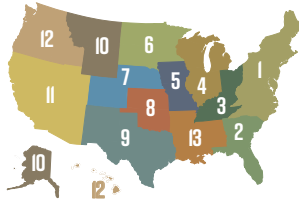


REGIONAL MANAGERS

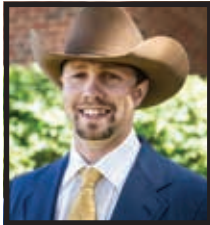


Regional managers serve as field staff for the American Angus Association, providing a point person for members to contact for help with marketing Angus cattle or utilizing programs and services of the Association and its entities.



LEVI LANDERS
Director of Field Services
 3201 Frederick Ave.
 Saint Joseph, MO 64506
 308-730-1396
 llanders@angus.org

REGION 1



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

REGION 2



DAVID GAZDA
 1985 Morton Rd.
 Athens, GA 30605
 706-296-7846
 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



WILLIAM HARSH
 PO Box 486
 Kearney, NE 68848
 740-272-1386
 wharsh@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
 PO Box 38
 Bells, TX 75414
 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



LANDON ANDREWS
 845 W. 400 N
 Payson, UT 84651
 801-592-7279
 landrews@angus.org
AZ, CA, NV, UT

REGION 12



QUANAH GARDINER
 PO Box 345
 Custer, WA 98240
 620-635-0294
 qgardiner@angus.org
HI, ID, OR, WA

REGION 13



SHAWN GRAY
 2066 Hwy. 131
 Eufaula, AL 36027
 352-425-9326
 sgray@angus.org
AL, AR, LA, MS

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



ANGUS JOURNAL

Official publication of the American Angus Association
Circulation 12,000
www.angusjournal.net

Breeder Rate Pricing

	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	\$600	\$575	\$550
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.



CALL TODAY TO RESERVE YOUR SPACE.
816.383.5200

Deadlines

AJ ISSUE	EARLY COPY DISCOUNT	DEADLINE
January 2024	November 25	December 1
February 2024	December 25	January 1
March 2024	January 25	February 1
April 2024	February 25	March 1
May 2024	March 25	April 1
June 2024	April 25	May 1
July 2024	May 25	June 1
August 2024	June 25	July 1
September 2024	July 25	August 1
October 2024	August 25	September 1
November 2024	September 25	October 1
December 2023	October 25	November 1

Mail date is approximately the 1st of each month.

The following terms and conditions govern all advertising insertions in the Angus Journal that run without separate or additional contract terms.

Breeder Advertising Space Rates (Black & White)* effective as of October 2005.
Preferred Position Rates (Additional) Rates for covers and certain other preferred positions have been determined. 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, 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 invoice. Space rate discounted 5% on display ads if all copy and photos are received in this office or postmarked by the 25th of the second month preceding publication (i.e., August 25 for October issue). - See schedule above). 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; or
• Purchase six full-page, four-color ads in the Angus Journal and ANGUS MEDIA™ special services produces member's sale book; or
• Purchase five full-page ads in the Angus Beef Bulletin and ANGUS MEDIA™ 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'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 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 services and eligibility for receipt of any show premiums contributed by the American Angus Association may be temporarily suspended as a matter of regular and ordinary business practice by the American Angus Association without further notice until payment in full on the delinquent account receivable is received by the Angus Journal; any said advertiser further knowingly and expressly waives any claim whatsoever against the Angus Journal (also Angus Productions, Inc. or ANGUS MEDIA™) or the American Angus Association 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 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 (also Angus Productions, Inc. or ANGUS MEDIA™) and the American Angus Association 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.
Closing Dates* • All advertising copy (including photos) must be in this office by the 1st of the month preceding publication (i.e., August 1 for September issue). Although we exercise utmost care for 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 25th of the second month preceding publication (i.e., July 25 for September issue). Requests for proofs must be received by the 25th 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 reserves the right to refuse any advertising or copy at its sole discretion. The Angus Journal 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 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 will publish, and may

revise, the advertising to show the most current applicable EPD statistics that exist in the American Angus Association records, and any advertiser submitting such advertising or copy EXPRESSLY CONSENTS that such revision and publication may be made. The Angus Journal 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 and the American Angus Association 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, the Angus Journal 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 and the American Angus Association 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 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 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, then Angus Journal'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. Editorial Content • All rights reserved by ANGUS MEDIA™. No part of this publication may be transmitted or reproduced in any form, electronic or mechanical, without permission in writing from the editor. Opinions expressed are those of the writer and not necessarily those of the Angus Journal. Photographs and manuscripts are welcome, but no responsibility is assumed for such material either while in transit or while in this office. Reprints • Advertising and editorial reprints available. Contact this office for prices.
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 assumes no financial responsibility for distribution.



