



MAY 1991

**FOUNDATION
BEEFMASTER
ASSOCIATION**

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

Volume XX, No. 5

FOUNDATION FACTS

May Director's Message

"Friendliest" and "Best" In the Country

If you have never attended a Board of Directors meeting or the Annual Convention you don't know what you are missing.

F.B.A. has the friendliest and some of the best cattle producers in the country. The thing that is so amazing is the vast variations of people from east to west coast with 1 to 1000 or more head of cattle. In many cases the only thing we have in common is raising Beefmasters under Tom's philosophy, but that never stops the intense conversations.

At the Board of Directors meetings we don't always agree on everything, and as a matter of fact sometimes we get into some pretty heated discussions, but when its all over with you'll find the opposing parties in friendly conversation. That's what keeps our association going. Viewpoints are relayed and discussed even when we know they're going to be controversial.

As I leave my 3rd and final spring Board Meeting as a director, I realize the great cattle producers I've had the opportunity to work and talk with. Their years of knowledge and hard work represent some of the finest work in the cattle industry. You can gain knowledge from them that would take years to discover for yourself. True, you can call them on the phone or visit them at their ranch, but if you really want to get the whole picture, come spend several days with them. It's a sure thing you will leave enlightened and motivated.

Sincerely,
Danny, Safrit
Director



Editor's Mail

In Sympathy

On April 13, 1991, the Beefmaster breed lost one of its' most ardent advocates and the Foundation Beefmaster Association lost a statesman when David Kistner passed away.

In 1968 David introduced me to Beefmaster cattle and the Lasater Philosophy. All of us believe in the Lasater Philosophy, but sometimes we don't do everything we should. David not only believed in it he also practiced it completely. I couldn't have asked for a better teacher.

As for the Foundation Beefmaster Association, I don't think it would be what it is today if it had not been for David Kistner. Some of you newer members may not understand this, but the ones of us who were around in the beginning know. For the first two years David was President, Executive Secretary, and Watchdog. He spent untold hours working to get the Foundation Beefmaster Association off the ground and running. He did a very good job.

David Kistner was the kind of man that made everyone around him feel that they were worth something and had something to offer. He was a very special man and everyone who knew him is going to miss him!

James Gowan,
FBA President

Dear Mary,

Enclosed is an application for Certificate of Breeding, a duplicate of the bill of sale issued by me and a check to cover certificate fees in the amount of \$70.00. Certificates should be transferred to April Adams.

There are now Beefmasters at Talkeenta, Alaska. Subsequent to several phone calls and letters two steer calves and two bred yearling heifers went through two blood testing and health procedures permitting them to be transported to Alaska.

April Adams and her family left our ranch with the animals on January 4, 1991. After several days lay over at relatives in northern Montana, they departed by pickup pulling a covered livestock trailer up the Alaska highway for their return home. Home for them is at the northern part of the Matinuoska valley about 100 miles north of Anchorage.

The animals reportedly made the long trip in good condition and one heifer gave birth to a healthy 80 lb. bull calf on April 8th. The steers will be fed and entered in the 4-H fat steer show locally.

The Adams have five herd of other cattle so their herd is now composed of 50% Beefmaster.

Several neighbors advised against moving any cattle with Brahman blood into the cold Alaskan climate. However the Adams' had been raised in northern Montana before moving to Alaska eight years previously and felt that any livestock that adapted to the eastern Montana climate would have no problem surviving in Alaska.

Coulter Beefmasters have been selected for hardiness and performance for more than fifteen years in eastern Montana where temperatures can reach 50° to 60° below zero. Only the beef performing animals are retained and they carry a lot of winter hardiness as only natural protection is available for the breeding cow herd.

We will try to keep informed as to the performance of Beefmasters in Alaska.

Sincerely,

Coulter Beefmasters, Kenneth A. Coulter

ATTENTION

FBA Videos now available in Spanish.

Cost is \$10.00 each,
postage & handling included.

Please contact the office at
303-294-0847 to order.





SATELLITE NEWS

TO ALL FBA MEMBERS - It's Ranch Tour Time Again!!!

