

JUNE 1989



**FOUNDATION  
BEEFMASTER  
ASSOCIATION**

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

Volume XVII, No. 6

# **FOUNDATION FACTS**

## **AN OPEN LETTER TO FBA MEMBERS**

There seem to be many ideas placed before us these days that would tend to make us as Beefmaster breeders wonder if we should get aboard and follow the patterns and guidelines set forth by other breeders and breed associations. I'm referring to pedigrees, EPD's and etc., that tend to focus on something rather than the individual animal itself.

There is a great cry from commercial operations at present for cattle with good maternal qualities. Our Beefmaster cattle fill that need better than any other available. One ranch I'm aware of, running in excess of 4200 cows, is using only Beefmaster bulls and after calving one set of 800 crossbred Beefmaster heifers this spring, has taken their calving problem down more than 30%. They calve in a 55 day period and that makes a difference of from 6-10 problems a day to 1 or less per day with almost no heifer loss.

We have six essentials and when the time comes that we can individually say we are totally conforming to all six of them we still have room for improvement on our personal programs. I have been involved with Beefmasters for 40 years and am hopefully getting to the point where I can say we are almost able to conform totally with the six essentials.

Mr. Lasater's ideas were taken lightly in the early years of Beefmasters, even to the point where many said they were foolish, but as time

unfolds most are beginning to embrace his concepts and realize the importance of his principles.

The six essentials cover every facet of economical cattle business which includes all of the desirable traits sought by pedigrees, performance and EPD's. Mr. Lasater teaches that the animal must stand before us and meet personally all of the criteria necessary to qualify as an acceptable individual regardless of what his ancestry is or does. If it will do that what more do we need, and if we always select the most desirable individuals we will be making the fastest progress possible.

I'm aware there are bull sales requiring information on animals offered that we don't keep and feel it would slow down our progress if we did. I don't know what the answer is for this problem in the near future, however, most of them want and appreciate our consignments and should be informed that we don't keep that data and explain to them why. Perhaps some arrangement could be reached.

As a Board of Directors we are concerned continually with the problems which are always coming forth and will aid in every way we can to keep the cattle business simple and as profitable as possible.

Gayle Evans, Utah



## Why Belong to an Association?

Too many times I'm asked, "What do you get out of joining your association?" Or, "What can your association do for me?" Theodore Roosevelt put it very aptly when he said, "Every man owes part of his time and money to the business or the industry in which he is engaged. No man has a moral right to withhold his support from an association that is striving to improve conditions within his sphere."

"What can an association do for me?" This is a logical question. Frankly the answer has never been easy. It's tough to tell someone that the association can't do anything for you, nothing, nothing at all. But, with you (with your support, experience, cooperation, etc.), the association can set the world on fire. Does your business do anything for you? Only if you do something for it. Your investment of time, talent and money into your business is what makes it pay off for you. Your time and talent are by far the most important factors in making your business realize its potential. You can drop ample amounts of money into a business and never make a dime, or you can start with a wheelbarrow and a shovel and eventually grow to be a multi-millionaire. It all depends on how you apply yourself to your business.

The same holds true for associations. Your dues dollars represent an investment, just as they do in one's business. Certainly your dollars can provide some service without your participation. But, for you to get the most out of the association and for the industry to develop a strong healthy operating climate it takes your investment of energy and talents. Any association needs the support and involvement of its membership to be successful. It needs the involvement of all members to formulate plans and requires the physical effort of its membership to put the plans into operation. The benefits that you receive from your association don't just happen. They are the results of a total of hard work and effort by the great number of individuals who devote time and energy to get the task done.

Mary W. Wilkinson  
Executive Secretary

### "INTO INTENSIVE GRAZING?"

If your business is turning grass into beef, you'll enjoy reading **THE STOCKMAN/GRASS FARMER**, a monthly publication devoted entirely to the art and science of turning grass into cash flow. **THE STOCKMAN/GRASS FARMER** serves as an information network for grass farmers sharing the latest in intensive grazing technology and pasture management. Write for a free sample today.

