

DECEMBER 1992

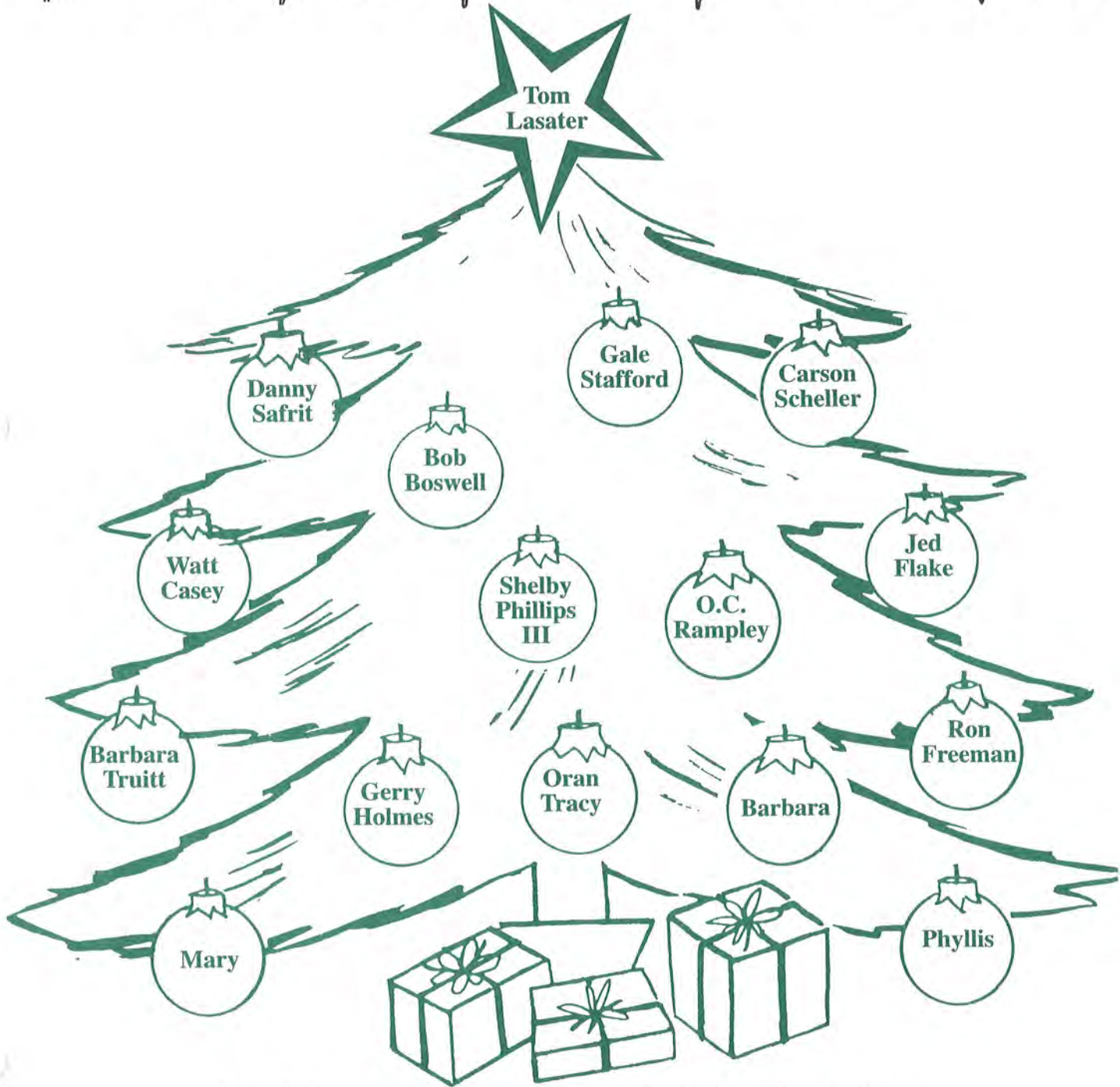


**FOUNDATION
BEEFMASTER
ASSOCIATION**

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

FOUNDATION FACTS

Volume XX1, No. 12



*May all of you have the greatest two gifts of all on these holidays:
someone to love and someone who loves you.*

Merry Christmas and a Prosperous and Happy New Year from the FBA Board of Directors and the office staff

PRIVATE PROPERTY RIGHTS UNDER ATTACK

One of the most treasured rights that we have in this great nation is the right to own property. Our founding fathers realized the importance of this right and protected it in the Bill of Rights. However, today this same government is threatening this cherished right.

Private property rights protect our land and improve our natural resources. Certainly we as cattle producers understand the need to protect the water, land, animals and forests as this is our livelihood. All people benefit from private property rights because it enables them to live in an environment that has a higher standard of living.

The farmer, rancher and forestry owner in the U.S. work hard to provide food, clothing, and shelter for this country and much of the world. This has become extremely efficient largely because the people have the right to be property owners. Why then are these rights gradually being taken away?

The Endangered Species Act, the Clean Water Act and the Wetlands Act are some of the current regulatory actions that are threatening our private property rights. And the bad news is that things will get a lot worse before they get better. We hear almost weekly stories of property owners who have experienced loss of property rights because of these acts and regulations.

