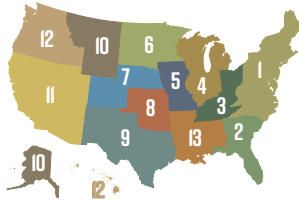
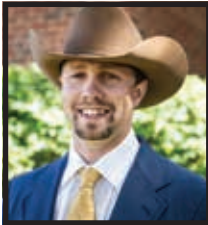


# REGIONAL MANAGERS



Regional managers serve as field staff for the American Angus Association, providing a point person for members to contact for help with marketing Angus cattle or utilizing programs and services of the Association and its entities.

**REGION 1**



**REESE TUCKWILLER**  
680 McDaniel Dr.  
Christianburg, VA 24073  
308-360-3048  
rtuckwiler@angus.org  
DE, MD, New England, NJ, NY,  
NC, PA, VA, WV

**REGION 2**



**DAVID GAZDA**  
*Director of Field Services*  
1985 Morton Rd.  
Athens, GA 30605  
706-227-9098 (home)  
706-296-7846 (cell)  
dgazda@angus.org  
FL, GA, SC

**REGION 3**



**ALEX TOLBERT**  
2231 Warwick Rd.  
Harrodsburg, KY 40330  
706-338-8733  
atolbert@angus.org  
KY, OH, TN

**REGION 4**



**CASEY JENTZ**  
8775 Offerdahl Rd.  
Verona, WI 53593  
608-234-1998  
cjentz@angus.org  
IL, IN, MI, WI

**REGION 5**



**ADAM CONOVER**  
634 SW 1201 Rd.  
Holden, MO 64040  
816-676-8560  
aconover@angus.org  
IA, MO

**REGION 6**



**ROD GEPPERT**  
20174 N. Hwy. 1806  
Fort Pierre, SD 57532  
605-295-3673  
rgeppert@angus.org  
MN, ND, SD

**REGION 7**



**LEVI LANDERS**  
1017 40 Rd.  
Minden, NE 68959  
308-730-1396  
llanders@angus.org  
CO, NE

**REGION 8**



**JEFF MAFI**  
12512 W. 68th  
Coyle, OK 73027  
816-344-4266  
jmafi@angus.org  
KS, OK

**REGION 9**



**RADALE TINER**  
3707 Marielene  
College Station, TX 77845  
979-492-2663  
rtiner@angus.org  
NM, TX

**REGION 10**



**KURT KANGAS**  
PO Box 819  
Big Timber, MT 59011  
406-366-4190  
kkangas@angus.org  
AK, MT, WY

**REGION 11**



**DAVID GAZDA**  
*Director of Field Services*  
1985 Morton Rd.  
Athens, GA 30605  
706-227-9098 (home)  
706-296-7846 (cell)  
dgazda@angus.org  
AZ, CA, NV, UT

**REGION 12**



**JARED PATTERSON**  
28140 Hop Rd.  
Caldwell, ID 83607  
208-312-2386  
jpatterson@angus.org  
HI, ID, OR, WA

**REGION 13**



**WILLIAM HARSH**  
3350 CR-69  
Killen, AL 35645  
740-272-1386  
wharsh@angus.org  
AL, AR, LA, MS

Angus Media account executives work with RMs to meet your advertising needs.  
Call our advertising department at 816-383-5200 or email JMcGinness@angus.org.



# ANGUS JOURNAL<sup>®</sup>

Official publication of the American Angus Association<sup>®</sup>  
Circulation 12,000  
www.angusjournal.net

## Deadlines and Pricing

AJ ISSUE	EARLY COPY DISCOUNT	DEADLINE
January 2022	November 20	November 25
February 2022	December 20	December 25
<b>March 2022</b>	<b>January 20</b>	<b>January 25</b>
April 2022	February 20	February 25
May 2022	March 20	March 25
June 2022	April 20	April 25
July 2022	May 20	May 25
August 2022	June 20	June 25
September 2022	July 20	July 25
October 2022	August 20	August 25
November 2022	September 20	September 25
December 2022	October 20	October 25

Mail date is approximately the 1st of each month.