130 Coming-two-year-old Angus Bulls



700 Bred Heifers

including 45 Single Lot Registered Bred Heifers
Commercial Offering: Angus, Hereford, and Baldie Heifers

HISTORICAL OFFERING: PICK-OF-THE-HERD FLUSH



S Blossom 7514 Reg No. 18770004
S Whittlock 179 x Connealy Courage 25L x
S Summit 956
~Dam of S Architect 9501, S Empower 1827
& Upcoming Lot 10: S Pancho Villa K420



S Blossom 374 Reg No. 17594773
S Summit 956 x Shipwheel Chinook x R&S Expedition 1404
~Great GrandDam of S Architect 9501.
~Dam to Upcoming Lot 2: S Confirm K56, S Genesis 0507,
S All Maternal 05113 & S Resurgence 8785



S Queen Essa 7895 Reg No. 18770047
Connealy Intrinsic x GDAR Game Day 449 x
Leachman Right Time
~Dam of S Chateau 1793 our 2022 sale topper.
Maternal sister to S Queen Essa 2226



S Queen Essa 248 Reg No. 17298584
S Summit 956 x Brooks Ext 792 x
S Eclipse 169
~Dam of S Powerpoint WS 5503,
S Pure Power 0593 & S Reverse 8622



S Queen Essa 2226 Reg No. 17298541
S Rainmaker 9216 x GDAR Game Day 449 x
Leachman Right Time
~Dam of S Diligent 5548 & S Summit 4535

DVAuction
Broadcasting Real-Time Auctions



S Selena 201 Reg No. 17298576
S Summit 956 x Shipwheel Chinook x
Hunts Calculator 2720
~Dam of S Thrive JAS 5515 &
Upcoming Lots 129,132,133... Selena 201's greatest
impact is her superior docility, mothering ability, &
maternal production felt through Thrive daughters



S Chloe 205 Reg No. 17298492
S Chisum 6175 x GDAR Game Day 449 x
Vermillon Payweight J847
~Dam of Upcoming Lot 107 She is a lifetime
top producer and 1 of the top 3 proven Chisum
daughters in our herd

Annual Production Sale **Wednesday, November 15, 2023** at the Ranch

www.SpicklerRanchNorth.com

Call/Text: Justin 701.650.8840 or Sara 701.650.9890 8377-7th Parkway NE Glenfield, ND ❖ jsspickler@gmail.com



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72 ELITE FEMALES
THAT AVERAGE 330 \$C

80 BULLS • 2-YEAR-OLDS

18-MONTH-OLDS • YEARLINGS

OCT 25TH • 6 PM • PEASTER TX

SPRINGFIELD LUCY 0035

+*19698667



CED	BW	WW	YW	MARB	\$B	\$C
+6	+2.0	+81	+144	+1.21	+218	+342

COX MAGNUM 1543

*20253934



CED	BW	WW	YW	MARB	\$B	\$C
+8	+3.3	+98	+181	+1.56	+260	+370

HR RITA 7857

+*19033949



CED	BW	WW	YW	MARB	\$B	\$C
+0	+4.9	+91	+164	+1.43	+232	+350

COX JET BLACK 2022

*20259258



CED	BW	WW	YW	MARB	\$B	\$C
+7	+2.3	+81	+145	+0.80	+181	+285



SALE MANAGER
Parker Friedrich
Marketing and Consulting
(254) 413-2420 mob
(254) 968-8162 fax/home
parkerfriedrich@earthlink.net

BILL MELSON, GENERAL MANAGER
Sweetwater Land & Cattle Company
11501 FM 920 • Poolville, TX 76487
817-594-8317