We all want clean water and to protect our natural resources - our land, plants and wildlife. However, when the bureaucracy started implementing these laws, things soon got out of hand. People are getting involved that really do not understand - nor do they care about the value

of private property ownership. For example, we all want clean water but isn't it going too far to require all streams be fenced so livestock can't enter, or to have a regulation that you can't cut a tree within 50 feet of a stream, these ideas are being discussed at the federal level. When the former Soviet Union is giving property back to the people, isn't it ironic that there appears to be a major effort in this country to take property rights away from the people.

Your association is working hard with other groups representing landowners in an effort to change some of the laws and regulations impacting private property. We need your strong support in this matter.

You can help by joining your county and state Cattlemen's Association. Next, join the National Cattlemen's Association as they are the leading organization in Washington in getting legislation passed to reform these acts that are so inflexible and punitive they do not effectively protect truly endangered species.

FBA needs your support also. We support our association with membership dues, inventory and certificates on our animals. Present your buyers with certificates of breeding and encourage them to become members of FBA.

We at FBA are beginning to generate lots of interest from beefmaster breeders because we adhere to the six essential characteristics. Keep up the quality.

Gerry Holmes
Director

President Settles Food-Labeling Dispute

The president last week settled USDA's and the Food and Drug Administration's (FDA) differences over how to nutritionally label processed foods. The president selected the FDA label which emphasizes a "daily value" for nutrients - a calculation that reflects the percentage of nutrients provided by a particular product, based on a 2,000 -calorie daily diet. USDA will urge processors to voluntarily place a similar label on fresh meat and poultry. Beef and other food producers said they would get on with the business of relaying nutrition information to consumers. "Beef producers support nutrition labeling as a way to level the playing field and illustrate how well beef stacks up nutritionally with other meats and food items," said NCA Food Policy and Labeling Chairman Mark Armentrout of Roswell, Georgia. "However, a label can't do it alone. The federal government must now commit the time and resources needed to launch an aggressive consumer-education program about the elements of a healthful diet." Since 1985, the beef industry has voluntarily provided nutrition information about fresh beef to consumers through the Meat Nutri-Facts program.

Winter Blizzards Sweep Feeding Area

A winter storm cut deeply into feeder profits the week before Thanksgiving, and, at press time, another storm loomed. The pre-Thanksgiving storm resulted in death losses from 0.5 percent to 3 percent, feeders in southwest Kansas and the Texas Panhandle reported. Feeders in southeast Colorado also reported death loss, although to a lesser extent. A Cattle-Fax analyst predicted that the incoming storm last week could result in similar losses, if the intensity and path remained as expected. Weight reductions attributable to the pre-Thanksgiving blizzard were as high as 100 lbs., according to Cattle-Fax. A Knight-Ridder analysis pegged average weight loss at 35 pounds in a range of 20-50 lbs. The incoming storm made it unlikely that the cattle would be able to regain the lost weight over the next few weeks. Packing plants reported yield reductions of around 2 percent following the storm, and fed-cattle prices were up 50 cents to \$1.00. Trade volumes were light last week in the affected area, and packers scrambled to find cattle.



Editor's Mail

Dear Mary,

Jon has a son born October 14th - Jonathan Miller, Jr. and will be called Nathan. We were so pleased that it was a boy to carry on the "Dial" name.

Agnes Dial
Covington, Georgia

Dear Mary,

I separated out these pictures because I thought you might want a couple of the "tips" we learned on the ranch tour at F Bar Cattle Co.

The first set shows how Jake Flake cut away the top rim of a heavy equipment tire with a chain saw, mounted it (and of course sealed the bottom) on cement and used for a water tank. He installed a number of these tanks in a central area, connected them all together and controls the water flow rate from a center tank that is equipped with a float valve.



Dear Mary,

On behalf of the officers and members of the National Cattlemen's Association, please let me extend my

appreciation for Foundation Beefmaster's continued commitment to the endeavors of NCA.

The commitment I mentioned is endorsed by the fact that the FBA has chosen to affiliate with NCA for 1993. As you well know, if we are to be successful we must be united in our efforts. The FBA and NCA have made a strong partnership through the years. We are pleased and excited about the opportunities that lie ahead.

Again, thank you for your continued commitment and we look forward to working with you in 1993.

Sincerely,
John Butler
Vice President
Membership & Industry Relations



Who wore this neck tie at the FBA convention?

The "Wanted: Who Is This Man" in our last issue was O.C. Rampley.

