX 76051

John M. Julian
Rt. 1, Box 262
Joppa, AL 35087

George D. Sybert
1913 S. 33rd St.
Temple, TX 76501

Warren Hollis
R.R. 1, Box 184
Valley Falls, KS 66088

William G. Allen
819 Crescent Dr.
Sweetwater, TX 79556

Charles R. Wood
3407 Cherry St.
Zachary, LA 70791

Brooks-Hale
Box 830
Bogata, TX 75417

Roy Bonds
Rt. 1
Homer, GA 30547

Steve Rymer
Rt. 4, Box 1705
Leicester, NC 28748

A. E. Davis Estate
Box 188
Capitan, NM 88301

Audie L. Jetton
8381 Grape Creek Rd., P.O. Box 389
San Angelo, TX 76902

P. A. Tucker
Route 1
Loganville, GA 30249

Jimmy Melton
Rt. 2, Box 427
De Queen, AR 71832

Steve & Archie Taylor
Rt. 2
De Queen, AR 71832

Bernice Parker
P.O. Box 1301
Hartselle, AL 35640

Bennie & Michael Childers
Route 1
Eva, AL 35621

Jerry Hemsted
17330 Auction Yard Rd.
Cottonwood, CA 96022

Craig Owens
191692 Reeds Cr. Rd.
Red Bluff, CA 96080

Leonard Clark
Box 2368
Flournoy, CA 96029

Jerry Owens
3061 Montgomery
Red Bluff, CA 96080

Betty A. Mackey
Star Route
Norton, TX 69971

Doyle Altaffer
1814 Grandview
Pawhuska, OK 74056

James Bowers
Route #1
Grove Oak, AL 35975

C. M. Squier
P.O. Box 25
Beaumont, KS 67012

Donald Stiles
Rt. 1, Box 220
Murphy, NC 28906

Darrell Chandler
Rt. 1, Box 67
Horatio, AR 71842

Howel C. Simpson, Jr.
P.O. Box 360
Mesquite, NV 89024

David Tobola
Rt. 1, Box 269
Houlton, TX 77975

James Boyd
Rt. 5, Box 169
Claremore, OK 74017

Wendell Wehmier
Rt. 2, Box 88
Turpin, OK 73950

James & Janet Howell
1406 Princeton
Midland, TX 79701

Dean Woxley
Rt. 1, Box 326
Eagletown, OK 74734

Boyd H. Long
P.O. Box 45
Roaring Springs, TX 79256

Kenneth J. Schmitz
P.O. Box 25
Renault, IL 62279

Marvin Riddle
Rt. 1, Box 710
Potosi, MO 63664

Alamosita Ranch
702 Walnut
Clayton, MO 88415

Rudy Goodall
Route 1
Hammon, OK 73650

Oscar Shawcroft
19049 Co. Rd. 172
La Jara, CO 81140

Hanna Ranches
Rt. 3, Box 289
Pueblo, CO 81004

Doornenbal Dairy
19116 E. Lone Tree Rd.
Escalon, CA 95320

Rickey Pack
Route #1
Sylvania, AL 35988

Clinton L. & Susan Williams
R. R. #2, Box 426
Leon, KS 67074

Dean L. & Judith A. Pio
R.R. #3, Box 28
Council Grove, KS 66846

Del Curto Bros.
305 Mines Rd.
Socorro, NM 87801

John McCarthy, Jr.
3803 No. County Rd. 577
Dade City, FL 33525

D-D Ranch, David Jenkins
Rt. 1, Box 162D
Detroit, TX 75436

Dan F. Howell
Rt. 1, Box 902
Gilmer, TX 75644

Charles or Lee Shedd
P.O. Box 517
Pawhuska, OK 74056

Frank Angel
2201 Brillante
Santa Fe, NM 87505

4 B Beefmasters
Rt. 1, Box 602
Alto, TX 75925

William Helson Lewis
Rt. 7, Box 480
Sparta, TN 38583

Anthony Hanson
105 N.E. 24th St.
Lamesa, TX 79331

(Continued on page 5)

(Continued from page 4)