Last year the ranch tour to Dr. Casey's ranch was enjoyed by everyone who attended.

This year there will be ranch Tour in the Temple, Lott and Rosebud areas, with 7 different Beefmaster operations being viewed that day.

It will be Saturday, June 1st. Anyone attending the tour should meet at the Temple Mall Parking lot between Sears and Loop 363 before 9:00 (we would like to try to leave no later than 9:00). From there we will travel as a group to visit several ranches before noon, at which time a BBQ lunch will be served. After lunch we will finish the tour and return back to the mall parking lot by 3:00.

All members and any interested guests are invited to attend. There will be no charge for the tour or meal. This will be a

good time to visit with fellow members and see some good cattle. Please let Ronnie or myself know if you are planning to attend by May 15th, so we can arrange transportation and the meal.

Looking forward to seeing you all there.

Best regards

Terry Frenzel, CTBB President (817) 985-2411

Ronny Ranly, Sec/Treas. (817) 584-5513

Planned stops on the tour:

Gary & Cindy Frenzel

Ronnie & Lanette Ranly

Frenzel Brothers

Alfred Brinkmeyer

Ed & Lucy Mihatsch

Mark Hodges

Wayne Buckmaster

1991 PNMBB Seventh Annual Sale Report

Submitted by O.C. Rampley, Sales Manager

Panhandle-New Mexico Beefmaster Breeders had a good turn out of buyers and interested visitors for their Seventh Annual Sale held at the Amarillo Livestock Auction Company on Saturday, April 6, 1991, in spite of the two years of dry weather in the area.

Thirty-six buyers came from Colorado, New Mexico, Oklahoma, and Texas to buy 79 lots for a total of \$92,250.

- 32 Two-year old bulls averaged \$1,451
- 4 Eighteen-month old bulls averaged \$1,188
- 13 One-year old bulls averaged \$1,029
- 1 Three-year old bull sold for \$1,350
- 50 Bulls (total) averaged \$1,318
- 29 Females (mostly yearlings) averaged \$909
- 79 Lots (total) averaged \$1,168

Rimrock Cattle Company, Solano, NM, bought the high-selling bull for \$2,700. He was consigned by Rampley Beefmasters, Silverton, TX.

Langston Beefmasters, Lubbock, TX, bought the high-selling cow (with calf at side) for \$1,575. She was consigned by Rampley Beefmasters, Silverton, TX.

Herb Martin, Flomot, TX, bought two of the three high-selling yearling heifers for \$1,025 each. They were consigned

by Dixon Beefmasters of Matador, TX. Stephen Brass, McLean, TX, bought the other high-selling heifer for \$1,025. She was consigned by Schott Beefmasters, Silverton, TX.

The volume buyers were Merle & Jan Miller, Booker, TX. They bought one bull and six heifers. Laurie Lasater, San Angelo, TX, bought 5 bulls. Don Langston, Lubbock, TX, bought a cow & calf and 4 heifers. Don Morrison, Pampa, TX, bought 2 bulls and 3 heifers.

Terry Jones, Amarillo Livestock Auction Company Manager, said it was the best breed sale held there in 5 years. Terry and his crew are a pleasure to work with. We enjoy our relationship with them and hope our sale continues to improve each year.

I commend all consignors for picking good animals and getting them ready to sell. You did well, but we can do even better next year. Let us all determine to keep some of our best cattle for the '92 sale. We need 20 consignors to sell 4 good animals each. We can attract more buyers if we start working on it now. We all have good cattle to offer.

We hope some rain will help us next year. Plan to go to Nashville this fall for the 1991 FBA Annual Convention.

HOA Beefmasters Breeders Sale

Heart of America Beefmaster Breeders Sale, Mt. Vernon, MO, April 13, 1991.

95 lots sold for \$120,525 to average \$1,269.

Champion Futurity Heifer was bred and consigned by Ziler Beefmasters, Mike and Patsy Ziler of Avilla, MO. She was purchased by Rainwater Beefmasters of Conway, MO, \$1,475.00, which was the top selling open heifer.

The top selling yearling bull was bred and consigned by Ziler Beefmasters which sold for \$1,600.00.