	1-5 Issues	6-11 Issues**	12 Issues**
Full Page	\$875	\$835	\$800
Flat 2/3	\$660	\$630	\$605
Vertical Half	\$600	\$575	\$550
Flat Half	\$500	\$485	\$470
Flat 1/3	\$360	\$340	\$325
Flat 1/4	\$315	\$305	\$295
1 inch	\$55	\$50	\$45

\*A 10% surcharge will be added to space rate if copy and/or photos are received in this office after closing date.

\*\*Pre-signed contract required for volume discount rates.

# ANGUS MEDIA<sup>SM</sup>

Call today to reserve your space. **816.383.5200**

Premium ad positions available.

The following terms and conditions govern all advertising insertions in the *Angus Journal*<sup>®</sup> that run without separate or additional contract terms.

Breeder Advertising Space Rates (Black & White)<sup>\*</sup> effective as of October 2005. Preferred Position Rates (Additional) Rates for covers and certain other preferred positions have been determined by auction. The 12-month position contracts have renewal options. If other specific position is requested and can be honored, add 20% to the page rate. Coop advertising must be pre-paid for 6 months at \$315 or 1 year at \$630 = \$52.50 per month.

Color Rates (Additional) One Additional Color \$100 4-Color \$300  
Canceling advertising space after the issue is paged will result in being charged for the reserved space. Bleed, Reverse, Photo Rates and Difficult Ads (Additional): Add \$60 per page to space rate when requesting color or black bleeds into ad margins. Add \$12.50 for each photo used in each ad except for complete camera-ready ad files furnished by advertiser. Photos used continuously in 12-time contract ads will be billed once. Difficult ads requiring substantial extra production work will be charged at standard shop rates. If you prefer no extra charges, request us to simplify the ad if necessary at our discretion.

Discounts - Net due on receipt of statement. Space rate discounted 5% on display ads if all copy and photos are received in this office or postmarked by the 20th of the second month preceding publication (i.e., August 20 for October issue). Copy or photo changes or additions after that date will disqualify discount. Space rate discounted 10% if complete and EPD-accurate print-ready files are received in this office by the 1st of the month prior to the publication month (i.e., Oct. 1 for Nov. issue). No agency commissions allowed on breeder rates.

Please contact your Regional Manager to establish a promotional budget for ring service. If you require two ringmen, the following guidelines are in place during a calendar year:

- Purchase a minimum of 12 full-page, four-color ads or have a 12-month contract for a full-page ad in the *Angus Journal*<sup>®</sup>; or
- Purchase six full-page, four-color ads in the *Angus Journal*<sup>®</sup> and ANGUS MEDIA<sup>SM</sup> special services produces member's sale book; or
- Purchase five full-page ads in the *Angus Beef Bulletin*<sup>®</sup> and ANGUS MEDIA<sup>SM</sup> special services produces member's sale book.

Terms - All advertising accounts are due and payable as invoiced. Interest charges of 1.5% per month (18% annual interest rate) will be assessed to accounts 30 days past due.

Delinquent Advertiser's Account - Advertisers (which include major-contract advertisers and also individual co-op advertising participants) knowingly and expressly agree and consent that, whenever the *Angus Journal*<sup>®</sup>'s accounts receivable for an advertiser have not been paid as of 60 days from the date invoiced, the applications to the American Angus Association<sup>®</sup> from said advertiser or any immediate member of said advertiser's family or any business affiliated with said advertiser for cattle registrations or transfers or A.I. certificates and all other American Angus Association<sup>®</sup> services and eligibility for receipt of any show premiums contributed by the American Angus Association<sup>®</sup> may be temporarily suspended as a matter of regular and ordinary business practice by the American Angus Association<sup>®</sup> without further notice until payment in full on the delinquent account receivable is received by the *Angus Journal*<sup>®</sup>; any said advertiser further knowingly and expressly waives any claim whatsoever against the *Angus Journal*<sup>®</sup> (also *Angus Productions, Inc.* or ANGUS MEDIA<sup>SM</sup>) or the American Angus Association<sup>®</sup> or any of their employees, agents, directors or officers relating to said delinquent account receivable and said temporary administrative suspension of application processing or American Angus Association<sup>®</sup> services or eligibility for receipt of any show premiums contributed by the Association; any said advertiser further knowingly and expressly agrees to protect, hold harmless and indemnify the *Angus Journal*<sup>®</sup> (also *Angus Productions, Inc.* or ANGUS MEDIA<sup>SM</sup>) and the American Angus Association<sup>®</sup> and any of their employees, agents, directors or officers from and against any and all claims, actions, costs, losses and expenses (including reasonable attorney's fees) or other liabilities of any nature arising from or in connection with said temporary administrative suspension, due to advertiser's delinquent account, of application processing or Association services or eligibility for receipt of any show premiums contributed by the American Angus Association<sup>®</sup>.