Betty Ackels
Half Way
Missouri 65663

Billy Phillips
14350 Mason Ferry Rd.
Citronelle, AL 36522

Richard Monighetti
Rancho La Cienega
Box 677
Los Alamos, CA 93440

James & Phyllis Finch
Rt. 1, Box 8A
Half Way, MO 65663

Alfredo Martinez
Sabiniso Rt.
Solano, NM 87746

Charles B. Wilkerson
Rt. 2, Box 105
Westmoreland, TN 37186

David Browning
Rt. 1
Moss, TN 38575

Dohrman Ranch
Box 174
Roy, NM 87743

A Big WELCOME To new Members Who Joined In December

Wolfe Ridge Ranch
ROCHE BEEFMASTERS
Warren Roche, Jr.
Rt. 2, Box 127C
Killeen, TX 76542
(817) 793-2847
Rendition: 2
Origin: The Lasater Ranch

/7 SLASH SEVEN BEEFMASTERS
McFarland C. Osborn
Rt. 2, Box 33
Friona, TX 79035
(806) 295-3097
Rendition: 15
Origin: Charles Duree, O.C. Rampley

LA ESPERANZA BEEFMASTERS
Six L Cattle Co.
Dale Lasater
P.O. Box 38
Matheson, CO 80830
(719) 541-2855 (Day)
(719) 495-3432 (Evening)
Rendition: 155
Origin: India Land & Cattle Co.

OXBOW BEEFMASTERS
Duane P. Schneider
Box 157
Prairie City, OR 97869
(503) 820-3655
Mailing Address:
Box 7746, Boise, ID 83807
(208) 338-2546
Rendition: 56
Origin: Apache Land & Cattle Beefmasters

REPEAT OFFER

We have made a bulk purchase of "The Lasater Philosophy of Cattle Raising" in a hardback edition to accommodate the many inquiries we receive. If you want to order one and/or several to pass out to new buyers, please fill out this coupon and enclose \$8.00 for each copy to cover postage and handling.

Mail To: Foundation Beefmaster Association
200 Livestock Exchange Building
Denver, Colorado 80216

Please send me _____ copies of "The Lasater Philosophy of Cattle Raising" with hardback cover at \$8.00 each.

Name _____

Address _____

Enclosed Check For \$ _____

Buyers' and Sellers' Guide

TEXAS

FOR SALE: 25 Head of 2 & 3 Year-old Bulls.
Contact Michael Harrison or Gary Loftin (915) 455-2904 (Days) or (915) 527-3639 (Evenings).

PECOS BEEFMASTERS
P.O. Box 189
Pecos, TX 79772
(915) 455-2904 (Days)
(915) 527-3639 (Evenings)

FOR SALE: 40 Head of coming 2-year-old heifers,
bred to calve in February and March.

Bob Pyeatt
PYEATT BEEFMASTERS
Rt. 2, Box 219
Detroit, TX 75436
(214) 674-5645 (Res.) or
(214) 427-2095 or 427-3229 (Office)

STANDARDIZED SIGN

1. Sign outside measurements: 24" x 30"
2. Scale: 1 in. = 1 ft.
3. Background: PMS 342 (dark green)
4. Red is PMS Warm Red.

In recent months the office has received several requests from members asking for a standard Foundation Beefmaster Association ranch sign.

After a great deal of research and putting the job out for bids we have selected a company who will manufacture and ship a sign direct to our members.

In order to obtain this special low price we must place orders in lots of 25 at a time. The initial order would take two weeks for the master signs and one week to personalize them. If personalized orders are received individually, a one day turn around would be typical.

All signs would have three holes drilled across the top and three across the bottom for mounting. Signs will be made of 24 gauge steel with baked enameled paint. There can be no changes or different colors. The colors being used are those used by FBA in all advertising and logos.

If you would like to order a sign for your ranch please fill out the coupon below and send it with your check to the FBA office. Only member interest will keep this offer available.

I would like to order _____ metal FBA ranch signs at \$50.00 plus \$5.00 for shipping and handling.

