

MAY 1995



FOUNDATION
BEEFMASTER
ASSOCIATION

100 LIVESTOCK EXCHANGE BUILDING
4701 MARION STREET
DENVER, COLORADO 80216

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FOUNDATION FACTS

QUESTIONS AND ANSWERS ON MARKETING ISSUES

NCA Policies and Actions: Part II

Note: This is the second of a two-part series on several marketing issues facing the cattle industry. The first part appeared in the April 28 Beef Business Bulletin.

Many members have voiced concern about recent declines in cattle prices. NCA is very much aware of the difficulties faced by cattle producers. The recent situation has brought numerous questions and comments about cattle-price reporting, "captive" supplies, price volatility and other marketing issues. The NCA Marketing Committee and other policy committees will continue to provide information on these issues. NCA policy on all of these issues will be reviewed at the associations Midyear meeting in Denver in July. Following are responses to some of the most frequently asked questions. For more information contact Chuck Lambert at 303-694-0305.

Q: Cattle producers have urged more reporting of packer-controlled fed-cattle inventories. Can P&S do anything about declining numbers of bids in the cash market? Can it report additional information about captive supplies?

A: At NCA's request, P&S issued a special report on captive supplies in the second quarter of 1994. NCA has continued to ask for all available information. P&S can request information and issue additional special reports after complaints of improprieties in the market. But, it says, it is not a market-reporting agency. Market News Service officials say their reports can include numbers of formula-priced and packer-fed cattle, in addition to currently reported contracted cattle and total daily and weekly trade volume, if feeders and packers will report the information. In accordance with policy, NCA will urge reporting of this additional information and will continue efforts to increase reporting.

Q: Can packers legally feed cattle?

A: There is no legislation to prevent packer feeding. Packer feeding is covered by the following P&S advisory: "P&S does not consider the existence of packer/custom feedlot relationships, by itself, to constitute a violation of the Act. At a minimum, packers should assure the following measures if they own feedlots: (1) That feedlot customers are fully advised of the ties between the feedlot and packer and of their rights and options with respect to the marketing of their livestock; (2) that all feedlot customers are treated equally by the packer/custom feedlot in

marketing of fed livestock; and (3) that marketing decisions rest solely with feedlot customers unless otherwise expressly agreed."

Q: The possible effects of futures markets on cash markets continue to be a concern. Is there any evidence of manipulation by packers or large traders?

A: At NCA's request, the General Accounting Office, Commodity Futures Trading Commission, (CFTC) and others have studied this question. To date, the agencies say, there has been no evidence of manipulation or illegal trading. NCA will continue to request surveillance and reports by the agencies.

In response to an NCA request, CFTC recently issued a special report on large-trader activity for the March 1 through April 11, 1995, time frame. During that period, feeders held a larger share of contracts that did packers or commodity funds. Funds were the largest net sellers during the period of falling prices that ended during the week of March 29, but feeders and packers also contributed to net selling. During a brief price-recovery period (week ending April 5), funds continued to sell while feeders and packers bought futures. During the week that ended April 11, when prices fell, feeders and funds were net sellers by 3,667 and 603 contracts respectively, while packers were net buyers of 3,378 contracts.

Q: What about cattle imports? Are they increasing?

A: Although their numbers are small compared to supplies of domestic cattle, imported cattle can impact local and regional markets. Imports of slaughter cattle from Canada so far this year have increased. Because of devaluation of the peso and drought in Mexico, imports of feeder cattle and slaughter cows have increased sharply. The recent pace of imports from Mexico is not expected to continue through 1995.

Q: Is the North American Free Trade Agreement (NAFTA) a cause of these increases in imports?

A: No. The major effect of NAFTA, prior to the devaluation of the peso, was a substantial increase in exports of beef to Mexico. NAFTA removed tariffs that greatly restricted sales of U.S. beef to Mexico. The increases in cattle imports are largely a result of drought and changes in currency exchange rates—especially the devaluation of the Mexican peso, but also devaluation of the Canadian dollar. Changes in exchange rates can work both ways. For example, Japan imports more than 50% of all U.S. beef exports. A decrease in the value of the dollar against the yen means increased opportunities to sell beef to Japan.



Editor's Mail

April 2, 1995



Office Update

Dear Mary,

Please find enclosed a press release for our sale. Also, in your calendar of upcoming events, could you include that our Field Day will be October 7 at the 4-H barn in El Dorado, KS. Our fall meeting will be the night before.

Thanks,
Bill Church

P.S. I got a chuckle out of the misspelling of my name in the sale flyer. I must admit, too, that I erroneously spelled your name in the HOA minutes: "Wilkerson". I should have looked it up. My apologies.



