

Association Highlights

- **Angus Heritage Foundation to induct seven in Louisville**
- **National Western entry deadline & airline discounts announced**
- **Send in AHIR records now to beat the deadline**

Angus business up again this year

The 1999 fiscal year, which ended Sept. 30, saw increases in nearly every area of business at the American Angus Association. The demands for Angus genetics and for *Certified Angus Beef*[™] product experienced growth, despite weak markets in several agricultural commodities.

Registrations of Angus cattle reached 260,907, an increase of 3.1% and a 19-year high for the Association. Of that total, 18,456 were calves produced by embryo transfer, marking a 22.4% increase in that category. Transfers for the year were steady at 151,390, a less-than-1% decrease from fiscal 1998.

Membership also continued to climb with business. Regular memberships issued in fiscal 1999 totaled 2,711, an increase of 1.8% from last year, while 1,704 junior memberships were issued, nearly a 10% increase from fiscal 1998.

As performance records become increasingly more important in the breeding and marketing of Angus genetics, members reported an all-time-high number of weight records to the Performance Programs Department, submitting 642,160 in all, which was a 6.6% increase from the previous year. The total breaks down to 258,866 birth weights, 251,549 weaning weights and 131,745 yearling weights.

Sales of *Certified Angus Beef* product topped the 492-million-pound mark, reconfirming the Program's position as the largest breed-specific branded-beef program in the world. That's a 19.7% increase in sales over fiscal year 1998. Retail licensees sold 278 million pounds (lb.), the largest portion of total sales for the Program, while foodservice licensees sold 140 million lb. International licensees contributed 68 million lb. to total sales.

In all, 9.5 million cattle were visually identified for the Program, a 6.7% increase from 1998. Of those cattle, 20.3% met *Certified Angus Beef* specifications, which is the first time this number has topped 20%.

Membership sales winners named

Tom Burke, Smithville, Mo., has once

again won the American Angus Association's membership sales contest. His efforts recruited 189 new members for the Association and won him a box of *Certified Angus Beef* steaks. Second-place honors in the contest go to the Lamoine Valley Angus Association (Ill.), which sold 19 memberships.

All other members who sold two or more memberships during the fiscal year were eligible for a drawing to win a free round-trip ticket to either the American Angus Association Annual Meeting or to the National Cattlemen's Beef Association (NCBA) annual convention. The winner of this year's drawing was Frances Shepperdson, Kiowa, Colo.

You could be next year's winner of that round-trip plane ticket. To participate in the contest, all a member needs to do is sign his or her name or member code in the margin of membership application blanks, then provide them to nonmembers who purchase cattle. The Association will keep track of your score. Application blanks are available from the Association office.

Angus Heritage Foundation inducts seven in Louisville

Again this year, individuals who have made significant contributions to the Angus breed will be inducted into the Angus Heritage Foundation at the Annual Meeting this month in Louisville, Ky.

The 1999 honorees include John Crouch, Saint Joseph, Mo.; Bill Graham, Albany, Ga.; Robert Neumeyer, Bonners Ferry, Idaho; and Eli and Bette Votaw, Wellfleet, Neb. Also being inducted posthumously are L.E. and E.B. Laffin, Crab Orchard, Neb.

Look for complete biographies of these inductees in the December *Angus Journal*.

National Western entry deadline & airline discounts

Exhibitors have until Nov. 15 to submit entries to the 1999 National Western Stock Show (NWSS). If you need a show catalog, contact the NWSS directly at (303) 297-1166.

If you haven't made your travel plans for

the National Western, now is the time to do so. The Association has secured a special discount agreement with United Airlines for the event. A 5% discount off the lowest applicable fare will be offered ONLY when you or your travel agent calls United's toll-free number (1-800-521-4041) and refers to meeting ID number 579UP.

Also note that an additional 5% discount will apply when you purchase your tickets at least 60 days in advance of the travel date. Discounts apply on United, Shuttle by United and United Express.

Denver Marriott City Center is NWSS headquarters

As always, the Angus headquarters for the NWSS will be the Denver Marriott City Center Hotel. A special Angus room rate of \$78 plus tax has been negotiated, which includes up to two people per room. Additional people per room are \$10 each.