Personalization to read as follows (please print or type):

Mail to: Foundation Beefmaster Association
200 Livestock Exchange Building
Denver, Colorado 80216

Name _____

Address _____

Check enclosed for \$ _____

TEXAS

FOR SALE: 18-24 month-old bulls of Miller Ranch,
Lasater and Casey breeding. From a Bangs-free
herd.

Bunky Smith
LAZY S BEEFMASTERS
Rt. 1, Box 25
Detroit, TX 75436
(214) 632-5760

OREGON

FOR SALE: 20 Beefmaster females. Bred cows to
calve February and March. Also nice selection of
yearling bulls. Have a few 18-24 month-old bulls.

Doug Kuykendall
KUYKENDALL BEEFMASTERS
Rt. 1, Box 104-A
Richland, OR 97870
(503) 893-6167

ILLINOIS

FOR SALE: 12 Weaned Heifer Calves and 2 nice
Bull Calves. Call Quen Cultra (815) 268-7247.

Quen Cultra
CULTRA BEEFMASTERS
Box 143
Onarga, IL 60955
(815) 268-7247 (Bus.)

FOR SALE: 10 Bred Cows to calve in the Spring.
Weanling bull calves. 5 year-old polled bull. Also 4
Fall calvers.

Roy Schoenbeck
RS BEEFMASTERS
R. R. 1, Box 215
Evansville, IL 62242
(618) 853-2546

OKLAHOMA

FOR SALE: 18 Weaned Heifers. Excellent Hargis
Breeding. Call L. G. Hargis, Jr. (405) 228-2540.

L. G. Hargis, Jr.
HARGIS BEEFMASTERS
Rt. 2, Box 226
Waurika, OK 73573
(405) 228-2540

NORTH CAROLINA

FOR SALE: 4 Heifer Calves 6-8 months old - 1/2
Reg. Beefmasters, 1/2 Angus. Start your own
Beefmaster herd. \$450 each. Call Lynn Deal,
Conover, NC, nights (704) 465-1063.

M. Lynn Deal
DEAL "N" BEEFMASTERS
Rt. 3, Box 290
Conover, NC 28613
(704) 465-1063



The Season's Largest Selection of Beefmaster Bulls

The Isa Cattle Company Spring Bull Sale
★ 200 Ranch Raised Beefmaster Bulls ★

**SATURDAY, FEBRUARY 25,
10 AM — PRODUCERS AUCTION
IN SAN ANGELO, TEXAS**

Real profit builders, these Big, Strong, 2-year-old bulls carry the frame and heavy muscling to add pounds to your calves at weaning. They're aggressive breeding bulls that will do well on any country, and get more of your cows settled. Most important of all, they can be your key to participation in Isa's NewBeef program, a vertically integrated program that provides a better market with more flexibility for your Beefmaster cross feeder calves.



*For more information call Jay Nixon at (817) 461-9511 or Laurie Lasater at (915) 949-3763.
Or fill out the coupon below and send it to:*

Isa Cattle Company Marketing
4025 Woodland Park Blvd.
Arlington, Texas 76013

Please send me more information on the Isa Cattle Company Bull Sale, the Isa Program, and on NewBeef and how it can help me market my feeder calves.

Name _____

Address _____

City _____

State _____ Zip _____

Telephone Number _____

Corral of Events

February 25, 1989 - Isa Cattle Co.'s Texas Spring Bull Sale.

March 18, 1989 - Panhandle-New Mexico Beefmaster Breeders satellite will have their annual seminar at Quail, TX. Contact Jerry Hicks (806) 447-2601 or Charlie Duree at (505) 673-2241.

April 1, 1989 - They will hold a spring Beefmaster bull sale at Amarillo. More details next month.

April 9, 1989 - Heart of America satellite will have their annual spring bull sale at Mt. Vernon, MO. Details next month.

October 7, 1989 - Isa Cattle Co.'s Annual Bull Sale.

October 27, 1989 - Isa Cattle Co.'s Florida Fall Bull Sale.

Foundation Beefmaster Association
200 Livestock Exchange Building
Denver, Colorado 80216
Tele: (303) 294-0847

**BEEFMASTERS
A PLAN FOR
PROFIT**



Ronald C. Ranly
RANLY BEEFMASTERS
Route 2, Box 17
Lott, TX 76656