P. O. Box 9607-FBA • Jackson, MS 39206

**THE STOCKMAN/GRASS FARMER**

## Get in the "Winner's Circle" With NCA-PAC

By: Ric Hoyt, NCA-PAC Chairman

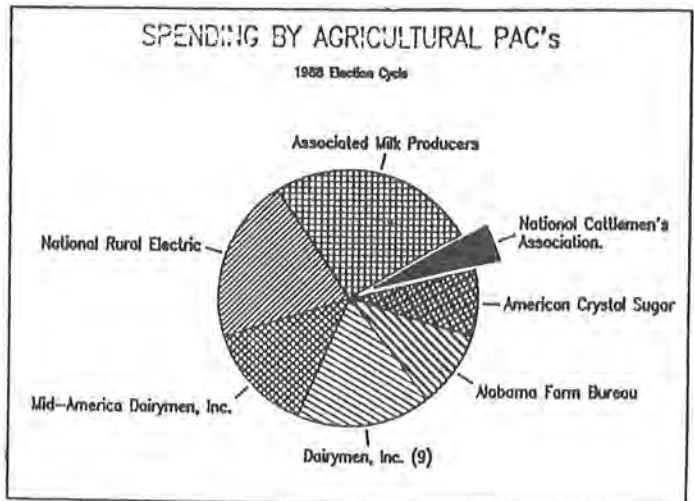
As a Purebred Beefmaster Breeder you might wonder why you should even care about PAC. Political Action Committee (PAC) is a way Americans with a common viewpoint can come together to support candidates who best represent their concerns. NCA-PAC is the only means cattle producers have available to voice their opinions and have them heard in Washington, D.C. PAC is a necessity in today's political world.

There are 435 Representatives and 100 Senators in the U.S. Congress. A majority of these U.S. Congressmen do not represent cattle producing constituents and do not understand beef cattle issues. All members of Congress vote on legislation affecting cattle, agriculture, tax, trade, environment, and diet-health. It's impossible for one cattleman to support the many candidates that need to understand our industry with their personal time, effort and money. But you can through NCA-PAC.

NCA-PAC will:

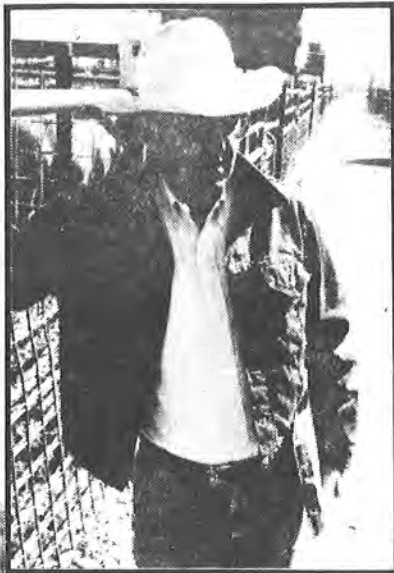
- Help select candidates (both hopefuls and incumbents) that will be supportive and responsive to the legislative goals of the beef cattle industry.
- Collectively pool individual contributions to demonstrate the strength and influence of NCA members in the political process.
- Provide access to U.S. Members of Congress who need to better understand the beef cattle industry.

In the 1988 election cycle NCA ranked seventh in spending among agricultural political action committees. The graph below compares spending of the top seven agricultural PAC's.



It's a simple fact of political life...PAC's can enhance grassroots activities on Capital Hill when you're not there. With your help NCA-PAC can keep us in the "Winner's Circle" on issues effecting the Purebred industry. Make sure Congress knows how you feel...support NCA-PAC.

(Continued on page 7)



**"We're not among the Voodoo geneticists, obsessed with constantly improving their cattle. Ours are already better. They're proving it every day, where it counts, and we're getting paid for it. That's the big difference."**

**Laurie Lasater**  
*President of Isa Cattle Company*



Isa Cattle Company's NewBeef program will market more than 8,000 finished Beefmaster steers this year to major packers.

Between December 30, 1988 and March 31, 1989, we marketed 28 groups of steers, 1,258 head, at an average weight of 1,077 pounds, under a pricing formula in which we are paid based on the extent our cattle exceed the industry average for yield, grade and cutability. NewBeef Beefmasters averaged \$3.21 per cwt. more than bulk choice steers in the weeks they were marketed. The average price received for the cattle was \$79.73 per cwt. and 13 groups, 649 steers averaged \$82.21 with the high selling group bringing \$84.10.

Each producer received complete feeding and carcass data on his cattle in the program.