Subject: Retirement

How do you tell your best friend you are moving away? That's the way I feel about FBA members and retiring. I can't say I want to retire. I can't say I have to retire. In the first place I'm too young to be this damned old! However, this August I'll be 65! I have been diagnosed with Parkinson's and I've had a hard time getting over back surgery this winter so it seems to Bob and I that it is time for me to take it a little easier. Mind you, I'm not going to sit home and grow old gracefully. I'm going to fight it all the way! I plan to do some volunteer work with The Dumb Friend League and church work and I'm going to have a new great grand son in August so I'm not going to die on the vine just yet!

In order to pass over the reins and finish some projects in process I will be here until year end. Phyllis and Barbara are perfectly capable of handling the office duties and the membership should not be adversely affected. Phyllis has been here seven years and Barbara 5 years. They are both conscientious and dedicated employees.

None of us know what the future holds for us. But, I feel compelled to tell you the past fourteen years have been the best and happiest in my fifty year work history. I have never met a better group of people than FBA members and I will treasure many friendships for the rest of my life. My prayers and best wishes go to all of you for continued success as you promote the Beefmaster Breed.

BUYER'S AND SELLER'S

CALIFORNIA

Semen For Sale

Excess inventory from:

Casey 310
Casey 52 (Natural Muley)
Lasater 513
Lasater 567
L-8443
L-6352

\$5 per straw plus shipping
Semen from other Casey and Lasater herd
bulls also available on request.

DENNY BEEFMASTERS

Dusty deBraga
916-335-4090

MISSISSIPPI

For Sale: Ten good cow/calf pairs.
Mostly 3 to 5 years-old. April calves.

Barry Wallace

WALLACE BEEFMASTERS

3081 HWY 575 N
Magnolia, MS 39652
601-736-3557

MISSOURI

For Sale: 10 yearling heifers.
6 two-year-old bulls,
several yearling bulls

Bill S. Bishop

ST. CLAIR BEEFMASTERS

909 S. Main
El Dorado Springs, MO 64744
417-777-4420

For Sale: 1 pair,
5 cows in their third period
5 bred heifers in their third period
1 exposed heifer

6 open yearling heifers

Ken Pearson

Bolivar, Missouri

417-777-4420

For Sale: Good selection
Beefmaster bulls. Weaning
weights available. Several
young cows, start calving
September 1, bred to Evans
Bulls.

RS RANCH BEEFMASTERS

Roy & Tanya Schoenbeck

Rt. 1, Box 158

Bourbon, MO 65441

314-732-4590

For Sale: 4 year-old herd sire.

Top 10% of gain in
CTBB forage test. Spade
Beefmasters genetics. \$1,600
Larry Hostetler

Otter Kreek Beefmasters

Rt. 1, Box 1545

Otterville, MO 65348

816-366-4235

OKLAHOMA

For Sale: 5 coming two-year-old bulls
13 yearling bulls, 20 top yearling heifers
L.G. Hargis, Jr.

HARGIS BEEFMASTERS

Route 2, Box 226

Waurika OK 73573

405-228-2540

TEXAS

For Sale: Pairs

Watt M. Casey

CASEY BEEFMASTERS

P. O. , Box 458

Albany TX 76430

915-762-2640 or 762-2605

For Sale: 13 heifers

A.E. Buckland, Jr.

4 B BEEFMASTERS

Rt. 1, Box 602

Alto, TX 75925

409-858-3159

For Sale: Bred cows. Yearlings &
2-year-old bulls.

Henry Martinez

Box 499

McLean, TX 79057

806-779-2395

For Sale: Top quality pairs and cows

Roberto S. Margo

MARGO BEEFMASTERS

601 West 6th

Rio Grande City, TX 78582

210-487-3623

WELCOME NEW MEMBERS

JO-LYNN BEEFMASTERS

Chuck or Vickie Viney
15251 Goose Creek Rd.
Prairie Grove AR 72753
501-846-4589
Reinstatement

DAVIS 202 BEEFMASTERS

William D. Davis
4755 N. Kenansville Rd.
St. Cloud FL 34773
407-892-5010
Rendition: 4
Origin: William Broussard

RAMSEY BEEFMASTERS

Greg Ramsey
Box 354
Quitaque TX 79255
806-455-1331
Rendition: 28
Reinstatement

ROCKY CREEK BEEFMASTERS

Allan L. & Evelyn Lanik
Rt. 1, Box 94B
Yorktown TX 78164
512-564-2963
Rendition: 128
Reinstatement

TURNER ENTERPRISES

BEEFMASTERS

Earl G. Turner
P.O. Box 461
Enterprise UT 84725
702-877-0700
Rendition: 25
Origin: Gayle Evans

? INQUIRIES ?