The top selling 2-year old bull was consigned by Willis Beefmasters of Claremore, OK and sold for \$2,400.00.

Heart of America Beefmaster Breeders is a satellite of the Foundation Beefmaster Association of Denver, Colorado.



*From left to right:
Charles & Edna Rainwater, Patsy & Mike Ziler*



SOUTHERN BEEFMASTER BREEDERS SATELLITE NEWS

Another Alabama bred bull did well at the Southwest Mississippi Forage Bull Sale.

Gerry Holmes' Hillview Beefmaster Bull 9001 had the highest weight per day of age of the 9 breeds represented.

Gerry's bull had a lifetime WDA of 2.90 and was the high selling Beefmaster bull in the sale going to Barry Wallace, Columbia, Mississippi.

This bull was sired by the Ziler 5/0 bull that was the high selling bull at the 1988 HOA sale in Mt. Vernon, Missouri.

Retail Efforts Are Needed For Case-Ready Beef to Succeed

Innovative merchandising and marketing are needed in order for case-ready beef to find its spot in the retail meat case, results from a recent checkoff-funded study show.

"If case-ready beef is to be successful, the industry must invest money," says Sheila Courington, Meat Board director of market research. "Those consumers who have tried the product are high repeat customers. But retailers and packers must spend the money to educate consumers before many of them will try it."

The study, performed by Willard Bishop Consulting, Ltd., for the National Live Stock and Meat Board, was conducted from August 1989, to August 1990. It looked into the intrinsic benefits and perception barriers of case-ready beef through interviews with 23 retail and wholesale companies, and through in-store consumer interviews, follow-up telephone calls and focus groups.

Among the advantages consumers cite for case-ready beef are extended shelf life, perceived healthfulness, consistent quality and tenderness, and improved packaging -- no need for re-wrapping for storage, reduced potential for freezer burn and the ability to see both sides of the meat.

However, case-ready beef has a darker color due to the vacuum packaging and consumers are not accustomed to seeing in the meat case. Additionally, consumers perceive case-ready beef as being priced higher, either in comparison to reduced or sale meat or due to the clear plastic packaging.

Despite the perceived barriers, nearly one in four consumers have tried case-ready beef, and of those, more than 70 percent said that they would purchase the product again.

Retailers who have tried case-ready beef favor it because of its consistent quality, reduced backroom labor and improved product availability/variety.

However, retailers believe that the consumer's first impression of a new product is critical. Many are concerned that the darkened color, along with package quality problems such as packaging "curl" due to

refrigeration and blood or "purge" in the seams of the package, could make case-ready beef products visually unattractive and deter future purchases.

Additionally, some retailers cite the lack of merchandising and consumer education support and a possible negative impact on the meat department's profits as reasons they have been reluctant to offer case-ready beef to their customers.

This checkoff-funded market research project is managed by the National Live Stock and Meat Board, a coalition of the meat and livestock industry that has been working through industry checkoffs to build demand for beef, veal, pork, lamb and deli/prepared meats since 1922.

Satellite Cattle Exchange, Ltd "North America's Local Sale"

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June 13, 1991

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1000 Beefmaster Heifers For Sale*

***THESE ARE NOT IMITATION REPLACEMENT HEIFERS.** They are **RANCH-FRESH CATTLE** of genetically strong background with many years of quality production ahead of them. They are being bred April 15th to **GOOD QUALITY, VIRGIN BEEFMASTER BULLS.** We'll sell 100 or more - gate cut. The calves are eligible for NewBeef's Feeding Program or you can start a herd to produce bulls for Isa Cattle Co. The Heifers are available for contract now with delivery about September 1st.

