LASATER

"The Pedigree is in the Name"

BEEFMASTERS

FOUNDATION HERD OF THE BEEFMASTER BREED

Dale Lasater or Andy Duffy Phone: 719.541.BULL

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The 6 Essentials

DISPOSITION
FERTILITY
WEIGHT
CONFORMATION
HARDINESS
MILK PRODUCTION

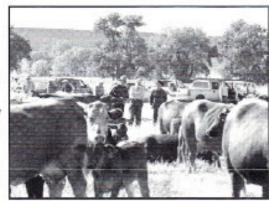
Fall 2004 NEWSLETTER

We select cattle to work for us, so we know they will work for you.

Lasater Beefmaster 55th Annual Production Sale Report

98 Bulls Averaged \$3,111

The Lasater Beefmaster 55th annual field day and production sale was held on September 14th and 15th at the Lasater Ranch in Matheson, Colorado. An enthusiastic crowd of Beefmaster breeders and commercial cattlemen were in attendance, with the majority of those being long-time customers and repeat buyers. Fifty-four buyers from sixteen states and Mexico purchased bulls and females. The high selling bull was Lot 6, Lasater Beefmaster 2015, a heavily muscled son of Lasater



Beefmaster 0652. He went to Salt Creek Beefmasters, Texas; Mark Blau, Texas; and Kent Mindeman, Oklahoma.

A special thanks to the buyers at our annual production sale:

Rancho La Inmaculada, Mexico; Edward Elbrock, NM; Jack Johnson, FL;
Fernando Elizondo, Mexico; Violeta Ranch, TX; Glen Heffernan, TX, Don Marrs, MO;
Gaston Gerald, LA; Ricky Aycock, TN; Joe Bitter, TX; Freddie Browne, OK;
James Garner, TX; Tom Gluch, OR; John McGrew, ID; Tom and Kirk Webb, ID;
Bill Bishop, MO; Ty Agee, TN; Doyle Altaffer, OK; David Ambrose, OK;
Bent Tree Farms, AL; Mark Blau, TX, Nick Brown, NM; Larry Buster, OK;
Bill Campbell, CO; Dick Davis, OK; Jerry Davis, OK; Homer Dill, MO;
Michael Duncan, TX; Gayle Evans, UT; Charles Fite, AR; Ron Freeman, IL;
Frenzel Bros., TX; Ed Ingo, CO; Tony Keilholz, MO; Ernest Kropf, MO;
Larry Lairmore, AR; Charles Le Doux, LA; Sef Lente, NM; Jorge Lopez, TX;
Steve McFaull, TX; Kent Mindemann, OK; Harvey Mueller, TX; Butch Mullet, FL;
David and Paul Myers, KS; Jerry Orr, TX; Bradley Ragland, AR; Ron Ranly, TX;
Rasmus Reisch, CO; Bill Ross, AR; Rick Sacket, TX; Ron Sanko, KS; Salt Creek
Beefmasters, TX; Paul Uehlin, KS; Karl Wininger, KY; and Hans Wittenburg, TX.

TREAT FOR FLIES AND LICE

The Lasater Ranch discontinued the use of all insecticides in the late 1960s. We do not administer treatment of any kind for flies, lice, grubs or worms. Prior to that, we had well-oiled back-rubbers at every watering point and in the summer we gathered the entire herd once or twice to spray them.

More than three decades later, we have less incidence of both flies and lice than in the days when we diligently treated them with the best products available. In the summer, many visitors, having observed our cattle, want to know the details of our fly-control program, and are surprised to learn it is non-existent. In the winter we used to have many cows that would be rubbed raw over much of their forequarter. Now it is only an occasional individual that is affected to that extent by lice.

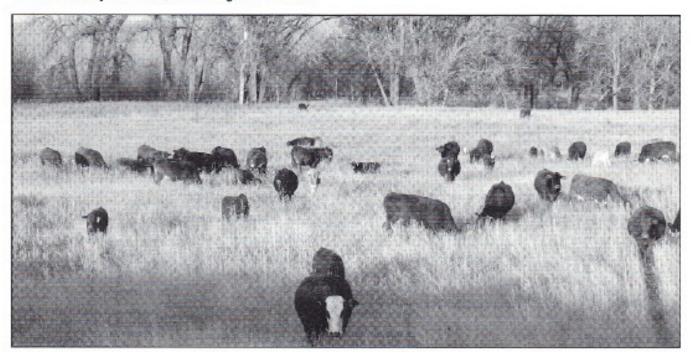
By not treating the cattle, we are favoring those individuals with greater natural resistance to insects, and putting pressure on those with less resistance. Any animal whose ability to perform is affected by insects will be more likely to fall out of the program. Over time natural selection has quite obviously increased the herd's overall resistance. By contrast, with drugs as well as