**Packages of Registered and Commercial Replacement Females Available.**

**Largest Beefmaster Bull Sale in the Industry, 450 Bulls, October 7, at Producers Auction, San Angelo.**

For more information on Isa Cattle Company and NewBeef, Contact:

Laurie Lasater  
(915) 949-3763  
Isa Cattle Co., Box 60327  
San Angelo, Texas 76906

Marketing Division  
(817) 461-9511  
Jay Nixon  
4025 Woodland Park Blvd. #380  
Arlington, Texas 76013



# NEW BEEFMASTER OWNERS SINCE MAY 1, 1989

John Hand  
Datil,  
New Mexico 87821

Bill Brooks  
HCR #2, Box 11  
Silverton, TX 79257

James E. Stone, Jr.  
Rt. 1, Box 315  
Rayville, MO 64084

Larry Visser  
1301 Martins Rd.  
Hood River, OR 97031

Jim Carskadon  
North 7 St.  
Canton, MO 63435

Lucille Taylor  
Rt. 1, Box 842  
Arab, AL 35016

Joe L. Mixson  
P.O. Box 534  
Williston, FL 32696

V. B. Robertson  
Rt. 1, Box 710  
Marietta, OK 73448

Sid Jones  
P.O. Box 53370  
Dallas, TX 75253

Everett Sears  
Rt. 2, Box 708  
Arab, AL 35016

James T. Stephens  
Rt. 7, Box 435, Country Club Rd.  
Longview, TX 75602

George E. Brown  
R. R. 2, Box 123  
Hereford, AZ 85615

Dan Duewer  
Rt. 2  
Waverly, IL 62692

David & Joe Elson  
Rt. 2, Box 26  
Windsor, IL 61957

Jim & Shirley Rippey  
Rt. 3  
Buffalo, MO 65622

Curry Oaks Ranch  
1148 Curry Rd.  
Roseburg, OR 97470

Wm. & Nancy Hayes  
Rt. 3, Box 127  
Fayette, MO 65248  
Lawrence Cattle, Bernie Keszler  
Box 126  
Nacogdoches, TX 75963

Emil Kiehne  
P.O. Box 167  
Reserve, NM 87830

Hilton Robbins  
Rt. 1, Box 301  
Deer Park, AL 36529

Hyrum Rose  
Henrieville,  
Utah 84736

William Boeck  
645 N. Military Rd.  
Winlock, WA 98596

Chester G. Hobart  
Rt. 1, Box 110  
Grenola, KS 67346

Michael Lack  
22100 Adobe Rd.  
Cottonwood, CA 96022

James M. Coleman  
Rt. 1, Box 274  
Ruth, MS 39662

Kenneth Wilson  
P.O. Box 3  
Stringtown, OK 74569

Joe Maestas  
P.O. Box 24  
Rainsville, NM 87736

Happy Tooth Farm, Lawrence A. Warren  
Rt. 3, Box 29A  
Depauw, IN 47115

Cathy Smith  
Rt. 4, Box 212  
Madison, MO 65263

William E. Blaas  
R. R. #2, Box 234  
Cherryvale, KS 67335

Clifton L. Buchholz  
Rt. 1  
Murphysboro, IL 62966

Donald R. Corkern  
Rt. 1, Box 318  
DeRidder, LA 70634

Charles Grona  
Rt. 1, Box 126  
Canyon, TX 79011

Alford Bowman  
Rt. 1, Box 169A  
Bald Knob, AR 72010

Larry Hargrove  
#2 Brannon Dr.  
Conway, AR 72032  
Kelly Hinzo  
P.O. Box 888  
Orange Grove, TX 78372