Texas, California and Mexico are short females due to drouth. 20% of the U.S. cow-herd is old. There is money in females. **DON'T LET ANYONE TELL YOU THAT USING EUROPEAN TERMINAL CROSS BULLS IS THE WAY TO GO.**

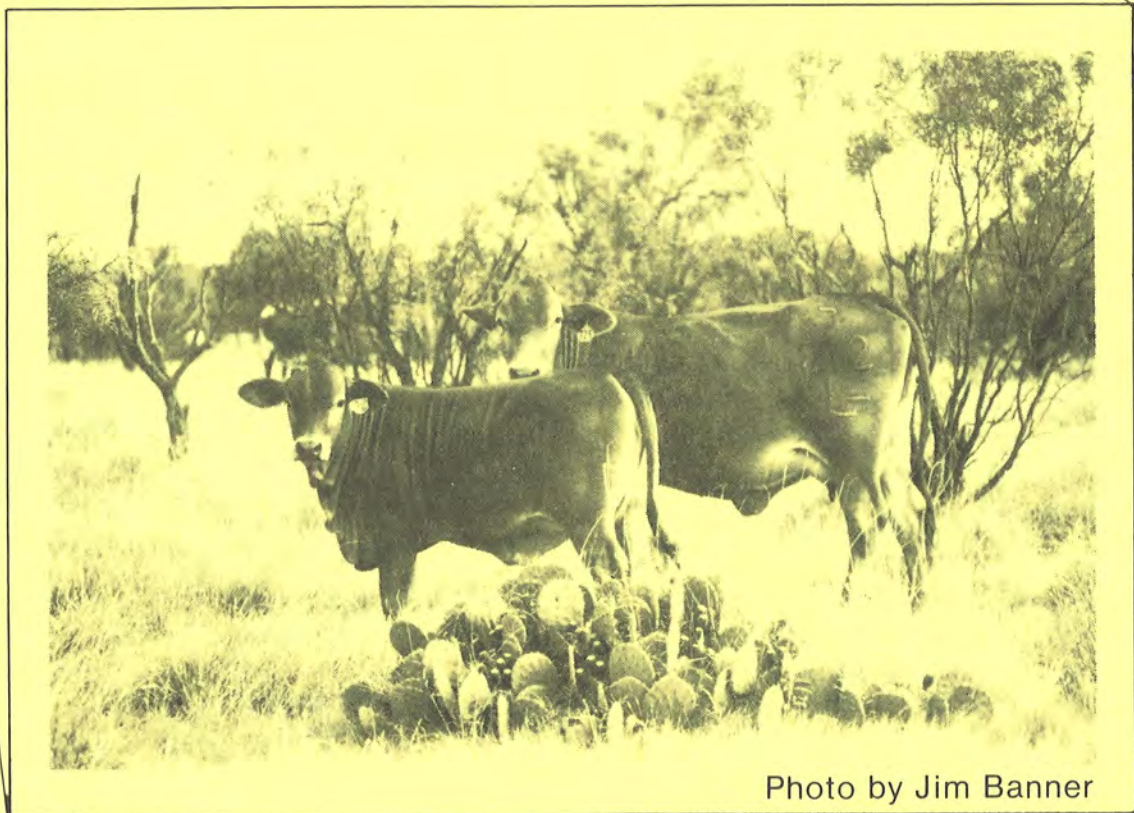


Photo by Jim Banner

Contact:



Isa Cattle Co.
Laurie Lasater
915-949-3763



Throckmorton Land & Cattle Co.
Howard Carleton
817-849-0053

Buyers' and Sellers' Guide

ARIZONA

For Sale: 3 Herd Sire Prospects, All 3 are Solid Red and 1 is a Polled Bull, All are Sired by Mr. America Bull.

Robert Ott

OTT BEEFMASTERS

P.O. Box 2723
Page, AZ 86040
602/645-3922

CALIFORNIA

For Sale: 52 Long-yearling Bulls, Performance tested. Some herd sire prospects. 25 Long-yearling Heifers. All Lasater & Casey genetics.

Carson E. Scheller

SHELLER BEEFMASTERS

P.O. Box 408
Los Alamos, CA 93440
(805) 344-5901

For Sale: 50 Long Yearling Bulls. Lasater and Casey genetics. Cattle are located in Red Rock, AZ.

Carson E. Scheller

SHELLER BEEFMASTERS

P.O. Box 408
Los Alamos, CA 93440
(805) 344-5901

KANSAS

For Sale: 20 3 in 1's, fall calves at side. 1 4 year old Lasater Bull. 15 Yearling to 3 year old bulls.

