

December 1, 2011

Dear Three Trees Customer:

Everyone at Three Trees Ranch has appreciated the opportunity to provide beef genetics to some of the top cattlemen in the beef industry over the course of the past decade and a half. We would like to be your source of superior beef genetics for the greatest times in the history of the beef industry that we are currently enjoying and that we believe are going to continue into the foreseeable future.

You may have heard about the financial challenges that have faced our parent company, Thomas Enterprises. While the national economy has not yet recovered to the point that land development can continue as it once was, Stan Thomas and his family have weathered the economic storm and still own all of their ranch land and continue to have a strong faith, an optimism for the future and an interest in improving the land and producing outstanding beef cattle.

In spite of what you may have heard, Three Trees Ranch is still in business and plans to be for a long time!

In response to the challenges we have faced, Three Trees Ranch has reduced our overall cattle numbers and sold and harvested a large number of young cattle produced in our program over the course of the past three years. This process has made us more confident than ever before that the genetics we are producing at Three Trees Ranch are right for the industry and right for the times!

Over the course of the past three years, we have collected carcass data from 1,877 head of purebred Angus cattle. We are thrilled that 33% of those cattle were graded USDA Prime and 88% of those cattle had the levels of marbling to be graded Certified Angus Beef or USDA Prime. Although we have only collected harvest data from 25 head of our purebred Brangus and Angus+ that are the result of breeding Brangus to Angus, we are excited that 11 of those qualified for Certified Angus Beef and five more were graded USDA Prime.

Three Trees Ranch currently has Angus, Black AnChar, Black Charolais and Brangus bulls for sale at the Three Trees Millarden location. Our neighbor Bob Conley is currently grazing stocker cattle on the Three Trees Bluegrass location at Georgetown, Kentucky, but we are ready and able to serve the needs of our Illinois, Indiana, Kentucky, Ohio, Tennessee and West Virginia customers from our headquarters here in Georgia.

Some things have stayed the same –

Quality Angus, AnChar, Brangus and Charolais bulls in volume bred and selected for superior carcass genetics!

Some things have changed –

Bulls developed on grass for increased soundness and longevity – bulls are lean, hard and ready to work with reduced potential soundness problems for our valued customers

Angus bulls are evaluated with cutting edge Pfizer HD50K DNA technology rather than fed like market animals to be evaluated by ultrasound – raised on grass to work on grass!

Brangus bulls that have been bred and developed to sire calves that will qualify for the Certified Angus Beef brand – their purebred brothers have already done it!

Largest selection in the Southeastern United States of black-hided purebred Charolais and hybrid Black AnChar bulls – get the premium of a black hide and the hybrid vigor from Charolais lean growth genetics

Free delivery of three or more bulls to one location - \$100 per head delivery on others or a \$100 per head discount for bulls picked up at Three Trees Millarden

Four breeding season bull guarantee for failure of a bull's disposition, structure or reproductive tract – this is not a "no fault" or accidental death guarantee, it is a failure to perform warranty

Option 1 – return the bull to Three Trees Ranch and get 25% credit of the original purchase price towards the purchase of a replacement bull for each breeding season less than four that he was unable to do his job

Option 2 – salvage the bull and provide a copy of the check to Three Trees and get 25% credit of the difference between his original purchase price and salvage value towards the purchase of a replacement bull for each breeding season less than four that he was unable to do his job

If you would like assistance with bull selections, please feel free to call any of these team members:

Dick Beck (770) 846-0046
Rob Singleton (770) 862-0983
Clay Chapman (706) 594-3813
Ryan Johnson (770) 550-7548
Craig Smith (770) 550-7546
John Painter (770) 550-8031

Sincerely,

A handwritten signature in blue ink that reads "Dick Beck". The signature is written in a cursive, slightly slanted style.

Dick Beck
General Manager

P.O. Box 579, Sharpsburg, GA 30277 – Telephone: (770) 599-3466