Closing Dates<sup>\*</sup> - All advertising copy (including photos) must be in this office by the 25th of the second month preceding publication (i.e., July 25 for September issue) or first working day thereafter. Although we devote the utmost care to the preparation of each advertising insertion, we cannot be responsible for errors made when copy is received after the deadline or by phone.

Layouts & Proofs - Requests for advertising layouts must be in this office by the 15th of the second month preceding publication (i.e., July 15 for September issue). Requests for proofs must be received or postmarked by the 20th of the second month preceding publication. Requests after these dates will be filled only so long as the production schedule permits.

Copy Changes - Alterations in advertising copy, if requested after closing date, will be made only if time permits and will incur the 10% surcharge on total advertising space, plus appropriate charges for time and materials involved in the copy change.

Advertising Content and Waiver of Liability - The *Angus Journal*<sup>®</sup> reserves the right to refuse any advertising or copy at its sole discretion. The *Angus Journal*<sup>®</sup> assumes no responsibility for the accuracy of the advertising or copy content as submitted. Advertisers assume all responsibility for the accuracy and truthfulness of submitted advertising or copy, including advertising or copy containing pedigrees and statements regarding performance or animal traits. Advertisers shall indemnify and hold harmless the *Angus Journal*<sup>®</sup> for any claims concerning advertising or copy content as submitted. CONSENT, DISCLAIMER, WAIVER AND RELEASE: For advertising or copy that includes EPD statistics, the *Angus Journal*<sup>®</sup> will publish, and may revise, the advertising to show the most current applicable EPD statistics that exist in the American Angus Association<sup>®</sup> records, and any advertiser submitting such advertising or copy EXPRESSLY CONSENTS that such revision and publication may be made. The *Angus Journal*<sup>®</sup> EXPRESSLY DISCLAIMS liability to any person for any errors or omissions in the publication of said EPD statistics in said advertising, except as specifically provided below. Further all advertisers EXPRESSLY WAIVE all claims against, and EXPRESSLY RELEASE from all liability, the *Angus Journal*<sup>®</sup> and the American Angus Association<sup>®</sup> for any errors or omissions in the publication of said EPD statistics in said advertising, except as specifically provided below. For advertiser-submitted advertising or copy published by the *Angus Journal*<sup>®</sup>, the *Angus Journal*<sup>®</sup> EXPRESSLY DISCLAIMS and all advertisers hereby waive, all liability for all damages claimed or incurred (including actual, consequential, special, punitive or incidental damages) by any person in reliance on said advertiser-submitted advertising or copy, it being agreed that customers of such advertisers must seek recovery directly from such advertisers. In addition, the *Angus Journal*<sup>®</sup> and the American Angus Association<sup>®</sup> MAKE NO REPRESENTATIONS, WARRANTIES (INCLUDING ANY IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE OR NON-INFRINGEMENT) OR ENDORSEMENTS OF ANY GOODS OR SERVICES ADVERTISED HEREIN.

LIMITATION OF LIABILITY FOR ERROR: Advertisers expressly waive, and the *Angus Journal*<sup>®</sup> expressly disclaims, any liability for any error in any advertisement published hereunder, except that if a proof of such advertisement is requested in writing by Advertiser and returned to *Angus Journal*<sup>®</sup> with the error or correction plainly noted in writing thereon, by the first of the month prior to publication date, and any error so noted is not corrected by *Angus Journal*<sup>®</sup>, then *Angus Journal*<sup>®</sup>'s liability will not exceed the proportion of the entire cost of such advertisement as the space occupied by the noted error bears to the whole space occupied by the advertisement.

Cancellations - Charges dependent upon stage of production will be invoiced to advertisers who cancel previously submitted advertising.

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NOTICE TO ADVERTISERS: Effective with the March 2001 issue. Advertising for sales scheduled in the month of publication accepted at the advertiser's risk. *Angus Journal*<sup>®</sup> assumes no financial responsibility for distribution.