Dwight Schneider

SCHNEIDER RANCH BEEFMASTERS

RR2, Box 98
Stockton, KS 67669
913/425-6876

MISSOURI

For Sale: 15 Performance tested yearling bulls. Also a few weaned heifers. Selling 6 bulls and 6 females in H.O.A. Sale 4/13/91.

Mike Ziler

ZILER BEEFMASTERS

Rt. 1, Box 106B
Reed, MO 64859
(417) 246-5604

NEW MEXICO

For Sale: 13 Short-age heifers - weaned 60 days. Dehorned. Vaccinated for Bangs, Lepto, IVR, PI3 and 7-Way.

Shelby Phillips, III

PHILLIPS BEEFMASTERS

P.O. Box 2089
Deming, NM 88031
(505) 546-6052

OKLAHOMA

For Sale: 5 David Hargis top quality yearling heifers that are in with bull now. A few good commercial long yearling bulls, also.

L.G. & Mary Hargis, Jr.

HARGIS BEEFMASTERS

Rt. 2, Box 226
Waurika, OK 73573
405/228-2540

OREGON

For Sale: Quality Beefmaster Herd. Pairs, 3 in 1's, Bred Cows & Heifers. Polled and Horned Herd Sires. Total of 85 Head. One Price Takes All or Make Selection.

James Norem

NOREM BEEFMASTERS

3829 Colonial Rd.
Roseburg, OR 97470
503/672-4904

TEXAS

For Sale: 24 to 30 month-old bulls. Casey, Lasater and Miller Ranch breeding. Will have weaned heifers for sale in July and August.

Bunky Smith

LAZY S BEEFMASTERS

Rt. 1, Box 79
Detroit, TX 75436
903/632-5760

For Sale: 50 Beefmaster cows bred to calve in the fall. Will be ready for delivery in April and May.