ARKANSAS
 ABC Johnny E. Huie
 P.O. Box 121
 Choctaw AR 72028

CALIFORNIA
 MM Pat Parker
 33377 Antelope Ln.
 Squaw Valley CA 93675
 CC Joe Herman
 Fitzhugh Creek Ranch
 P.O. Box 660
 Alturas CA 90101

FLORIDA
 MM Carlos Blandon
 8470 SW 265 Circle Ct.
 #804
 Miami FL 33193
 DJ Richard Birt
 3250 N. Townsen
 Avon Park FL 33825

GEORGIA
 PF Dr. Norris L. Hogans
 3015 Trasher Circle
 Decatur GA 30032

AA - Agricultura De Las Americas
 AC - Alabama Cattleman
 ACB - Arkansas Cattle Business
 BF - Beef
 CG - Colorado Cattle Guard
 CM - Mexican Cattleman
 CM - The Cattleman
 CSC - Cascade Cattlemen
 DJ - Drivers Journal

ILLINOIS
 ACB David R. Sweatt
 135 Canterbury Ct.
 East Peoria IL 61611

KANSAS
 Tele Dana Harding
 Ag Resources
 4210 Wam-Teau Dr.
 Wamego KS 66547

MISSOURI
 MM Rudy Hostetler
 Rt. 1, Box 184
 Nelson MO 65347
 MR Bret C. Williams
 2808 S. Grand Ave.
 Swdalia MO 65301
 Tele Rowland Mays
 110 So. Lawn
 Kansas City MO 64123

NEBRASKA
 DJ Courtney Ambrosek
 HC 67 Box 31B
 Haigler NE 69030

ED - Education
 FC - Florida Cattleman
 KS - Kansas Cattleman
 LC - Louisiana Cattleman
 LMD - Livestock Market Digest
 LN - Livestock News
 MBC - Missouri Beef Cattle
 MI - Missouri Cattle Business
 MM - Mail & Miscellaneous

NEW MEXICO
 MM Jerry Pardue
 P.O. Box 777
 Carlsbad NM 88221
 MM Champion Land & Cattle
 902 W. Richey
 Artesia NM 88210
 MM Mike Weldon
 4415 Tidwell Rd.
 Garlsbad NM 88220

NEW YORK
 MM Nancy W. Hayen
 RD1, Box 73
 Mt. Vision NY 13810
 MM Timothy H. Gardner
 3072 Lyon Road
 Marion NY 14505
 MM Chris Lamica
 Cold Springs Road
 North Bangor NY 12966

TEXAS
 MM Paul Mount
 P.O. Box 1344
 Gilmrt TX 75644

MR - Missouri Ruralists
 NMS - New Mexico Stockman
 NCA - Nat'l Cattlemen Assn.
 OC - Oklahoma Cattleman
 PF - Progressive Farmer
 RM - Ranch Magazine
 RS - Record Stockman
 SGF - Stockman Grass Farmer
 SBP - Southern Beef Producers

Tele Dan Chambers
 2000 So. Jennings N
 Fort Worth TX 76110
 CM Charles Garcia
 Rt. 3, Box 7830 Elm Crk
 Sequin TX 78155

CANADA
 SGF McTree Cattle Co.
 George K. McIntusl
 14051 Groves R
 RR2 Ingleside
 Ontario Canada KOCiMO

MEXICO
 CM Jaime Garcia
 Plesa Del Bosque 3822
 Chihuahua, Mexico
 BF Edward Jemuel Sanchez
 Calle 42 #205 BX43Y45
 Valladolid
 Yucatan, Mexico
 C.P. 97780

TCB - Tennessee Cattleman
 Tele - Telephone
 TFS - Texas Farmer Stock
 WFS - Western Farmer Stockman
 WLJ - Western Livestock Journal
 WSF - Wyoming Stockman Farmer
 YB - Yearbook

MAGNETIC DOOR SIGNS PERSONALIZED

If you would like to order a magnetic sign for your vehicle 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 _____ sets of FBA Magnetic Door Signs at \$42.50 each, plus \$5.00 for shipping and handling. Personalization to read as follows (please print or type):

Prefix: _____

Telephone: _____

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

(Local Prefix Name Inserted Here)

BEEFMASTERS

the profit breed



**FOUNDATION
BEEFMASTER
ASSOCIATION**

(Telephone Number
Inserted Here)

Name _____

Address _____

Check enclosed for \$ _____



SATELLITE NEWS

PRESS RELEASE

FBA Breeder-member,

The Heart of America Beefmaster Breeders held their annual membership meeting and dinner on April 7, which was followed by the annual production sale April 8 at the Hefner Sale Pavilion in Mt. Vernon, MO. Twenty-eight consignors offered 80 lots that totaled \$85,425.