Call the hotel directly at (303) 297-1300 to make reservations, but be sure to request the American Angus Association room block to get the special rate.

Angus activities will begin on Wednesday, Jan. 12, at 8 a.m. with the junior heifer show and the open female show. The Angus sale cattle are judged Thursday at 8 a.m. with the sale following at 2 p.m. Later that evening the Angus reception will be at the Denver Marriott City Center. The open bull show will be Friday, Jan. 14, followed by the Foundation Female Sale. The carload and pen bull shows in the yards will complete the event on Saturday, Jan. 15.

Foundation Heifer Package sells in Denver

One of the highlights of the NWSS is the sale of the Angus Foundation Heifer Package, which will take place at the start of the 2000 National Western Angus Bull Sale, Thursday, Jan. 13, in Denver. This year's package will feature a bred heifer donated by Davis on the Highlands, Springfield, Ky. All proceeds from the sale of the Foundation Heifer Package go to the Angus Foundation, which supports youth, education and research in the Angus breed.

The heifer is Davis Polly 8506, a January 1998 daughter of DHD Traveler 6807. Her dam, VDAR Polly 3039, is sired by VDAR New Trend 315. She is bred to Sitz SLS Rainmaker 7596, with a projected calving date of March 8, 2000.

In addition to the female, the buyer will receive:

- 30 days of free insurance from the date of sale from American Livestock Insurance Co., Geneva, Ill.;
- Free transportation to the buyer's ranch

or farm, provided by Lathrop Livestock Transportation, Dundee, Ill.;

- A flush and three embryo transplants into the buyer's recipients from Trans Ova Genetics, Sioux Center, Iowa; and
- Ivomec® provided by Merial.

Davis on the Highlands is owned by Joe, Sandra, Ashley and Anne Nicole Davis. For more information, contact the Davis family; James Fisher, director of junior activities; or any Association regional manager.

Sites selected for future junior shows

Site selections for various junior Angus shows were approved by the Association's Board of Directors at the regular meeting held Sept. 16-18 in Saint Joseph, Mo. (See page 256 for highlights of the meeting.)

The 2000 Western Regional will be in Reno, Nev., April 16-17. The 2000 Eastern Regional is June 23-25 in Lebanon, Ohio. The 2000 National Junior Angus Show (NJAS) is set for July 12-15 in Des Moines, Iowa.

Locations for regional preview shows in 2000 were also approved, including the Atlantic National, Timonium, Md.; Northwest, Filer, Idaho; and Southwest, Tyler, Texas.

Show sites for events in 2001 will be the Western Regional in Reno, Nev.; the Eastern Regional in Tupelo, Miss.; and the NJAS in Denver, Colo.

Send in AHIR records now

The Performance Programs Department will accept weight records until Friday, Nov. 12, 1999, for inclusion in the spring 1999 National Cattle Evaluation (NCE). This deadline is strictly enforced and is necessary because of the large volume of work received by the department.

If you have questions or concerns, please contact John Crouch or Gloria Hurlbut at the Association.

Start holiday shopping with Angus items

The holidays are approaching fast. Get that shopping done early with gifts that would please any Angus enthusiast on your list.

The National Junior Angus Association (NJAA) has a variety of "ANGUS — the Business Breed" caps, oxford shirts, short-sleeved T-shirts and long-sleeved T-shirts in many colors and sizes. To order, visit the Association's Web site at www.angus.org or contact the Junior Activities Department at (816) 383-5100.

The American Angus Auxiliary also has a variety of Angus promotional items and gifts. A complete list of available items is located on

AMERICAN ANGUS ASSOCIATION

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e-mail: angus@angus.org

OFFICERS

President — William Borrer, PO Box 158, Tehama, CA 96090; e-mail: billbor@tco.net

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

Vice President — Charles "Bud" Smith Jr., 5202 E. Hwy. 80, Russell Springs, KY 42642

Treasurer — Howard Hillman, 201 E. Deer Haven Place, Sioux Falls, SD 57105; e-mail: Hillman@IW.Net