Welcome New Members

77 BEEFMASTERS

Jon Wooster
P.O. Box 83
336 Peachtree Rd.
San Lucas, Ca 93954
408-385-5316
Rendition: 42
Origin: Henry Singleton, purchased
from the Musser Brothers,
Delta, CO
1993 Membership

CAL BEEFMASTERS

Clarence Lee
RFD #4, Box 4855
Quitman, TX 75783
903-967-2216
Rendition: 8
Origin: Bellows Beefmasters
1993 Membership

FTX Ranch Company, Ltd.
LX BEEFMASTERS
Laurence M. Lasater, Rep.
Box 60327
San Angelo, TX 76906
915-949-3763
(Prefix Change - Previously FTX
Beefmasters)
Effective January 1, 1993

KRENZ RANCH BEEFMASTERS

Jeff Krenz
Rt. 1, Box 380-5
South Coffeyville, OK 74072
918-255-6824
Rendition: 19
Origin: Larry Buster, Mike Ziler, Bill
Ross, Howard Froud & Roy
Gene Britt
1993 Membership

Adauto Lozano
SOFIA BEEFMASTERS
Guerrero 1357
P.O. Box 1370
Monterrey, Nuevo Leon 64000
Mexico
011-52-83-75-50-50
Rendition: 34
Origin: Guillermo Osuna
1993 Membership

Scherer Partners Ltd., dba
T Bar S Ranch
T BAR S BEEFMASTERS
Barb Scherer, General Partner
Ted Scherer, Jr. Rep
Rt. 1, Box 131
Fredericksburg, TX 78624
210-685-3397
Rendition: 18
Origin: The Lasater Ranch

NCA Urges Release of Wetlands Manual

NCA is urging President Bush to release the Federal Manual for Delineating Wetlands immediately, according to NCA President Jimmie Wilson of Trout Creek, Montana. Recent media reports have implied that President Bush will not release the report before he leaves office, despite the fact that thousands of hours and taxpayer dollars have gone into updating it. The manual is used to determine which lands are wetlands subject to federal regulations. "We strongly urge President Bush to release the manual so all involved federal agencies will apply the same wetlands definition," said Wilson. "If the president doesn't release the manual before he leaves office, time and money will be going down the drain. Everyone will have to start over." The wetlands definition in the unreleased manual requires three characteristics - water, saturated (hydric) soil and vegetation specific to hydric soil - to be present simultaneously before land can be defined as wetlands.



*Merry Christmas
and
Happy New Year
to You All!*

*One of the Oldest Ranching Traditions In South
Texas Continues . . . Humberto Garza's*

Violeta Ranch

32nd Annual Beefmaster Production Sale
Saturday, January 16, 1993
1:00 pm . . . Lunch 12:00 Noon
At the Ranch, South of Hebbronville, Texas

**Select From One of the
Oldest and Finest Foundation
Beefmaster Herds in the World!**

Since 1947, Violeta Beefmasters have been constantly selected for the Six Essentials. Here you'll find productivity and fertility that have been developed under true range conditions, in one of the toughest environments in the world! These Beefmasters are true working cattle, yet they are of seedstock quality. Take advantage of this opportunity to tap the genetics of one of the few remaining old-line foundation herds!

Selling: 68 Bulls; 70 Coming 2-Year-Old Bred Heifers; and 13 Open Heifers

Violeta Ranch Beefmasters

P.O. Box 673 • Hebbronville, Texas 78361
Eduardo Garza (512) 527-3885 Nights
Humberto Garza (512) 527-3929
H.H. Garza (512) 527-3796

Sales Manager & Auctioneer:
Anthony I. Mihalski
(210) 648-5475 Office

FOUNDATION BEEFMASTER ASSOCIATION

BOARD OF DIRECTORS' MEETING

MINUTES

November 5, 6, 7, 1992

The 21st annual Board of Directors' meeting for Foundation Beefmaster Association was held on November 5, 1992 from 1:00pm to 5:00pm in the Sonora B2 room of the Scottsdale Hilton Resort in Scottsdale, Arizona. Committee meetings had been held November 5, 1992 from 8:00am to 12:00pm. These committees were Finance, Jed Flake, Chairman; Public Relations, Shelby Phillips, III Chairman; and Membership, Stuart Dixon, Chairman.

The Board of Directors' meeting convened at 1:00pm. Directors present were: James Gowan, Jed Flake, Watt Casey, Bev Sparrowk, Barbara Truitt, Gerry Holmes, Ron Freeman, Shelby Phillips, III, O. C. Rampley, Roy Schoenbeck, Stuart Dixon and Bob Boswell. Others present were: Mary Wilkinson, Executive Secretary, Larry Cobb of Larry Cobb & Associates, Advertising Agency, John Swaengen, Jeffrey Blair, Bob Howard, Ward Burroughs, Roy Gene & George Ann Britt, James North, Dale Lasater, Laurie Lasater, Tom Lasater, Will Palmer, Oran Tracy, Everett Palmer, Gale Stafford, Danny Safrit, Ray & Phyllis Safrit, Mark Evans, Francis Nelson, Milford Denetclaw, Diego Gutierrez and Phyllis Sherriff, office Staff.

President Sparrowk called the meeting to order. Ron Freeman made a motion to dispense with reading the minutes. Copies of the minutes were available to all directors. The minutes were accepted as printed.

The Membership Committee report was given by Stuart Dixon, Chairman. The committee recommended that the awards program be continued. In addition, the committee recommended that the association award members with five, ten, fifteen and twenty year pins for membership in FBA. Report accepted. The committee also recommended that all satellites notify the FBA office when new officers are elected. A motion was made by James Gowan that the Membership Committee report and recommendations be accepted. Motion seconded and carried.