Skip & Phyllis Price  
Rt. 3, Box 645B  
Apache Creek, NM 87820

John A. Robertson  
507 Kalamazzo  
South Haven, MI 49090

Samie L. William  
1974 Curtis St.  
Baton Rouge, LA 70807

George Cominos  
P.O. Box 6464  
Salinas, CA 93912

David Siess & Marianne Kitchel  
Rt. 1, Box 379  
Union, MO 63084

Robert & Virginia Lowry  
HCR 88, Box 84  
Baker, OR 97814

James N. Atanasoff  
300 East Main  
Hartelle, AL 35640

Lucille Mitchell  
Rt. 4, Box 148  
Okemah, OK 74859

Floyd Jones  
Hinton Creek Ranch  
Heppner, OR 97836

R. L. Cates  
Rt. 4, Box 211  
Tyler, TX 75703

Paul McCormick  
P.O. Box 211  
Fredonia, AZ 86022

Gary L. Fankhauser  
R. R. #1  
Virgil, KS 66870

Russell Lewis  
155 Smola Lane  
Glen Carbon, IL 62034

Ron Hartman  
10970 Cody Dr.  
Red Bluff, CA 96080

Austin Cannon  
Rt. 1, Box 162  
O'Brien, FL 32071

Rudolph Touchton  
Rt. 1, Box 06  
Brandford, FL 32008

E. G. Bartay  
Box 30  
Sheridan, TX 77475  
E. Joe Lahart  
R.R. #2, Box 207  
Albia, IA 52531

(Continued on page 5)

# A Big WELCOME To New Members Who Joined In MAY

## COYOTE CREEK BEEFMASTERS

R. Reed Hammond  
P.O. Box 365  
Clements, CA 95227  
(209) 759-3521  
Rendition: 8  
Origin: Patjens, Evans, Sparrowk

## RODGERS R/ BEEFMASTERS

R. V. & Maedelle Rodgers  
Gouldbusk Route  
Coleman, TX 76834  
(915) 357-4502  
Rendition: 12  
Origin: Gordon R. Chapin, G. F. Breckenridge

## 7 R BEEFMASTERS

Victor E. Ratliff  
P.O. Box 50  
Edmond, OK 73083  
(405) 341-4350 (Res.)  
(405) 341-4302 (Office)  
Rendition: 82  
Origin: Cotulla Beefmasters, Hix Ranch

## W.C. & N.L. Yarbrough

W.C. YARBROUGH BEEFMASTERS  
147 Bayou Road  
Greenville, MS 38701  
(601) 334-4383  
Rendition: 5  
Origin: Russell & Beatrice Deen

## F & J BEEFMASTERS

Joe E. Meador  
Rt. 1, Box 17 D  
Aspermont, TX 79502  
(817) 989-2293  
Rendition: 50  
Origin: Laurence Lasater (FTX Ranch Co.)

## Revelation Ranch

UPDIKE BEEFMASTERS  
Dr. Edwin H. Updike  
709 S.E. 15th Ave.  
Ocala, FL 32671  
(904) 732-7783  
Address Change

## NEW BEEFMASTER OWNERS

(Continued from page 4)

