

Association Highlights

- **Angus Foundation Heifer Package raises \$101,000**
- **Spring Sire Evaluation Report mailed to 90,000 producers**
- **New mailing labels give sellers credit**

Save your Breeder's Reference Guide

A revised edition of the American Angus Association *Breeder's Reference Guide (BRG)* is included in this issue. Be sure to remove it and to keep it for future reference. The *BRG* includes the Association rules and bylaws and is an information source for just about any question you may have regarding Association procedures. We hope you like the new format and find it easier to use. Contact the Member Services or Communications and Public Relations departments for additional copies.

Angus Foundation Heifer Package raises \$101,000

A new record was set for the selling price of the Angus Foundation Heifer Package at

the National Western Bull Sale on Jan. 11 in Denver, Colo. Falcon Seaboard Ranches Inc., Fredericksburg, Texas, made the final bid of \$101,000 for the package, which featured a pick of the 2000 heifer calf crop from Sitz Angus Ranch, Dillon and Harrison, Mont. Falcon Seaboard is owned by David Dewhurst and managed by Duery Menzies.

In addition to the pick of the Sitz herd, the package included:

- 30 days of insurance provided by American Live Stock Insurance;
- Transportation by Lathrop Livestock Transportation;
- A flush and implantation of three embryos by Trans Ova Genetics;
- Ivomec® provided by Merial;
- Vira Shield® 5 provided by Grand Laboratories;
- A 30-day banner advertisement provided by the Angus Productions Inc. (API) Web Marketing Department; and
- A copy of the Angus Information Management Software (AIMS) provided by the Association.

Kahn Cattle Co., Rydal, Ga., was the contending bidder. All proceeds from the sale go to the Angus Foundation, which supports youth, education and research for the Angus breed.

For a complete report on the Angus Foundation Heifer Package and the 2001 National Western Bull Sale, see pages 324 and 314, respectively.

Report new association officers

All state, local and regional Angus associations need to submit their new officers to the Communications and Public Relations Department by April 15. This will ensure that correct listings are included in the *Angus Journal 2001 Resource Edition* published in the July issue and are updated on the Association Web site. Listings will include association name, current officers, addresses, phone numbers and Web site, if applicable. If you haven't received a form to update your association officer listing, contact Kris Cole at (816) 383-5100 or kcole@angus.org.

Commercial Relations offers marketing options

As you and your customers market cattle this spring, consider using the services available through the Commercial Relations Department.

The Angus Resource Clearinghouse Network (ARCNet) program is a listing service designed to help producers specifically track



their Angus cattle in the commercial industry. ARCNet can be found on the Association Web site at www.angus.org. It was developed to facilitate the exchange of information among various production segments of the industry.

Each listing can report breed identity, genetic composition, past performance, carcass history, management and vaccination practices, and marketing plans for feeder calves, stocker cattle or replacement females. Buyers also can access a list of Angus-influenced feeder-calf auctions, replacement-female auctions and video auctions on ARCNet.

The ARCNet program is provided free of charge to both buyers and sellers. To submit a listing, contact the Commercial Relations Department or enter the information online at www.angus.org.

A special feature of the ARCNet program is the Bull Listing Service (BLS), which allows producers to submit information about their registered Angus bulls for sale. A 90-day listing includes the bull's name, birth date, ranch information, EPDs, sire, maternal grandsire and sale information. The BLS database allows buyers to search for bulls by EPDs, sire group and location. There is a small cost for listing bulls, but the service is free to buyers. If you would like to list a bull, contact the Commercial Relations Department or submit your listing online at www.angus.org.

Angus BRS available

When your commercial bull customers stop by the farm or ranch this spring, be sure to tell them about the newest service available from the Commercial Relations Department — the Angus Beef Record Service (BRS).

Angus BRS provides a system for commercial cattle producers to keep performance records for their herds. Producers submit information about their cow herds, including breed composition, sire information, breeding information, calving and weaning data, and any additional performance



or carcass data collected. They receive interactive reports from Angus BRS throughout the herd's production cycle, including summary reports with key performance measures for making herd-management decisions.

Angus BRS offers your customers the same advantages you receive from the Angus Herd Improvement Records (AHIR) program and allows them to tie their herds to the more than 40 years of performance records in the Association database.

There is a small cost for enrolling in the program. For more information or to request Angus BRS brochures to share with your customers, contact the Commercial Relations Department at (816) 383-5100 or bbowman@angus.org.

New mailing labels give sellers credit

Every time you transfer a bull to a nonmember commercial owner, that customer receives more than just the registration papers in return. The buyer's name is included on the mailing lists for the *Angus Beef Bulletin* and the *spring Sire Evaluation Report*. These publications open communication lines between these producers and the Association, keep them up-to-date about new programs and services, and share important news regarding Angus genetics and performance programs.