The Public Relations Committee report was given by Shelby Phillips, III., Chairman. This report is divided into two parts. The first portion of this report was prepared prior to this meeting, and deals with the year to date. The second half of this report addressed the actions taken by the Public Relations committee during this meeting. This portion of the report will be presented orally, with written notes attached. A motion was made by Bob Boswell that the Public Relations report and recommendations be accepted. Motion seconded and carried. (See attachment #1 - Public Relations Committee Report.)

The Finance Committee report was given by Jed Flake, Chairman. The 1993 proposed budget was presented and the committee recommended acceptance. (See attachment #2, copy of budget.) A motion was made by Shelby Phillips, III that the Finance Committee report and recommendations be accepted. Motion seconded and carried. A motion was made by Shelby Phillips, III that FBA pay dues of \$2500 to NCA to ensure voting privileges and committee members. Motion seconded and carried.

New Business

A motion was made by Jed Flake that a yearly letter be sent to the membership from the board of directors thanking them for their financial contributions to FBA, (listing name and the number of animals certified.) Motion seconded and carried. A motion was made by Jed Flake that the new owner section be omitted from the Foundation Facts newsletter. Motion seconded and carried, 1 opposed.

The meeting was adjourned at 5:00pm.

GENERAL MEMBERSHIP MEETING

November 6, 1992

The General Membership meeting of Foundation Beefmaster Association was held in the Sonora room of the Scottsdale Hilton Resort at Scottsdale, Arizona.

The meeting was called to order at 8:30a.m. by President Sparrowk. She welcomed members and guests. She then introduced the Board of Directors and called for a reading of the minutes of the last general membership meeting. Ward Burroughs made a motion to dispense with the reading of the minutes. The motion was seconded and carried.

President Sparrowk gave the presidents' message. She thanked Tom Lasater for developing the Beefmaster breed, also her husband, (Jack) for his patience and thanked the board for their support. She explained the NCA dues structure and thanked the satellites for their time and effort in promoting Beefmasters thru field days.

The Executive Secretary's report was given by Mary Wilkinson. She noted FBA's quality growth. She praised the office staff and reported on member services and the need to expand these services. She praised FBA members for certifying 2½ times more cattle in 1992. The report was accepted by the general membership.

The Finance Committee report was given by Jed Flake, Chairman. The 1993 budget was presented and it was the recommendation of the committee that the report be accepted. This report was accepted by the general membership.

The Public Relations Committee report was given by Shelby Phillips, III, Chairman. He presented the 1993 Public Relations Budget. He stressed the importance of press releases, and reported the development of new ads. This report was accepted by the general membership.

The Membership Committee report was given by Stuart Dixon, Chairman. He noted the Awards Program will continue. The report was accepted by the general membership.

Stuart Dixon presented awards to members for recruiting the most new members and for the most herd inventory. He presented 45 awards.

The following satellite reports were then given to the general membership:

The Southern Beefmaster Breeders report was given by Danny Safrit. He reported they will have a field day December 5th in Auburn AL. He noted the satellite now has 23 members. They are working on a field day for next year in Florida.

The Border Beefmaster Breeders report was given by Diego Gutierrez. He reported they has a successful field day, October 24th at Dr. Roberto S. Margo's ranch in La Gloria, Texas and over 200 people attended.

The Central Texas Beefmaster Breeders report was given by John Swarengen. They are having their annual "on forage" test. They held a very successful bull sale and field day and plan another next year. This years field day in June, they had 200 attendees.

The Heart of America Beefmaster Breeders report was given by Barbara Truitt. She reported that their annual spring sale was held and a very successful field day was held September 19, 1992 at Fort Scott, Kansas. HOA has designed a new brochure and has planned a sale and field day for 1993.

The Panhandle New Mexico Beefmaster Breeders report was given by Gale Stafford. They held a field day March 7, 1992 at Clarendon, Texas and a sale March 28, 1992.

The Arkansas Beefmaster Breeders report was given by Roy Gene Britt. He reported that they had their annual field day April 18, 1992 at Searcy, Arkansas and 80 people attended. They are planning another field day for next year.

The Sierra Pacific Beefmaster Breeders report was given by Carson Scheller. He reported that their satellite was currently planning a 1993 field day. The 1992 field day was cancelled due to California fires. He reported their satellite now has 27 members.

The South West Beefmaster Breeders report was given by Milford Denetclaw. He stated a field day was held August 1, 1992 at Shiprock, New Mexico. The field day was very successful with more than 120 people in attendance.

President Sparrowk introduced the luncheon speaker, Stan Turley.

The NCA report was given by Lewis Lee and O. C. Rampley.

President Sparrowk retired out-going Board members and plaques were presented to: James Gowan, Stuart Dixon, Roy Schoenbeck. Vice President O. C. Rampley presented out-going President Bev Sparrowk with a gift and thanked her for her leadership the past year.

President Sparrowk appointed the Credentials Committee, which consisted of Conrad Kinnaman, Chairman, Joyce Campbell, and Lewis Lee. The Credentials Committee announced that there was a quorum of the membership present, either by proxy or by members present. Those on the ballot were: Oran Tracy, Gale Stafford, Carson Scheller, Danny Safrit, Milford Denetclaw, Everett Palmer, and Mark Evans. The results of the election for the Board of Directors were then announced. New Directors elected were: Oran Tracy, Gale Stafford, Carson Scheller and Danny Safrit.