Henry E. Martinez

MARTINEZ BEEFMASTERS

4909 Erik
Amarillo, TX 79106
806/779-2371

New Members

James & Lori Bilbruck
BILBRUCK BEEFMASTERS

35016 Mann Rd.
Sultan, WA 98294
206-793-1991

Rendition: 2

Origin: Karl Stawski

Pieter Bosch

BOSCHVELD BEEFMASTERS

Box 25
Radium 0483
South Africa
011-27-15333707

Rendition: 646

Previously a member in 1987

Daisy Creek Ranch

DOUBLE G BEEFMASTERS

Sam & Rober Gemachlich
7732 Gazelle Callahan Rd.
Gazelle, CA 96034

Address Change

Old Address - Eagle Point, OR

Lazy K. Ranching (Pvt) Ltd.
CRAZY K BEEFMASTERS

Dr. Kevin Robertson
P.O. Box 503
Karoi, Zimbabwe

164-625019

Associate Member

Reinstatement

Larry J. Logan

LOGAN BEEFMASTERS

Rt. 1, Box 141
Ramer Ford Rd.
Prime, AR 72130

501-948-2323

Rendition: 9

Origin: Howard Froud

Kenneth L. & Rhodabel Major

MAJOR'S BEEFMASTERS

P.O. Box 627
La Luz, NM 88337
505-437-5128

Rendition: 3

Previously a member in 1987

William J. Palmer

WILL PALMER BEEFMASTERS

7305 E. State Rt. 245
North Lewisburg, OH 43060
513-747-2388

Rendition: 17

Origin: Double Spur Beefmasters & Stevenson Hamilton, Ohio

George & Linda Simmons

G S BEEFMASTERS

P.O. Box 191
Gorman, TX 76454-0191
817-734-2530

Rendition: 3

Origin: Boswell Beefmasters

New Owners

Ronnie Sparks
5925 County Rd. 90
Moulton, AL 35619

Billy J. Kilgore
3119 Las Animas Ave.
Huntsville, AL 35810

April J. Adams
HC 89, Box 8240
Talkeetna, Alaska 99676

Floyd & Mable Bighorse
P.O. Box 218
Sanders, AZ 86512

Ernest W. Honanie
P.O. Box 257
Kykotsmovi, AZ 86039

Phillip Begay
Box 273
Tonalea, AZ 86044

Joe or Ruth E. Carr
R.F.D. 1, Box 271
Booneville, AR 72927

Griffis Farms
176 Griffis Rd.
Judsonia, AR 72081

Hayes Bridges
Rt. 1, Box 1148
Ola, AR 72853

Sherrill B. Willard
Rt. 1, Box 1152
Ola, AR 72853

W.T. or Ruth Nier
202 Warren Rd.
Judsonia, AR 72081

J.W. or Rita Rogers
416 Reiff Ave.
Searey, AR 72143

Harvey Hoppis
Hasty, AR 72640

Freeman M. Roberts
P.O. Box 295
Edison, CA 93220

Harold Anderson
Jaroso, CO 81138

Wm. R. Mayer
545 Cactus
Pueblo, CO 81005

Alexander McCulloch
1655 Timber Valley Rd
Colorado Springs, CO 80919

Lester Hodgson
2012 N. Oberlin Trail
Fort Collins, CO 80521

Duane Stoker
Box 246
Eads, CO 81036

Eldon G. Stoker
P.O. Box 206
Wild Horse, CO 80862

Gary Weibert
20460 Rd. 7
Wiggins, CO 80654

R.C. Whitney
4140 Larkspur Lane
Larkspur, CO 80018

Roy I. White
17308 Cty Rd. CO
Eckley, CO 80727

Richard Gore
56850 Fern Rd.
Olathe, CO 81425

Sue Johnson
19952 County Rd. 65.5
Trinidad, CO 81082

Raymond Wallendorff
13527 Rd. 6 South
Alamosa, CO 81101

Horace Reed
Rt. 2, Box 2085
Danielsville, GA 30633

Cyrus Keech
Rout 1, Box 245
Whitehall, IL 62092

Walter & Joan Key
Rt. 2, Box 57E
Wellsville, KS 66092

Bob Hill
1601 N. 9th
Salina, KS 67401

Roger D. Lavender
Rt. 1, Box 157B
Altamont, KS 67330

Billie & George Howell, Jr.
Rt. 3, Box 184A
Taylorsville, MS 39168

Morgan Farms
P.O. Box 86
Terry, MS 39170

Calvin P. Taylor
1784 East Church Rd.
Southaven, MS 38671

Tommy Sanders Rt. 2, Box
182A
Hamilton, MS 39746

Larry J. Boyd
Rt. 1, Box 106
Ruth, MS 39662

Kenny Brewer
Rt. 2, Box 167
Spickard, MO 64679

William R. Wessel
Rt. 2, Box 98
Montgomery City, MO 63361

Kelly Kluber
Rt. 1, Box 2046
Forsyth, MT 59327

Warren Gifford
HC 50, Box 49A
Gering, NE 69341

Van Norman Ranches
Tuscarora, NV 89834

Mike Mechenbier
3164 Hwy. 47