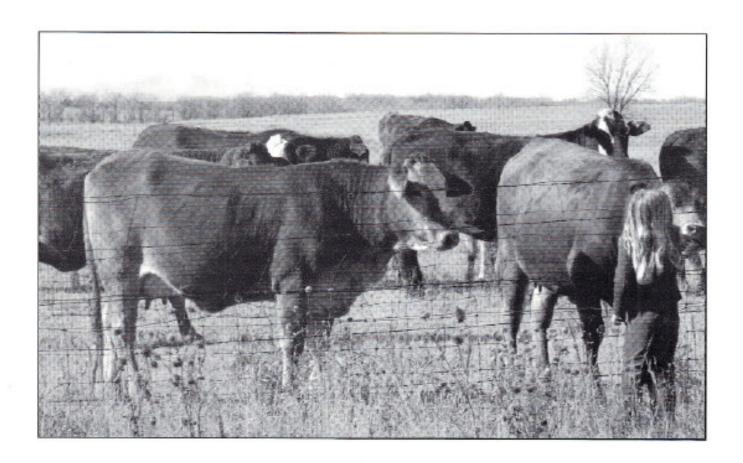
OR NATURAL SELECTION?

with insecticides, the tendency is always to treat to the weakest link, thereby keeping in the gene pool the less desirable individuals. Of course, over time, that has a cumulative, negative effect.

Dr. Gene Leverett, our veterinarian for more than 40 years, was startled a few years ago as he was calfhood vaccinating our heifer calves (approximately six months old) when he noticed how few had hair loss from rubbing. He remembered clearly when a much larger number in the past would have exhibited substantial hair loss as they came through the chute in February.

Does a no-insecticide program work only on the shortgrass prairie of Colorado? (Visitors often remark regarding one or more of our practices: "Well, that works here, but back home...."). No. In recent years we have maintained a cow herd in South Texas (between Corpus Christi and Laredo) and in central Texas (2 hours west of Dallas/Fort Worth). Those cattle have been managed identically with our Colorado herd. The cattle exhibit, through conception rates, weaning weights and general condition, no reason why we should change our practice of not using any product to treat for flies, lice, grubs or worms.





THE LASATER BEEFMASTER 2005 COW CONTRACT

We are again offering females from the Foundation Herd through cow contracts. The Lasater Beefmaster Cow Contract is a simple, straightforward method of selling females that Tom Lasater instituted in the 1950s. The plan allowed all of those people interested to have the same opportunity to purchase Foundation Herd genetics at set prices. The Lasater Beefmaster Cow Contract works as follows.

In November, we send Cow Contracts to all interested parties. This contract details the pricing structure and the approximate age groups that will be available. The females will be sold in groups of three. A person can contract to purchase one group of three or as many groups as he wishes to purchase, or he can separate the contracts with one or more groups on each contract.

A drawing will be held to establish the priority of

selection for those sending in contracts on the females. All contracts must be postmarked on or before December 15, 2004. Thereafter all cows will be sold on a first come first served basis.

The contracted females will be bred from May 15 through July 1, 2005 to our top herd bulls. The females will be pregnancy checked prior to delivery and will be guaranteed safe with calf. If a buyer wishes to recheck the pregnancy status of the females, we request that this be done within 30 days of the date of delivery.

The cows will be delivered at Matheson, Colorado in September 2005, during our annual field day and bull sale. At that time, those who contracted females will have the opportunity to choose the females they wish to fill their contract based on their ranking in the drawing. If you are interested in receiving a cow contract, please contact us.

Lasater Beefmasters P.O. Box 38 Matheson, CO 80830

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We select cattle to work for us, so we know they will work for you.

Lasater Beefmaster 9516



Unretouched Range Photography by Watt M. Casey, Jr.

Sire: Lasater 5096 Dam: Lasater 1276

WWT 763 YWT 1030 Mature Wt 2243

Lasater Beefmaster 9516 has the sculpted muscle pattern of a fine-tuned athelete, which is exactly what he is. Throughout the years, he has been a prolific breeder and his progeny carry his performance and heavy muscling. As determined from DNA, he was the second most prolific breeder for the 2002 breeding season, leaving 10 bulls with the remarkable weaning weight ratio average of 108. Those bulls will be offered in next year's sale. Lasater Beefmaster 9516 was one of three retired herd sires that sold this year at our annual sale. He sold to Frenzel Bros. Beefmasters, Texas.