Panel and speakers introduced by President Sparrowk

The meeting was adjourned at 4:00 p.m.

NEW BOARD OF DIRECTORS' MEETING
November 6, 1992

The New Board of Directors' Meeting of Foundation Beefmaster Association was held in the Sonora room at 4:00 p.m. The meeting was called to order by President Sparrowk.

President Sparrowk chaired the election for president. O. C. Rampley was elected.

Out-going President Sparrowk turned the meeting over to the new president, O. C. Rampley.

President Rampley chaired the election for vice president. Gerry Holmes was elected.

President Rampley chaired the election for secretary. Barbara Truitt was elected.

President Rampley chaired the election for treasurer. Jay E. "Jed" Flake was elected.

Committees appointed by President Rampley were: Finance Committee: Jay E. "Jed" Flake, Chairman, Barbara Truitt, Watt Casey and Gale Stafford; Membership Committee: Gerry Holmes, Chairman, Oran Tracy and Danny Safrit; Public Relations Committee: Shelby Phillips, III., Chairman, Bob Boswell, Ron Freeman, and Carson Scheller.

The meeting adjourned at 5:30 p.m.

1992 Public Relations Committee
Annual Convention Report

1992 ADVERTISING:

This was again a kind of "Good News - Bad News" year. The good news is that we did not have to cut our advertising dollars for calendar 1992. The bad news is that our 1992 budget is identical to our 1991 budget which is the same as it has been, back to 1989. Because we have experienced a rate increase every year, from virtually all of the publications we buy, our total number of impressions are down some from years prior to 1991, but about the same as last year.

Again this year, some of the ads we purchased were four color ads and therefore involved both increased production and space cost. The combination of increased ad rates, color ads and the same amount of money means that we must buy fewer total ads, and therefore, we have fewer total impressions.

This year, however, we actually bought more total ads because we went to the use of half page ads in a number of publications.

These half page ads seem to have produced about as many inquiries as the full page ads. We cannot say that with certainty because we have used a combination of both half and full page ads throughout the year.

Our total number of inquiries has however, held up very well. We have received 655 media inquiries through October of 1992. During the same time period last year we had a total of 669, down a little from last year, but not dramatically so.

During 1992 we will purchase a total of 37 ads in 23 different publications. This compares to 32 ads in 19 different publications during 1991. Again, our total ad count is up due to the use of the half page ads.

Using standard impression formulas, we will have created approximately 16 million impressions in 1992. This number compares to 15.9 million during 1991. For all practical purposes our total impressions are unchanged from 1991 to 1992.

Our cost per impression has also held steady. We were at point three seven cents (00.37¢) per impression in 1991. And we're running virtually the same cost per impression thus far in 1992.

All of the ads we created have been placed in the publications we selected. In addition to the original budget we established at our meeting last November, we have also purchased ads in several special issues which became available after November.

At our spring board meeting our committee worked with Larry to develop art work for a new, four color winter flyer. Per our instructions, Larry was able to contact and get new testimonies from two new sources for the flyer. Based on a suggestion from Jed Flake, we contacted Mr. & Mrs. Jack Fullenwider and Mr. & Mrs. Hank Filippini. Both Jack and Hank had nothing but good things to say about Beefmaster cattle and the way they perform in cold weather. They gave us permission to use their quotes, so they have been included in the new flyer. We had hoped to have samples at this meeting, but the printer did not get finished in time. We have been promised a completion date of November 9th which is this coming Monday.

We did do a two color version of the flyer in September for Mary to distribute at the Heart of America field day. It is identical to the one that's coming, except that we changed two pictures and, of course, all the pictures will be in four color.

At the suggestion of several members, we put together both full page and half page donut versions of the new testimony ads which we then printed up in "slick" form for use by the members. "Donut" ads are the ones where the entire ad is complete except for a blank spot where the local breeder can insert his name.

The ad committee also undertook a research project that seemed simple in the discussion stage, but turned out to be pretty involved. It took a lot of time, but we did it ourselves so it didn't cost us a lot of money, and we do get some useful information.

At the 1991 FBA convention in Nashville, Tennessee, the Public Relation committee entered into a discussion about market research. Everyone agreed that it would be nice to survey every commercial cattleman in the country. Unfortunately, the cost of such a project would be prohibitive.

Ron Freeman came up with the idea that we could survey our own members. He thought, and the rest of the committee agreed, that our own members represent a fairly good cross-section of cattlemen, throughout various parts of the country.

Our Public Relations committee put the survey together and sent it out to all of our members. In total, we mailed 515 blank survey forms. We received 32.62% (168) of them back. National research firms would consider this return excellent.

In tabulating the survey results, we divided the U.S. into nine different geographic regions. We then tabulated the results for each individual region, as well as total results.

We knew, going in, that the survey results we achieved would not constitute totally valid market research, but, we felt it held the possibility of some help with a few of the questions we discuss every year. After completion and discussion we do feel it gave us a better sense for some of these basic questions. It also gave us a clearer picture of the differences between the geographic regions of the country.