Los Lunas, NM 87031

Orvel T. Watts
P.O. Box 353
Mountainair, NM 87036

Jack Greene
Rt. 2, Box 21
Mountainair, NM 87036

Edwin J. Gurule
P.O. Box 6
Ojo Caliente, NM 87549

Cherry Menapace
806 S. Puerco
Gallup, NM 87301

Earl Johnson
Box 36
Oro Grande, NM 88342

Ringbone Cattle Company
910 Maple St.
Clayton, NM 88415

W.E. Brown
702 Walnut
Clayton, NM 88415

Randal K. Smith
Box 3
Melrose, NM 88124

Chris Quintana
General Delivery
Garita, NM 88421

Anthony Hephner
HCR 60, Box 32
Gladstone, NM 88422

Donnie Fernandez
box 671
Springer, NM 87747

David Drennan
HCR 64, Box 240
Forst Summer, NM 88119

Judy Tapp
HCR 1, Box 18
Boise City, OK 73933

Ralph R. Miozzi
Rt. 3, Box 44
Okemah, OK 74859

Eddie Walker
HCR 1, Box 60
Kenton, OK 73946

Cecil Walker
Box 66
Kenton, OK 73946

Luane Clymo
Rt. 1, Box 189
Wallowa, OR 97885

Jim Weseman
100 Rice Valley Rd.
Oakland, OR 97462

Billy J. Hall
Rt. 4, Box 38-D
Bishopville, SC 29010

Lyndale Farms
Rt. 4
Bishop Ville, SC 29010

Eva E. Hinojosa
317 Van Week
Edinburg, TX 78539

Guadalupe H. Munoz
709 E. Bluebonnet
Rio Grande City, TX 78582

Noel Zamora
P.O. Box 75
Sullivan City, TX 78595

Jack D. Burnus
P.O. Box 482
Childress, TX 79201

Billy Joe Roberts
Rt. 3, Box 264
Levelland, TX 79336

Charles G. Muchison
15105 Spring Hill Lane
Pflugerville, TX 78660

Donnis G. Baggett
1902 Caprock Dr.
Richardson, TX 75080

James Shaddix
Rt. 6
Pittsburg, TX 75686

James R. Smith
Rt. 1, Box 246
Florence, TX 76527

Tomas Hinojosa
410 Morris St., Box 148
Quitaque, TX 79255

Ray Wall
13925 Sundown
Farmers Branch, TX 75234

Leonard Elder
601 Cypress Sta. No. 210
Houston, TX 77090

Merle & Jan Miller
Rt. 2, Box 263
Booker, TX 79005

Bill Fuller
Rt. 1, Box 61
McLean, TX 79057

C & H Farms
Rt. 1
Flomot, TX 79244

Kabil Cattle Co.
Box 827
Stratford, TX 79084

L.J. Manning
11102 Jackson Terrace
Corpus Christi, TX 78410

Thomas Pierce RFD 1, Box
120AA
Hallsville, TX 75650

Monte Barnes
HCR 1, Box 15
Del Rio, TX 78840

Mark Seaberry
Bunger Route, Box 343A
Graham, TX 76046

Tidwell Cattle Co.
Gary Tidwell
Box 133
Munday, TX 76371

Michel Lane David
515 S. Timberland Dr.
Lufkin, TX 75902

Billy Joe Roberts
Rt. 3, Box 264
Levelland, TX 79336

Don Morrison
Rt. 1, Box 61
Pampa, TX 79065

Alfons V. Kaluza
Rt. 1, Box 73
El Campo, TX 77437

Gene Mitchell
604 N. Wall
Shamrock, TX 79079

Steve & Pattie Brass
P.O. Box 174
McLean, TX 79057

Don Morrison
Rt. 1, Box 61
Pampa, TX 79065

Maurice Kumler
Rt. 1, Box 273
Sherman, TX 75090-9755

Anchor Ranch
Box 233
McLean, TX 79057

Dwight Dannelly
Enterprise, UT 84725

Inquiries

| | | | |
|---|---|---|--|
| AC ALBAMA Mitchell Glenn Rt. 3, Box 205 Crossville, AL 35962 | PF TENNESSEE Charles Melton Rt. 1, Box 186 Tracy City, TN 37387 | AA ARGENTINA Hugo A. Malvestiti Calla Cordoba 364 Inriville, Cordoba Argentina 2587 | AA ECUADOR Patricio Rupert M. Bahia De Coraques P.O. Box 617 Bohia De Coraques, Manabi Ecuador |
| ED CALIFORNIA Ryan McKillop 3663 Bodega Ave. Petaluma, CA 94952 | TELE TEXAS Ted Gillam P.O. Box 1314 Stevensville, TX 76401 | AA ARGENTINA Leonardo G. Civlioni 25 de Mayo 555 Charata, Chaco Argentine 3730 | AA ECUADOR Fabian Andrade Miguel A. Estrella 6-60 Cuenca, Azuay Ecuador |
| CC 2 G Ranch 17621 - 9 1/2 Ave. Hanford, CA 93230 | TELE Paul England A Bar 8 Ranch 114 South Gun Barrel Lane #102 Gun Barrel City, TX 75147 | AA ARGENTINA Baltazar Maciel 1 de Mayo 1870 Santa Fe, Santa Fe Argentina 3000 | AA ECUADOR Hacienda San Cristobal P.O. Box 17-03-210 Quito, Ecuador |