### Bill Daniel

7207 Gainsborough  
Amarillo, TX 79106

### Eulin & Patsy Downing

Rt. 1, Box 103  
Jacksonville, AR 72076

### Greg Silzer

R.R. #2  
Elmwood, IL 61529

### Oatney Miner

5897 Upper Olalla Rd.  
Winston, OR 97496

### Willie Jacobs

RFD #3, Box 916  
Red Springs, NC 28377

### William Daniel, Jr.

7207 Gainsborough  
Amarillo, TX 79106

### Oren Stidham

Rt. 1, Box 174  
Joppa, AL 35019

### Marvin Jackson

P.O. Box 507, No.  
Salt Lake City, UT 84054

### Ferris Brough

Clover Valley  
Wells, NV 89835

### Deseret Livestock

P.O. Box 250  
Woodruff, UT 84086

### Charlie Salt

P.O. Box 1425  
Kayenta, AZ 86033

### Billy Cogdell

Rt. 4, Box 72  
Tulia, TX 79088

### Karl Knoll

P.O. Box 355  
Granger, LA 50109

### Emmett Navakuku

Box 624  
Polacca, AZ 86042

### Michael Talayumptewa

Box 2532  
Tuba City, AZ 86045

### J. N. Pew III

Box 1475  
Clifton, AZ 85533

### Henry Brown

Rt. 1, Box 402  
Chatom, AL 36518

### Floyd Arnold

50 Ellislie Rd.  
Natchez, MS 39120

### Dan Herrin

Rt. 3, Box 502  
Sumrall, MS 39482

### Don Coble

Rt. 1, Box B225  
Highlandville, MO 65669

### Mike O'Hare

Rt. 1, Box 45  
Toronto, KS 66777

### J. L. Powers

1035 Hughes Rd.  
Madison, AL 35758

### Billy Ray Umphrey

Rt. 10, Box 270A  
Cullman, AL 35055

### M & M Ranch

Rt. 2  
Lancaster, MO 63548

### Rick Swopes

Rt. 4  
Eldorado Springs, MO 64744

### Bill Sansing

6208 Jameson  
Amarillo, TX 79106

### Stephen Shetler

Rt. 1, Box 289  
Chilton, TX 76632

### Stan & Delores Keels

2410 Water Tower Rd.  
Elgin, SC 29045

### Raymond Morris

Rt. 1, Box 198  
De Queen, AR 71832

### Micky Cain

2431 E. Yearwood Ave.  
Murfreesboro, TN 37130

# Buyers' and Sellers' Guide

## TEXAS

**FOR SALE:** 2 Year Old Bulls for Sale.

James Courtney  
COURTNEY BEEFMASTERS  
1102 S. 19th St.  
Copperas Cove, TX 76522  
(817) 547-4158

**FOR SALE:** 50 Beefmaster Cows, all ages. All will be heavy bred. Cows are located in McLean, TX.

Henry E. Martinez  
MARTINEZ BEEFMASTERS  
301 Amarillo Blvd. West, Suite 101  
Amarillo, TX 79107  
(806) 779-2371 (Ranch)/371-0404 (Office)

## ARIZONA

**FOR SALE:** Now offering 20 proven herd sires - ages 3 to 6 years. Also available 2-year olds and yearlings.

DOUBLE SPUR BEEFMASTERS  
Navajo, AZ  
Jerry Winn - (602) 688-2513 or  
Robert Spurlock - (602) 688-2711

## ?? 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

## ALABAMA

AC Foye L. Campbell, Rt. 1, Box 241, Silas, AL 36919

## CALIFORNIA

TEL Susan Richards, P.O. Box 813, Angels Camp, CA 95222  
MM Gail H. Clary, P.O. Box 1450, Cottonwood, CA 96022  
MM Terry Faughn, 2313 Oriole St., Bakersfield, CA 93309  
MM Sally Davis, 20158 Observation Dr., Topanga, CA 90290

## COLORADO

MM Gary Straight, 460 Xavier St., Denver, CO 80204

## FLORIDA

FC LaBelle High School, Ag. Dept., 4050 Garden Rd., LaBelle, FL 33935

## HAWAII

TEL Mrs. Lani Chong, P.O. Box 1489, Kamuela, HI 96743

## ILLINOIS

YB Randy Trovillion-Betts, General Delivery, Vienna, IL 62995

## KANSAS

YB James Bunch, R.R. 1, Williamsburg, KS 66095

## KENTUCKY

CKT Karl Schultz, Jr., 2922 Three Springs Rd., Bowling Green, KY 42104

## LOUISIANA

MI Melinda Seal, 3623 Canal St., New Orleans, LA 70119

## MISSISSIPPI

TEL Bob & Angie Jordan, Rt. 2, Box 164, Hazelhurst, MS 39083  
WFS James Johnson, Rt. 2, Box 454, Fulton, MS 38843  
MI James Stewman, Jr., Rt. 2, Box 176, Natchez, MS 39120  
PF Double C. Farm, Rt. 4, Box 259, Poplarville, MS 39470

## MISSOURI

MM Dr. C. K. Allen, Bull Test Director, Dept. of Agriculture, Marysville, MO 64468  
MC Ed Cowles, 2701 E. Nifong Blvd., #183, Columbia, MO 65201

## MONTANA

WFS Douglas Brady, Box 1028, Lincoln, MT 59639

## NEW MEXICO

PF Thomas D. Drummond, Box 96, Cliff, NM 88028

## NORTH CAROLINA

PF Darren Lucas, Rt. 8, Box 85A, Ashboro, NC 27203

## OKLAHOMA

YB Duncan Hendrix, Rt. 1, Box 1472, Ramona, OK 74061

## PENNSYLVANIA

MM Jennie Markham, 3131 Hershey Rd., Eria, PA 16506

## SOUTH DAKOTA

WLJ Wesley Nelson, Box 65, Midland, SD 57552

## TENNESSEE

MM Ted E. Gravett, Route 4, Box 425, Dayton, TN 37321  
MM Tommy Cline, Rt. 1, Box 242A, Tazwell, TN 37879  
PF Billy Gunnell, Rt. 5, Box 585, Columbia, TN 38401  
YB Terry Naillon, Rt. 1, Box 10, Casby, TN 37722