Basically, our advertising program has gone smoothly this year. We haven't missed any deadlines, and none of the magazines have had any problems with the production on any ads.

We have continued to circulate a number of press release stories this year. These stories are now distributed to a total of 65 magazines and newspapers.

With few exceptions, most of the stories we send out come from Mary. Once in a while an individual member will send a story to Larry and he will see that it is distributed, but this program would be impossible without Mary and all of her effort.

Additional Report Information and Notes From This Convention's Committee Meetings:

We wound up with approx. \$60,000.00 for media in 1993.

Budgeted approx. \$28,000.00 for first and fourth quarter.

Held approx. \$4,000.00 in contingency fund for additional media.

We bought ads in:
Entre Ganaderos (The Cattleman)
Western Livestock Digest
Western Livestock Journal
New Mexico Stockman
Drovers Journal
Beef Magazine

We are going to create three new ads this year; one on Ed Morava, one on environment and one female ad.

We are going to do a "Basic Knowledge" booklet - set aside \$4,000.00 for printing.

This concludes our Public Relations committee report. Thank you.

Respectfully submitted,

Shelby Phillips, III
Chairperson, FBA Public Relations Committee

FOUNDATION BEEFMASTER ASSOCIATION
1993 BUDGET

January Beginning Balance:

Cash in Merrill Lynch #1	\$50,000	
Cash In Merrill Lynch #2 (Reserve Acct.)	50,000	
	100,000	
Less #2 Reserve	-50,000	
	50,000	
Cash in Checking Account	1,000	
Total Cash Available	51,000	\$ 51,000

ESTIMATED REVENUE:

Certificates	70,000	
Transfers	70,000	
Dues	20,000	
Inventory	55,000	
Earned Investments	3,000	
Total Estimated Income	218,000	\$218,000
Estimated Cash Available for 1993		\$269,000

ESTIMATED DISBURSEMENTS:

Special Reserve	5,000	
Salaries (Gross)	60,000	
Payroll Taxes	6,000	
Office Rent	8,300	
Telephone	3,000	
Printing	10,000	
Advertising - Agency & Media	75,000	
Co-op Refunds	5,000	
Satellite Seminars (\$3,000 ea.)	27,000	
Postage & UPS	15,000	
Office Supplies & Expense	9,000	
Foundation Facts	6,000	
Convention	7,000	
Professional Fees	2,800	
President's Expense	4,000	
NCA Dues	4,750	
Business Insurance	1,500	
Employee Health Insurance	2,400	
Travel Expense	3,000	
Property Tax	250	
Director's Expense	12,000	
Misc. Expense	2,000	
Total Estimated Disbursements	269,000	\$269,000

? Inquiries ?

