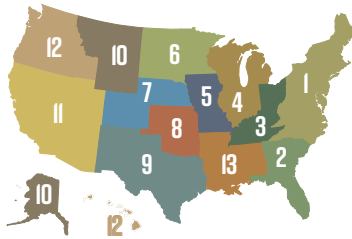


REGIONAL MANAGERS



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



CHRIS JEFFCOAT
111 Harney Rd.
Littlestown, PA 17340
717-476-1496
cjeffcoat@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
986 Curry Pike
Harrodsburg, KY 40330
706-338-8733
atolbert@angus.org
KY, OH, TN

REGION 4



CASEY JENTZ
1028 Purple Iris Trail, Apt. 208
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



DREW FELLER
PO Box 111, 809 18th St.
Wisner, NE 68791
402-841-4215
dfeller@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



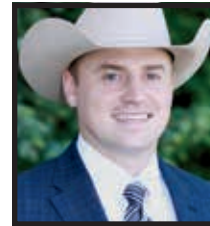
KURT KANGAS
PO Box 819
Big Timber, MT 59011
406-366-4190
kkangas@angus.org
AK, MT, WY

REGION 11



JAKE PICKERING
PO Box 348
Shandon, CA 93461
530-415-5484
jpickering@angus.org
AZ, CA, NV, UT

REGION 12



JAKE TROUTT
3425 W. Acarrera Ct.
Meridian, ID 83642
208-921-6774
jtroutt@angus.org
HI, ID, OR, WA

REGION 13



MARK SIMS
4934 Cove Valley Dr. SE
Owens Cross Roads, AL 35763
580-595-0901
msims@angus.org
AL, AR, LA, MS

Angus Media account executives work with regional managers to meet your advertising needs. Call 816-383-5200 and ask for the exec assigned to your region.

Doneta Brown: Regions 6, 10, 11, 12 and 13 | Karri Mildenerger: Regions 2, 4, 5 and 7 | Jodi Huff: Regions 1, 3, 8 and 9





Official publication of the
American Angus Association
Circulation 13,500
www.angusjournal.com

3201 Frederick Ave., St. Joseph, MO 64506-2997, (816) 383-5200, (800) 821-5478
Fax (816) 233-6575, e-mails: editorial@angusjournal.com or advertising@angusjournal.com

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.

	1-5 Issues	6-11 Issues**	12 Issues**
1 Page	\$875	\$835	\$800
2/3 Page	\$660	\$630	\$605
1/2 x 2	\$600	\$575	\$550
1/2 x 3	\$500	\$485	\$470
1/3 Page	\$360	\$340	\$325
1/4 Page	\$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.

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 @ \$315 or 1 year @ \$630 = \$52.50 per month.

Color Rates (Additional)

One Additional Color	\$100
4-Color	\$300

Bleed, Reverse, Photo Rates & 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 or negatives furnished by advertiser. Photos used continuously in 12-month 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., Aug. 20 for Oct. 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 API special services produces member's sale book; or
- Purchase five full-page ads in the Beef Bulletin, and API 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 Association services and eligibility for receipt of any show premiums contributed by the Association will be temporarily suspended as a matter of regular and ordinary business practice by the 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 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 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.) 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 Association.

Closing Dates • 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 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 Productions Inc. 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.

DEADLINE

NOVEMBER 25

December 25

January 25

February 25

March 25

April 25

May 25

June 25

July 25

August 25

September 25

October 25

EARLY COPY DISCOUNT

NOVEMBER 20

December 20

January 20

February 20

March 20

April 20

May 20

June 20

July 20

August 20

September 20

October 20

JANUARY 2019

February 2019

March 2019

April 2019

May 2019

June 2019

July 2019

August 2019

September 2019

October 2019

November 2019

December 2019

Mail date is approximately the 1st of each month.