



Association Highlights

► by *Susan Rhode*, director of communications and public relations

Members rewarded for recruitment efforts

Each year, the Association recognizes members who make an effort to recruit new members to the Association. Tom Burke, Smithville, Mo., recruited the most members during fiscal year (FY) 2003, bringing a total of 157 new members to the Angus ranks. He has been awarded a box of *Certified Angus Beef*® (CAB®) steaks for his recruitment efforts. Gary Leonard, Perry, Iowa, also won a box of CAB steaks after his name was drawn from members who recruited two or more new members.

How can you win a box of CAB steaks? It's easy. Simply write your member code in the margin of membership application forms, and pass them out to your commercial customers or others who might be interested in joining the Association. If you have questions or need membership forms, call the Association at (816) 383-5100.

API to provide coverage of Range Beef Cow Symposium

Angus Productions Inc. (API) will provide

online, real-time coverage of the 2003 Range Beef Cow Symposium, Dec. 9-11. Boehringer Ingelheim Vetmedica, Inc., will sponsor the site.

The Web site www.rangebeefcow.com will feature highlights of the three-day event at the Scotts Bluff County Fairgrounds Events Center, Mitchell, Neb. Producers can log on to the site to view synopses and photos from the event, as well as download audio recordings of the presentations.

Range Beef Cow Symposium is a biannual educational program co-sponsored by the departments of animal science and the Cooperative Extension services of the University of Wyoming (UW), University of Nebraska (NU), South Dakota State University (SDSU) and Colorado State University (CSU).

Angus schedule set for NWSS

Angus activities take place the first week of the 2004 National Western Stock Show (NWSS) in Denver, Colo. Hundreds of entries are expected for the Super-Point Roll of Victory (ROV) show and carload and pen shows. The schedule follows.

Tuesday, Jan. 13

3 p.m. Angus junior heifer show, Stadium

Wednesday, Jan. 14

8 a.m. Angus ROV female show, Stadium

Thursday, Jan. 15

8 a.m. Judging Angus sale cattle, Stadium

2 p.m. Angus bull sale, Beef Palace Auction Arena

6:30 p.m. Angus reception, Denver Marriott City Center Hotel

Friday, Jan. 16

8 a.m. Angus ROV bull show, Stadium

3 p.m. Angus Foundation Female Sale, Livestock Center Auction Arena, sponsored by the Colorado Angus Ass'n

Saturday, Jan. 18

9 a.m. Carload and pen shows, Livestock Center Auction Arena

For more information about events at the NWSS, visit www.nationalwestern.com.

NWSS hotel information

The Denver Marriott City Center Hotel is the NWSS headquarters. A special Angus room rate of \$86, plus tax, has been negotiated. Call the hotel directly at (303) 297-1300 to make reservations. Request the American Angus Association room block to get the special rate. All reservations must be made by Dec. 22.

Foundation Heifer Package to sell in Denver

Beartooth Ranch, Columbus, Mont., has donated BT Everelda Entense 51N to headline the 2004 Angus Foundation Heifer Package, which will sell at the 2004 NWSS in Denver. All proceeds go to the Angus Foundation.

The sale of the package will precede the 2004 National Western Angus Bull Sale, set for 2 p.m., Thursday, Jan. 15, in the Beef Palace Auction Arena.

The package includes a January 2003 daughter of Twin Valley Precision E161. Her dam is BT Everelda Entense 65J, a daughter of Leachman Right Time. In addition to the heifer, the buyer receives 30 days insurance from American Live Stock Insurance Co., Geneva, Ill.; transportation to the buyer's farm or ranch provided by Lathrop Livestock Transportation, Dundee, Ill.; a flush and three embryo implants into the buyer's recipient cows from Trans Ova Genetics, Sioux Center, Iowa; Ivomec® provided by Merial; an Angus Information Management Software (AIMS)

ASSOCIATION FEES

CURRENT ASSOCIATION FEES

Following are the correct fees for various American Angus Association services. Be sure to send the correct amount of money with the work being requested, as incorrect payments are the main cause of delays.

REGISTRATIONS

Applications for animals less than 4 months of age	\$7
Applications for animals 4-10 months of age	\$9
Applications for animals 10-12 months of age	\$14
Applications for animals more than 12 months of age	\$27

TRANSFERS

Applications received less than 30 days from sale date	\$5
Applications received 30-60 days from sale date	\$7
Applications received more than 60 days from sale date	\$12

MISCELLANEOUS

Angus Herd Improvement Records (AHIR) fee (per weaning weight)	\$3
Artificial insemination (AI) service certificate	\$10
Regular annual membership	\$30
Junior annual membership (less than 21 years of age)	\$20
Embryo-transfer (ET) calf regular registration fee plus	\$10
Cell-clone transplant calf regular registration fee plus	\$50

Rules of the American Angus Association are included in the *Breeder's Reference Guide*. Free copies are available from the Association.

BREEDER'S REFERENCE

Symbols are used with a registration number to denote important information about an animal.

Symbol	Meaning	Symbol	Meaning
#	Pathfinder cow or Pathfinder sire	%	Split-ET
+	Embryo transfer calf	@	Clone-ET
^	Cell clone		

package from the Association AIMS Department and a banner ad provided by the API Web Marketing Department.

The package is the Angus Foundation's largest fund-raiser each year. For more information go to www.angusfoundation.org, contact the American Angus Association at (816) 383-5100 or visit with any regional manager.