PF	ALABAMA Dale H. Wallace Rt. 1, Box 335 Brent AL 35034	DJ	Bo Bailey 1335 Old Columbus Rd. Bowdon GA 30108	ED	Amy Stocklauffer Rt. 3, Box 108 Appleton City MO 64724	YB	Ricky Jones Rt. 1, Box 612 Fairmont NC 28340	PF	Tom Mooney 902 E. 13th Cameron TX 76520
MM	ARIZONA John Shorty, Jr. P.O. Box 942 Ganada AZ 86505	BF	HAWAII Joseph J. Sobotka 12 Heaaula Place Haiku, Hawaii 96708	DJ	Dan Brown Rt. 2, Box 95 Windsor MO 65360	MM	Virgil Pickler Rt. 1, Box 199 Alberdeen NC 28315	Tele	James Lawhon Rt. 1, Box 216A Newark TX 76071
ACB	ARKANSAS Darrick Bradley M. T. Ranch 1297 East Ash Fayetteville AR 72703	LN	IDAHO Bill Ireland Rt. 3, Box 647 Mountain Home ID 83647	PF	Adam Rodgers Rt. 1, Box 161 Bellflower MO 63333	DJ	OHIO Terry Emerine 7114 C. R. 23 Alvada OH 44802	CN	Myles Holland Route 1, Box 1232 Huntington TX 75949
PF	Tami K. Morgan Rt. 2, Box 192 Smithville AR 72466	DJ	ILLINOIS Gerardo Morales 3422 N. Claremont #2fl Chicago IL 60618	ED	Ag. Dept Bronaugh R-7 School 527 East 6th P.O. Box 8 Bronaugh MO 64728	ED	OKLAHOMA Vanessa Valli Freedom Public Schools P.O. Box 5 Freedom OK 73842-0005	Tele	UTAH Jerry Cronquist 1120 Canyon Rd. Ogden UT 84404
ACB	Ray Brooks HCR 63, Box 227 Yellville AR 72687	Tele	James Moxley 1960 Tall Oaks Dr. Urora IL 60505	ED	Jared Dutches c/o Larry Dutches Rt. 3, Box 186 Osceola MO 64776	MM	Floretta Haggard Rt. 1, Box 382 So. Coffeyville OK 74072	Tele	Hal Gunn 2418 W 11400 S So Jordan UT 84065
PF	Dale Panzer 157 Mtn. Meadow Rd. Hot Springs AR 71913	PF	James L. Kuntz R-1, B-55 Knoxville IL 61448	LMD	MONTANA Mark & Barbara Harrington 7350 Ten Mile Road Dillon MT 59725	PF	Ivan Moore 1705 Kingdom Rd. Bell Buckle TN 37020	MM	Todd Walker 6560 N. 2150 W Brigham City UT 84302
MM	CALIFORNIA Bob Allford 9900 Beaver Loop Ione CA 95640	PF	INDIANA Max Myers Route 2, Box 88 Akron IN 46910	DJ	NEBRASKA Pat D. Redden RRI, Box 69 Palisade NE 69040	PF	Ricky G. Harris 953 Swindell Hollow Rd. Lebanon TN 37087	Tele	VIRGINIA Alexander Fisher P.O. Box 126 Sabot VA 23103
DJ	Gary Van Gerpen 461 Santa Ana Valled Rd. Hollister CA 95023	DJ	KENTUCKY Todd Johnson 350 Vonlenger Ln. Stanford KY 40484	DJ	Gini Klein 1704 Pasewalk Apt. 7 Norfolk NE 68701	PF	TEXAS Paul Caldwell Jakarta Mail Bag c/o Mobil E&P Services Inc. P.O. Box 650232		WASHINGTON Pat Harris RRI, Box 129 Omak WA 98841
Tele	John Wooster P.O. Box 82 San Lucas CA 93954	ED	LOUISIANA Ray Ellerbe Gilbert High School Gilbert LA 71336	Tele	NEW MEXICO George Rampley 2607 Cornell Dr. Roswell NM 82201	ED	Victoria Public Schools 102 Profit Drive P.O. Box 1759 Victoria TX 77902	YB	SOUTH AFRICA Fred Rautenbach P.O. Box 1383 Lichtenburg 2740 Transuaal, South Africa
Tele	Mike Toth 5530 Corbin Ave. Suite 313 Tarzana CA 91356	PF	MISSISSIPPI Lynette Jefcoot Rt. 1, Box 160 Soso MS 39480	DJ	NEW YORK Doris Shafer RD #2, Box 932 Cobleskill NY 12043	MM	Michael F. Wright, D.O. 302 N. Brown Ave. Hamilton TX 76531	CN	ZIMBABWE Emmanuel Mazengera Box 24 Guruve Harare, Zimbabwe
MM	GEORGIA James O. Hodges, Jr. 7255 Hall Road Fairburn GA 30213	Tele	MISSOURI Jeff Zmaila 5619 Riverview St. Louis MO 63120	PF	NORTH CAROLINA Chris Fountain Rt. 1, Box 288-A Chinquapin NC 28521	TFS	O.K. M. Inc. P.O. Box 515 Vualde TX 78802		
PF	Anthony H. Smith 1413 US 41 North Calhoun GA 30701	MR	Houston Cattle Company Rt. 1, Box 68 Elsberry MO 63343	PF	Bill Fleming Rt. 2, Box 336 Whitakers NC 27891	PF	Jeffrey W. Barron P.O. Box 4603 Thorndale TX 76577		
PF	Jerry M. Gilbert Rt. 3, Box 200C Pavo GA 31778	Tele	Norman Adams 19304 Hiway 33 Holt MO 64048	DJ	Leroy K. Taul 682 Inwood Rd. Asheboro NC 27203	PF	Truitt E. Hall HCR 5, Box 35 Clarendon TX 79226		
PF	Don & Terri Brooks 15320 Ga. Hwy. 116 Pine Mtn. Valley GA 31823					PF	Michael Lee Rt. 6, Box 282-M Cleveland TX 77327		

NC - National Cattleman

PF - Progressive Farmer

CM - Cattleman

MM - Mail & Miscellaneous

ED - Educational

TFS - Texas Farmer Stock

FC - Florida Cattleman

AA - Agricultura De Las Americas

LMD - Livestock Market Digest

WFS - Western Farmer Stockman

WLJ - Western Livestock Journal

TELE - Telephone

BF - Beef

YB - Year Book

ACB - Arkansas Cattle Business

SS - Stock Show

AC - Alabama Cattleman

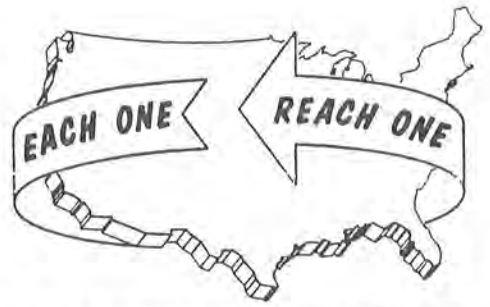
MBC - Missouri Beef Cattleman

DJ - Drivers Journal

MR - Missouri Ruralist

LN - Livestock News

Each One Reach One



NCA & IVOMECS® (IVERMECTIN)

A membership in the National Cattlemen's Association is one of the best tools you have in the cattle industry and so is parasite control with IVOMECS® (Ivermectin) Pour-On for Cattle. During February, new members will receive a bottle of IVOMECS Pour-On for Cattle:



- By joining **both** your state and National Cattlemen's Associations, you'll receive two 250 ml bottles of IVOMECS Pour-On.
- By joining NCA at the full service level (minimum \$60 dues), you'll receive one 250 ml bottle of IVOMECS Pour-On.
- Members who recruit at least two new NCA members will receive a 250 ml bottle of IVOMECS Pour-On. Recruit three or more new NCA members and receive an additional bottle.
- NCA membership upgrades from \$30 to \$60 do not qualify.