For years, nonmember bull buyers have wondered how they were selected to receive these publications. Now a new mailing label, which includes a message that thanks them for their recent purchase on your behalf, will be used on each issue. The farm or ranch name listed on the label will be that of the member who has most recently applied for a transfer to that buyer.

This service gives you credit for transferring the papers and helps build a lasting relationship between the buyer and the Angus breed. So be sure to transfer the registration papers to the commercial producers who buy bulls from your farm or ranch this spring; they'll receive the aforementioned free services from the Association, and you'll get the credit.

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Profil Cattle Co. and the American Angus Association thank you for your most recent purchase of a registered Angus bull transferred to:

123456
Joe Smith
3201 Frederick Ave
St. Joseph, MO 64506

Nonmember bull buyers receiving the *Angus Beef Bulletin* will get a thank-you message from the transferor of their most recent Angus purchase.

3201 Frederick Ave., Saint Joseph, MO 64506-2997
Office hours: (M-F) 8 a.m. to 4:30 p.m. (Central time)
phone: (816) 383-5100 • fax: (816) 233-9703

home page: www.angus.org • e-mail: angus@angus.org

OFFICERS

President—Howard Hillman, 201 E. Deer Haven Place, Sioux Falls, SD 57105; e-mail: hillman@prairie.lakes.com

Executive Vice President—Richard L. "Dick" Spader, 3201 Frederick Ave., Saint Joseph, MO 64506-2997

Vice President—Leroy Baldwin, 3660 N.W. 56th St., Ocala, FL 34475

Treasurer—Steve Brooks, Rt. 1, Box 25, Bowman, ND 58623

Minnie Lou Bradley, RR 2, Box 152, Memphis, TX 79245; e-mail: bradley3ranch@txsys.net
Paul Hill, 11503 SR 554, Bidwell, OH 45614; e-mail: champion@zoomnet.net
Abbie Nelson, 12211 Pear Lane, Wilton, CA 95693; e-mail: 5starangus@compuserve.com
Dave Smith, 1601 N. CR 200E, Greensburg, IN 47240; e-mail: dsmith@stewartseeds.com

AMERICAN ANGUS AUXILIARY

President—Jane Ebert, 4531 Arnold Rd., Lexington, NC 27295; e-mail: eberlee@lexcominc.net

BOARD OF DIRECTORS

Terms Expiring 2001—

Steve Brooks, Rt. 1, Box 25, Bowman, ND 58623

John Curtin, 1942 E. 2400 N. Rd., Blue Mound, IL 62513

Ben Eggers, 3939 S. Clark, Mexico, MO 65265; e-mail: eggers@sockets.net

Jot Hartley, 106 E. Canadian Ave., PO Box 553, Vinita, OK 74301; e-mail: travis-jimmy@msn.com

Cecil McCurry, Box 398, Mount Hope, KS 67108; e-mail: sandyehill@aol.com

Terms Expiring 2002—

Leo Baker, RR 1, Box 39, Saint Onge, SD 57779; e-mail: msbaker@dtgnet.com

Jim Bradford, 1454 Hwy. 44, Guthrie Center, IA 50115

Joe Elliott, 1291 Stroudsville Rd., Adams, TN 37010

Brian McCulloh, S 7589 Tainter Rd., Viroqua, WI 54665; e-mail: woodhill@mwvt.net

Lowell Minert, Box 68, Hwy. 91, Dunning, NE 68833

Terms Expiring 2003—

Keith Arntzen, 41 Arntzen Lane, Hilger, MT 59451

AMERICAN ANGUS ASSOCIATION—ADMINISTRATIVE STAFF

Activities—Bryce Schumann, director
Administrative Secretary—Pat Musil
Angus Information Management

Software—Scott Johnson, director

Commercial Relations—Bill Bowman, director; Matt Perrier, assistant director

Communications and Public Relations—Susan Rhode, director; Shelia Stannard, assistant director

Information Systems—Lou Ann Adams, director

Finance and Accounting—Richard Wilson, director

Junior Activities—James Fisher, director
Member Services and Office

Management—Donald R. Painter, director; Donna Holmes, assistant

Performance Programs—John R. Crouch, director; Bill Bowman, assistant director

REGIONAL MANAGERS—Refer to page 414.

CERTIFIED ANGUS BEEF LLC

President—Jim Riemann, 206 Riffel Rd., Wooster, OH 44691-8588; (330) 345-2333. For a CAB staff listing, refer to page 100.