BOARD OF DIRECTORS

Terms Expiring 1999 —

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

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

Howard Hillman, 201 E. Deer Haven Place, Sioux Falls, SD 57105

Brian McCulloh, RR 4, Box 192, Viroqua, WI 54665

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Keith Arntzen, 41 Arntzen Lane, Hilger, MT 59451

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Minnie Lou Bradley, RR 2, Box 152, Memphis, TX 79245; e-mail: bradley3ranch@txsys.net

Abbie Nelson, 12211 Pear Lane, Wilton, CA 95693; e-mail: 5StarAngus@compuserve.com

Terms Expiring 2001 —

Steve Brooks, Rt. 1, Box 25, Bowman, ND 58623
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AMERICAN ANGUS AUXILIARY

President — Mary McCurry, 11913 E. Illinois Ave., Burrton, KS 67020; e-mail: marymccurry@sprintmail.com

AMERICAN ANGUS ASSOCIATION — ADMINISTRATIVE STAFF

Activities — Dean Hurlbut, director

Administrative Secretary — Pat Musil

Angus Information Management Software — Scott Johnson, director

Commercial Relations —

Bill Bowman, director

Communications and Public Relations —

Susan Waters, director; Shelia Stannard, assistant director

Information Systems —

Lou Ann Adams, director

Finance — 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

REGIONAL MANAGERS — Refer to page 282.

CERTIFIED ANGUS BEEF PROGRAM

Executive Director — Jim Riemann, 206 Riffel Rd., Wooster, OH 44691-7087; (330) 345-2333. For a complete CAB Program staff listing, refer to page 146.

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*. Copies are available free from the American Angus Association.

the Association's Web site; or contact Marjorie Perkins, ways and means chairwoman, at HCR 1, Box 22, Smiley, Texas 78159; phone (830) 236-5897; fax (830) 236-5896; or e-mail rmckpagvtc.com. A list of items available from the American Angus Auxiliary can be found on page 56; items available from the Western States Angus Auxiliary can be found on page 58.

The CAB Program has a wide selection of high-quality items available, including shirts, jackets and steak knives. For a complete list of available items and prices, contact the CAB Program headquarters in Wooster, Ohio, at (330) 345-2333.

New Auxiliary cookbook available

The American Angus Auxiliary, which celebrates its 50th anniversary this month in Louisville, has published a cookbook just in time for the holiday season.

This book, titled *Angus Beef Is the Winner*, includes a collection of 286 recipes from 15 years of the All-American *Certified Angus Beef* Cook-Off. Every recipe prepared for the contest is included, as well as information about who entered it in the

contest. This 212-page spiral-bound edition also includes photos of many winners, score sheets and a history of the contest.

To order your copy, contact the American Angus Auxiliary ways and means chairwoman, Marjorie Perkins (address and phone number listed previously). Each copy is \$12.50, plus \$4 shipping. A discount does apply to orders of three or more.

Phoenix to host 2000 NCBA convention

The 2000 Cattle Industry Annual Convention and Trade Show, which is organized by the National Cattlemen's Beef Association (NCBA) and other industry groups, is set for Jan. 26-29 in Phoenix, Ariz.

"Bold Initiatives for New Solutions" is the theme for this year's event. A week full of activities, which will include both work and play, is planned for attendees. The American Angus Association and the Certified Angus Beef (CAB) Program will again have a joint booth in the trade show.

For more information about the schedule or to register for the event, please contact the NCBA Convention and

Meetings Department at (303) 694-0305 or visit its Web site at www.beef.org.

CME to award 16 scholarships

The Chicago Mercantile Exchange (CME) will award \$1,250 scholarships to 16 outstanding young leaders who intend to pursue a career in the beef industry. The top winner out of the 16 recipients will receive an all-expenses-paid trip to the NCBA convention in Phoenix. The scholarship program is administered by the National Cattlemen's Foundation.

The applicant must be enrolled or plan to enroll as an undergraduate student in the college of agriculture at a four-year institution for the 2000-2001 academic year, plus write an essay of 750 words or less describing an issue confronting the beef industry today or in the future. A few additional basic requirements also apply.

All entries must be postmarked by Nov. 29, 1999, and all applicants will be notified of the results in January 2000. For additional information, please call (303) 850-3321, e-mail bkibbe@beef.org or check the Web at www.beef.org/prodinf.htm. 