| TELE Rob Sanders 148 No. 2nd Ave. Oakdale, CA 95361 | TELE Barry Fite 121 Idle Acres Shelbyville, TX 37160 | AA ARGENTINA Eduardo Albonico Reconquista 112-1876 Bernal Bernal, Buenos Aires Argentina 1876 | AA MEXICO Salvador Gonzalez Rubio Cjon. Trujillo #18 Atotonilco El Alto Jalisco Mexico 47750 |
| TELE KANSAS Vicky McBeath Rt. 2, Box 79 Louisburg, KS 66053 | TELE Sandy Brown P.O. Box 511 Lexington, TX 78947 | AA CHILE Esteban Ebinden Sentilles Zanartu 2039 Nunoa Santiago, Chile | Ed MEXICO Enrique A. Aceves Helio 949 Nte. Colonia Altavista Cd. Juarez, Chih. Mexico |
| TELE LOUISIANA Robert Siple Rt. 1, Box 26 Pine Grove, LA 70453 | ED Glenn Patton 3707 23rd St. Lubbock, TX 79410 | AA COLOMBIA Gustavo Rincon Guzman Calle 23 #OB 15 Apt. #301 Cucuta, N de S Colombia | AA URUGUAY S. Rodriguez Zas General Jose Paz 1321 Cod. 11400 Montevideo, Uruguay |
| TELE MISSISSIPPI Robert Woodward Rt. 3, Box 38 Senatobia, MS 38668 | ED LaDell Williams 13719 Whiteheather Houston, TX 77045 | AA COLOMBIA Nelson Rios Gast Carrera 35 #54-32 Bucaromonga, Santander Sur Colombia | |
| TELE OHIO Monroe Short Rt. 1, Box 17AA Sardis, MS 38666 | PF UTAH Roy Hefley 6353 Westchester Houston, TX 77005 | NC - National Cattleman PF - Progressive Farmer CM - Cattleman MM - Mail & Miscellaneous E - Educational FC - Florida Cattleman AA - Agricultura De Las Americas LMD - Livestock Market Digest | WFS - Western Farmer Stockman WLJ - Western Livestock Journal TEL - Telephone BF - Beef ACB - Arkansas Cattle Business SS - Stock Show AC - Alabama Cattleman MBC - Missouri Beef Cattleman |
| YB OHIO William E. Gray 30668 U.S. 50 East Chillicothe, OH 45601 | MM UTAH Mr. & Mrs. Arie Brys 1669 East 6670 South Salt Lake City, UT 84121 | | |

FBA has designed a set of four 13 1/2 oz. glasses with a Beefmaster bull and FBA logo on each side. This is a limited offer. glasses are packed for shipment and are in sets of four only.

Please send me _____ sets of FBA glasses at \$10.00 per set (includes shipping charges).

Name _____

Address _____ Enclosed Check For \$ _____

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,
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CORRAL OF EVENTS

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|------------------------------------|--|
| June 1, 1991 | CTBB group having tour of 7 different ranches (see page 3 for details) |
| June 29, 1991 | Beef "On" Forage Field Day. For details contact Gary Frenzel 817-983-2901 |
| August 10, 1991 | Southwest Beefmaster Breeders annual seminar will be held at Las Cruces, NM. Contact Shelby Phillips, III for details at 505-546-6052. |
| September 11 & 12, 1991 | ANNUAL LASATER RANCH BULL DELIVERY Call Dale Lasater for details - 719-544-2855 |
| September 21, 1991 | HOA annual seminar will be held at Roy Schoenbeck's Ranch in Bourbon, MO Details later. |
| October 5, 1991 | Isa Cattle Co. annual Bull Sale. San Angelo, TX. For details contact Laurie Lasater 915-949-3763. |
| October 19, 1991 | 5th Annual Beef "On" Forage Bull Sale in Brenham, Texas. For details contact Gary Frenzel 817-983-2901. |
| Oct. 31 - Nov. 3, 1991 | FBA Convention, Nashville, Tennessee YOU ALL COME! |

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