## TEXAS

TEL Dale Smith, P.O. Box 426, Quitaque, TX 79255  
YB Robert Cates, Rt. 4, Box 211, Tyler, TX 75703  
CM Robert Allen, 5314 Brinkman, Houston, TX 77091  
CM Vernon Gaines, Rt. 2, Box 318, Dublin, TX 76446  
CM Blanchard Brothers, % Hank Blanchard, 2704 - 59th, Lubbock TX 79413  
CM L. J. Polster, Rt. 2, Box 496, Riesel, TX 76682  
TFS Ramiro Gonzalez, 460 Madrid Ct., San Benito, TX 78586

## FOREIGN

CM Estancia El Coco, AV LA PLANTA 1216, Buenos Aires, Argentina 1250



# SATELLITE NEWS

## Panhandle-New Mexico Beefmaster Breeders Satellite News

The Panhandle-New Mexico Beefmaster Breeders recently held its annual spring cattle sale at the Amarillo Livestock Auction Company with a good number of buyers and visitors in attendance. However, it was felt that bidding was somewhat curtailed by the severe drought in the area.

Twenty breeders consigned a total of 80 animals to the sale—63 bulls and 17 females. The records show

that 22 buyers bought 42 bulls, including yearlings, that averaged \$1,247; and ten females, including three pairs, that averaged \$935.

Dixon Beefmasters, Matador, TX, had the high-selling cow and calf at \$1,500, and high selling yearling heifer at \$900. Rampley Beefmasters, Silverton, TX, had the first three high-selling bulls at \$1,900, \$1,900, and \$1,800.



We have made a bulk purchase of Laurie Lasater & Bob Kingbery's new book *Welcome To The New Cattle Industry*. If you would like to order one or several, please fill out this coupon and enclose \$10.00 for each copy to cover postage & handling.

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

Please send me \_\_\_\_\_ copies of *Welcome To The New Cattle Industry* at \$10.00 each.

Name \_\_\_\_\_

Address \_\_\_\_\_

Enclosed check for \$ \_\_\_\_\_

## Get in the "Winner's Circle" with NCA-PAC

(Continued from page 2)

The NCA-PAC provides the management, the direction and presence for individuals to do what they could not do for themselves.

As the country becomes more urbanized, Congressmen are becoming less educated on agriculture issues, even less on "your" concerns—The Cattle Industry. The NCA-PAC strengthens the cattle industry voice on the hill. If we offer a United Front then Washington will listen to our concerns.

NCA-PAC speaks for all cattlemen. Last year NCA-PAC supported many Congressmen in crucial positions on the hill. By having access to these key Congressmen NCA was able to educate them on issues critical to the Purebred Breeder. 1988 wins that affected you were:

- Repealing of the Heifer-Tax.
- Modification of "blue tongue" requirement.
- Lowering Trade Barriers in other countries. This directly effects "you" as a Purebred Breeder because it regards semen and embryo sales. By helping open up the Japanese markets we have increased demand, hence prices are up by \$3.00 per cwt. This could boost prices as much as \$21.00 per head in the future.
- Neutralize negative attacks and proposed legislation by Animal Welfare groups.
- Passage of the Beef Check Off.

Can NCA-PAC Compete?

# Corral of Events

**August 12, 1989** - ISB will hold annual seminar at J&J Key Ranch at Lamoille NV. Details next month.

**September 13-14, 1989** - 40th Annual Lasater Beefmaster Plan bull delivery, Matheson, Colorado.

**September 23, 1989** - CTBB will hold 6th annual seminar at Fairfield, TX. Details next month.

**September 30, 1989** - BBB will hold their 5th annual field day at Rancho Margo. Details later.

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

**October 14, 1989** - SWBB will hold their 5th annual seminar at Socorro, NM.

**October 21, 1989** - CTBB annual Beef "On" Forage Bull sale will be held. Contact Gary Frenzel for more details. (817) 983-2901.

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

**November 9-12, 1989** - FBA Convention, Monterey, Calif.

**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