Promote spring sales with 'Black Hide' ad materials

Now is the time to think about promoting spring production and bull sales. Angus breeders and state, regional or local Angus associations can now put the award-winning "Black Hide" campaign to work on the local level. Breeder advertising kits are available to all members who would like to promote their sales or events to area cattlemen.

The kits contain various advertisements, in different sizes, that can be used in standard-size magazines or tabloid publications. The ads feature the headline "It's Prime Time for Angus Genetics" and provide space at the bottom for personalization with a farm or ranch logo or sale information. The kit contains camera-ready ads that almost all publications can use, as well as scripts for 20-second radio advertisements that can be used by local radio stations. The ads and scripts can also be downloaded from the Association's Web site at www.angus.org.

To request a kit, call the Communications and Public Relations Department or e-mail Lea Ann Maudlin at lmaudlin@angus.org.

Angus gifts for the holidays

There's still time to find the perfect holiday gift for the Angus breeder on your list. Just use the Association's "Shop Online" feature at www.angus.org.

Here you'll find a variety of Angus items to choose from, complete with descriptions, photos and prices. Items include clothing, history books, art books, prints, office supplies and much more. You can purchase everything online with a Visa or MasterCard.

If you don't have access to the Internet, call the Association and someone will discuss available items with you.

Still time to order Angus holiday cards

If you're looking for a last-minute solution for your holiday greetings, Angus Christmas cards can be ordered online at www.angusjournal.com/christmascards. These unique cards feature familiar *Angus Journal* cover images and junior photo contest entries. Eight cards with six message choices and a blank option are available. Personalization with your name or ranch name can be added.

If you do not have Internet access, call Lauralee West at API to place an order. All online and phone orders will require credit card payment.

Prices are \$20 per 20 cards, with an additional \$10 for personalization. Shipping costs of \$7 will apply to all orders. Please allow one week from time of order for delivery.

Beef industry to gather in Phoenix

Cattle producers will "Create Change, Shape the Future — Together," at the 2004 Cattle Industry Annual Convention & Trade Show. The event is set for Jan. 27-31 in Phoenix, Ariz., and will feature the annual meetings of the National Cattlemen's Beef Association (NCBA), the Cattlemen's Beef Promotion & Research Board (CBB), the American National CattleWomen Inc. (ANCW), and the National Cattlemen's Foundation (NCF).

Producers will participate in a wide variety of meetings and discussions about issues facing the beef industry, as well as committee and subcommittee meetings of the NCBA. Many leading beef industry speakers will be part of the program, as well as pre-convention

agricultural tours and many opportunities to enjoy some great entertainment.

The Association and Certified Angus Beef LLC (CAB) will have a booth at the trade show, where attendees can learn about programs for commercial producers and CAB supply development. API will have a booth in the trade show to showcase the services it provides and promote the value of the *Angus Journal* and *Angus Beef Bulletin* as resources to both purebred and commercial producers.

The API Web Marketing Department will also provide real-time coverage of the event, including all speaker presentations and detailed meeting coverage. To view event coverage visit www.4cattlemen.com.

For more information about the event, contact the NCBA Convention and Meetings Department at (303) 694-0305. Online registration is available at www.beef.org.

Angus business remains solid in 2003

The American Angus Association and its entities experienced steady levels of business and growth in practically all areas in FY 2003. For specifics, go to page 195 of this issue.



Angus Foundation to sponsor NCBA Young Cattlemen's Conference participant

The Angus Foundation will sponsor one Angus breeder to participate in the National Cattlemen's Beef Association (NCBA) 2004 Young Cattlemen's Conference (YCC), which is an industry-wide program that develops young leaders for the beef business.



"We're excited to extend this opportunity to one of our Angus breeders," says Abbie Nelson, Wilton, Calif., chairman of the Angus Foundation Board of Directors. "The influence the Angus business has on the beef cattle industry is more prominent now than ever, and we feel an Angus breeder needs the opportunity to participate in this industry-wide program. The Angus Foundation's participation in this program also fits the purpose of the organization quite well — to support youth, education and research, which is what YCC is all about."

The purpose of the YCC program is to develop leadership qualities in young cattlemen and expose them to all aspects of the beef industry. The tour, which begins in Denver and proceeds across the country to Washington, D.C., helps young leaders understand all areas of the beef business, ranging from industry structure to issues management and from production research to marketing. The program is limited to a small number of producers each year, and all participants must be nominated by one of NCBA's affiliate organizations.

"We hope our participation in this program will encourage Angus breeders to become more active in not only their state cattlemen's organization and the NCBA, but also their local and state Angus associations," Nelson says. "Developing young breeders who someday will fill leadership roles for the Angus breed and for the entire industry is important to the future of our business. We are happy that the Angus Foundation, and those who have supported it for many years, can allow our membership to become involved at this level."

The Angus representative for the program will be chosen by an appointed committee, and selections will be made through an application process. All applicants must be between 25 and 45 years of age, an active member of the NCBA and an active member in good standing of the American Angus Association. Expenses, including travel to and from the event, and registration costs for the program, will be covered by the Angus Foundation.

Applications are available from the American Angus Association and must be submitted by Jan. 2, 2004.

For more information contact James Fisher, director of activities and junior activities for the Association, at (816) 383-5100 or jfisher@angus.org.