CURRENT FEES

Following are the correct fees for various American Angus Association services. The major cause of work being delayed is many members do not send the correct amount of money with their work.

REGISTRATIONS

Applications for animals from birth to 4 months of age	\$7
Applications for animals from 4 to 10 months of age	\$9
Applications for animals 10 to 12 months of age	\$14
Applications for animals over 12 months of age	\$27

TRANSFERS

Applications received within 30 days from sale date	\$5
Applications received 30 to 60 days from sale date	\$7
Applications received after 60 days from sale date	\$12

MISCELLANEOUS

AHIR fee per weaning weight	\$3
AI Service Certificate	\$10
Regular Membership (subject to \$40 annual renewal dues)	\$50
Junior Membership (under 21 years of age)	\$20
Convert Junior to Regular Membership	\$45
Embryo Calves regular registration fee plus \$10 per calf	

Rules of the American Angus Association are included in the *Breeder's Reference Guide* (see page 400A of this issue). Additional copies are available free from the American Angus Association.

Last chance for World Angus Forum tour

If you're still interested in joining the U.S. delegation on the 2001 World Angus Forum Tour to Scotland, this is your last chance. There may be a few seats remaining. Contact Terry Steele at Anchors Away Cruises & Tours at 1-800-527-8666, Ext. 203, or e-mail terrys@anchorsawaycruises.com as soon as possible.

Delegate petitions arriving soon

Preparations are already being made for the 2001 Annual Meeting this November in Louisville, Ky. The first step of the democratic election process will take place this month with the mailing of petitions to every Association member. Members can use the petitions to nominate state delegates for the 2001 Annual Meeting.

Members may nominate any member in their state, including themselves. The candidate should be actively involved in the Angus business, willing to attend the Annual Meeting, and able to represent you and other Angus breeders.

Nominations must be returned to the

Association by June 30, at which time every qualified nominee will be included on a state ballot. State ballots will be mailed to the membership to vote for the final slate of state delegates.

When you receive the petition this month, don't set it aside — send it in right away. June 30 will be here sooner than you think.

Spring Sire Evaluation Report mailed to 90,000 producers

The spring *Sire Evaluation Report* is off the presses and has been distributed to nearly 90,000 cattle producers. This group includes all members who receive the *Angus Journal* and commercial producers on the *Angus Beef Bulletin* mailing list.

The report lists 2,623 bulls in the main report and 2,328 bulls in the young sire supplement. Of the listed sires, 65% have expected progeny differences (EPDs) for carcass traits.

In addition, the ultrasound body-composition database that was started in January 1998 now lists EPDs on 5,123 sires, 64,105 dams, 60,266 yearling bulls and 25,685 developing heifers.

The *Sire Evaluation Report* is a valuable tool when making spring breeding decisions for your herd. To request a copy of the report for commercial customers or for your personal use, call the Performance Programs Department at (816) 383-5100.

The report is also available in a searchable version online at www.angus.org. The report is printed each spring and fall after the Association completes a National Cattle Evaluation (NCE) and releases new EPDs for Angus sires.

Nebraska to host 2001 National Angus Conference

Mark your calendar for the 2001 National Angus Conference and Tour, set for Oct. 1-3 in North Platte, Neb. The Nebraska Angus Association will host the two-day tour, which will feature stops at purebred, commercial

and feeding operations. A one-day conference program, featuring speakers from all areas of the beef industry, will conclude the event.

Look for more information and a tentative schedule for the tour and conference program in upcoming issues of the *Angus Journal*. For more information, contact the Activities Department.

Association can help with junior transfers

If you know a junior member who has purchased a heifer to show and has not received the transfer papers, and if the ownership deadline for a specific show is fast approaching, help is available. Contact the Association at least two weeks prior to the show's ownership deadline. Every effort will be made to get the transfer processed in time. Remember, however, late transfers are *never* accepted, regardless of the reason.

Association offers tattoo brochure, supplies

For Angus breeders, tattooing newborn calves isn't just a process for herd identification; it's an Association requirement for registration eligibility. Members who are new to the Angus business, or maybe even new to the cattle business, are often challenged by their first attempt at tattooing a calf.

The Association has a brochure available to members titled *Tattooing — Steps to Permanent Identification* that gives step-by-step instructions on the tattooing process.

The brochure can help you set up a herd identification (ID) system and determine the equipment you need to tattoo a calf. It also gives suggestions on how to prepare the ear before tattooing.

The Association also offers tattooing equipment — including pliers, characters and ink — for sale to members at a minimal cost. To request a brochure or to order supplies, call or write the Communications and Public Relations Department or e-mail Imaudlin@angus.org.