HURRY!! The IVOMECS Pour-On offer expires on February 28, 1993. Quantities are limited. Use the attached membership application to join yourself or recruit a new member.

® IVOMECS IS A REGISTERED TRADEMARK OF MERCK & CO., INC. (RAHWAY, NJ 07065)

Membership Application

Please indicate your type(s) of operation(s): Cow/Calf Purebred
 Feeder Stocker Associate (*business — no cattle*)
 Supporting (*individuals with no cattle*) Student

NAME _____
 RANCH NAME _____
 ADDRESS _____
 TOWN _____ STATE _____
 ZIP _____ PHONE _____

Total Number of Cattle Owned or Managed _____

● Cow/Calf Operators add 20¢ per head + _____
 ● Feeder/Stocker Operators add 10¢ per head + _____
 ● NCA Base Membership Dues: + \$60* _____
TOTAL DUES = _____

Recruited by: _____

My Check is Enclosed Please Bill Me
 MasterCard/Visa

Card Number _____

Expiration Date _____

Signature _____

Subscriptions: \$5.00 of your dues are for the monthly magazine *National Cattlemen*; \$30.00 of your dues are for the weekly newsletter *Beef Business Bulletin*.

Payments of NCA membership dues are tax deductible for most members as an ordinary and necessary business expense. However, charitable contributions or gifts to NCA are not tax deductible for federal income tax purposes.



National Cattlemen's Association
 P.O. Box 3469, Englewood, CO 80155
 (303) 694-0305

Buyers' and Sellers' Guide

ARIZONA

For Sale: Several young pregnant cows and cows with calves. Some sired by Mr. America, all are polled

Robert Ott

OTT BEEFMASTERS

Page, AZ

602-645-3922

CALIFORNIA

For Sale: 50 Yearling bulls. Performance tested. Ten two-year old bulls.

SCHELLER BEEFMASTERS

Carson E. Scheller

805-344-5901

ILLINOIS

For Sale: Yearling Bulls and Heifers.

GILKESON BEEFMASTERS

This Old Farm

Monica, IL 61559

309-385-4836

KANSAS

For Sale: 18 month old bulls. 15 head of bred heifers. Good selection.

Everett A. Palmer, Jr.

FLINT HILLS BEEFMASTERS

Beaumont, KS 67012

316-843-2551.

Wanted: Would like to buy a few Beefmaster females, pairs or bred.

Bob Hill

Rt. 1, Box 91

Solomon, KS 67480

913-488-3415

MISSOURI

For Sale: 1992 Beefmaster bulls, weaning weights available. Aslo, two-year-olds. Clean sheaths and acclimated for cold winters.

RS RANCH BEEFMASTERS

Roy & Tanya Schoenbeck

Rt. 1, Box 158

Bourbon, MS 65441

314-732-4590

OKLAHOMA

For Sale: We have weaned our best bull crop ever. These bulls will work in any herd. Also a few good yearling bulls left. Bulls are located at the Waurika Ranch.

L.G. Hargis

Rt. 2, Box 226

Waurika, OK 73573

405-228-2540

David Hargis

601 No 18th St.

Frederick, OK 73542

405-335-2685

TEXAS

For Sale: 2 or 3 year old pairs with heifer calves - bred back - \$1300 - 25 head. Coming 2 year olds - bred -25 head - \$1,050. Will sell in 5 head lots or more.

Jim Wingate

Beaumont, TX

409-794-2363

For Sale: I have a good selection of Beefmaster bulls for sale now. They are from 20 to 30 months old. All are from Watt Casey bulls. I have bangs free herd No. 6148

Bunky Smith

Rt. 1, Box 79

Detroit, TX 75436

903-632-5760

UTAH

For Sale: 14 Bred Beefmaster heifers.

Bruce Wallin

5683 No. Hwy 224

Park City, UT 84060

801-649-9670

CORRAL OF EVENTS

- January 23, 1993** CTBB will hold Annual Business Meeting at Stage Coach Inn, Salado, Texas – 9 am. Call Ron Ramley for details (817) 584-5513
- February 27, 1993** Spring Beefmaster Bull Sale. Isa Cattle Company at Producers Auction, San Angelo, Texas. Contact Laurie Lasater at (915) 949-3763 for details.
- April 10, 1993** Southern Beefmaster Breeders Mississippi Forage Test Sale
For more information contact: Barry Wallace (601) 736-3557 (night) or Frank Holmes (Test Manager) (601) 876-5204
- November 4, 5, 6, 1993** FBA Annual Convention. Red Lion Hotel, Colorado Springs, Colorado

FOUNDATION BEEFMASTER ASSOCIATION
200 LIVESTOCK EXCHANGE BUILDING
DENVER, COLORADO 80216
TELEPHONE (303) 294-0847

**BEEFMASTER
A PLAN FOR
PROFIT**



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

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