Breeders offered 24 lots of bred females and pairs that averaged \$1,180. The high-selling animal of the sale was a Larry Buster consigned bred heifer that sold for \$1,525 to Ran-Can Beefmasters, Randy and Candy Odglen of Fayetteville, AR. Second highest breeding-age female lot, also consigned by Larry Buster, sold for \$1,475 to Hennegin Beefmaster of Maryville, MO. Third highest female in this group was consigned by Eric Gerdes Beefmasters and sold to Roland Mayes of Kansas City, MO for \$1,350.

In the Futurity Heifer category, the first-placed heifer, consigned by White-O-Morn Beefmasters, Jan, Brenda and Ron Stringham, sold for \$1,400 to Glen Kersey of Claremore, OK. Hackett Beefmasters of Buffalo, MO paid \$1,125 for the second-placed futurity heifer, which was consigned by Raymond Ziler. Teel Beefmasters of Collinsville, OK consigned the third-placed heifer, which sold to Anvil Beefmasters of Sparks, OK for \$1,000. The 13 futurity heifers averaged \$1,033.

Eleven breeding age bulls averaged \$1,265. Two bulls commanded \$1,500 each, a Buster bull that sold to the Windsor Ranch of Savannah, MO and a Morgan-Gibbons bull bought by Larry Warren of Corydon, IN. Rick Dodson of Cassville, MO bought the next high selling bull, a consignment from Clements Beefmasters of Jasper, MO which sold for \$1,375.

In the Futurity Bull offerings, the first-placed bull, consigned by Mike and Patsy Ziler, sold to Britt Beefmasters of Okolona, AR for \$1,375. Richard Squibb of Marionville, MO bought the second-placed bull, consigned by Charles and Edna Rainwater, sold for \$1,075 to Gary Rainwater of Buffalo, MO.

In the open heifer and yearling bull groups, a Morgan Beefmasters heifer topped her group by bringing \$1,250. A yearling bull consigned by Meyer Farms Beefmasters topped his group also at \$1,250 and sold to Couch of Loman, MO.

Volume buyers were Dr. Larry Warren of Corydon, IN, and Reeves Beefmasters of Berryville, AR.

CTBB HOLDS ANNUAL MEETING IN FREDERICKSBURG

CTBB held their annual membership meeting March 4 at Fredericksburg, Texas, with approximately 54 in attendance. On Friday evening, we gathered in President Ron Ranly's suite for some socializing, followed by dinner at a nearby restaurant.

The business meeting Saturday morning saw dates set for CTBB annual events: the field day/seminar will be held June 3 at the Clifton Marek Ranch, site of the Beef "ON" Forage test program. The ranch tour will be hosted by Don Fields and Troy Wimberly July 8 at the Salt Creek Ranch, Robert Lee, Texas.

Two new directors were elected, John Swearingen and Terry Frenzel. Officers for 1995 will be Don Fields, President; John Swearingen, Vice President, and Bob Boswell, Secretary/Treasurer. CTBB ended the year with 85 members.

Our featured speaker was Dale Lasater, whose talk was highlighted by comments regarding a possible merger of FBA and BBU. This led to a vigorous and predominately favorable discussion.

After the general membership meeting, the Directors met for further discussion of satellite business. The meeting was termed a success by all, including those who took advantage of Fredericksburg's plentiful shops and the brew-pub!

Don Fields
President

CORRAL OF EVENTS

- June 3, 1995** CTBB Forage Test and Field Day at Marek Ranch.
Contact Gary Frenzel 817-983-2910 for details
- July 8, 1995** CTBB Ranch Tour, Salt Creek Ranch, Robert Lee, TX
Contact Don Fields or Troy Wimberley 915-453-2638
- Oct. 7, 1995** San Angelo Beefmaster Fiesta
300 Performance-tested bulls
Contact Laurie or Lorenzo Lasater 915-949-3763
- Oct. 7, 1995** HOA field day will be held at El Dorado KS
Butler County Community Center
Contact Charles Parnell 316-745-3757 for details
- Oct. 21, 1995** CTBB Bull Sale at Brenham, TX. 110 "On Forage" Bulls offered.
Contact Gary Frenzel 817-983-2910.
- Nov. 2, 3, & 4, 1995** FBA Convention in Sacramento, CA at the Red Lion Hotel.

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