

Association Link

Angus affiliates to receive EPD updates

In January, Angus affiliates, individuals who are not members of the American Angus Association but who have recently purchased and received the ownership transfer of a registered Angus bull, received updated expected progeny differences (EPDs) on all active bulls currently in their ownership. Initiated last June, this service is one more benefit that affiliates receive when their Angus seedstock suppliers transfer ownership of the bulls into the buyer's name.

Approximately 53,000 updates were sent out to affiliates nationwide. This service will likely continue on an annual basis following the release each January of the National Cattle Evaluation (NCE) data.

Sponsored by AgriLabs Ltd. as part of their "2003 Performance Partners" sponsorship of various performance programs of the Association, the update includes the bull's name, birth date and all EPDs available. In addition, a letter from the American Angus Association accompanies the update, thanking producers for their purchase and outlining the commercial services that the American Angus Association provides.

In today's marketplace, documented genetic information gives commercial producers the opportunity to receive higher prices for their calves. Tools like the EPD update offer a simple way to convey this information to prospective buyers.

North Dakota to host 2003 National Angus Conference & Tour

Plans are underway for the 2003 National Angus Conference and Tour, which will be held Sept. 24-27 in Mandan, N.D. The Association has a program full of top-notch beef industry speakers lined up for the one-day conference program and the North Dakota Angus Association (NDAA) is putting the finishing touches on the more than two-day tour, which will feature Angus herds from across the state.

The theme for the event is "Take Initiative." As the beef cattle business becomes a more competitive, profit-

driven marketplace, both seedstock and commercial producers will need to "Take Initiative" when selecting genetics, managing resources and exploring alternative marketing options. The program promises to challenge attendees to open their minds and consider new ways to approach their businesses from all aspects.

Speakers on the program include Daryl Strohbehn, Iowa State University; Barry Dunn, South Dakota State University; Ron Lemenager, Purdue University; Kevin Yon, Ridge Spring, S.C.; Gene Harris, Kildeer, N.D.; and Vance Uden, Franklin, Neb. Presentations will also be given on herd health and beef quality assurance (BQA) issues.

Members of the NDAA plan to showcase the best their state has to offer on the tour portion of the event. Not only will attendees have the opportunity to see some of the best herds in the state, but they will also see a great diversity of beef cattle environments and scenic areas. Members who will be hosting stops include Tokach Angus Ranch, Ellingson Angus Ranch, and Schaff's Angus Valley, all of Saint Anthony; Frey Angus Ranch, Granville; McCumber Angus Ranch, Rolette; Vollmer Angus Ranch, Wing; Brooks Chalky Butte Ranch, Bowman; and Farview Angus Ranch, Regent. Other breeders will also be featured at stops in several central locations.

Registration materials for the event will be available later in the spring. If you would like to receive the registration packet, contact Linda Campbell at (816) 383-5143 or lcampbell@angus.org, or fill out the coupon on this page and mail it to Linda Campbell, American Angus Association, 3201 Frederick Ave., Saint Joseph, MO 64506. A complete schedule, hotel information and online registration for the event will also be available later in the spring at www.angus.org.

Boehringer Ingelheim Vetmedica, Inc., is sponsoring the event, including online coverage. Links will be made available from the Association home page (www.angus.org) and the *Angus Beef Bulletin* home page (www.angusbeefbulletin.com).

The American Angus Association invites all registered and commercial producers to "Take Initiative" and make plans to attend this great Angus event.

Online back-issue search

Have you ever wanted to review an article you read in a past issue of the *Angus Beef Bulletin*? The task is made simpler with a back issue search from www.angusbeefbulletin.com. From the home page, click "Back issues" in the navigation bar on the left side of the screen. You'll be given the option to search by month or by keyword. The keyword tool searches the content of stories published in the magazine.

Spring Sire Evaluation Report available

Data from the American Angus Association spring 2003 *Sire Evaluation Report* has been available online for a few weeks; the printed version of the report is now available as well.

Active members who returned their blue request cards to receive a printed copy of the fall 2002 report will receive the spring 2003 report automatically. All other members and all commercial producers who want a printed report will be required to request it. Breeders who would like a quantity of printed reports to have on hand for their sale or an event are welcome to do so. All requests should be submitted to Brenda Schafer at (816) 383-5144 or bschafer@angus.org.

NCBA highlights on the Web

If you couldn't attend the 2003

Cattle Industry Annual Convention and Trade Show, in Nashville, Tenn., you can still see news and highlights from the event on the Web. Angus Productions Inc. (API) provides online coverage of the event at www.4cattlemen.com.

Boehringer Ingelheim Vetmedica, Inc., sponsors the Web site, which includes a schedule of activities, summaries of Cattlemen's College presentations, reports of various council and committee meetings, along with pictures and announcements of award winners.

Regional manager retires

After serving 23 years as a regional manager for the American Angus Association in the northeastern United States, William "Bill" Powell Jr., Thurmont, Md., has announced he will



Bill Powell

retire from his position as regional manager in March 2003.

Since 1980, Powell has provided service to thousands of members in his territory, which consists of

Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, Virginia and West Virginia.

He and his wife, Gail, will continue to operate Arrowhead Farms in Thurmont and plan to spend most of their time working together on the farm.

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Gateway to success

Gateway Beef/Granite City — formerly Tarpoff Packing, of Granite City, Ill.

— was recently licensed as a *Certified Angus Beef*® (CAB®) brand packer. Tarpoff Packing began as a small family business in 1928. The company recently joined forces with Saint Louis, Mo.-based DiCarlo Meat Co., a family-owned business specializing in Italian products.

John Tarpoff, vice president of sales and procurement, is a 27-year veteran of the packing business. "As many packing houses closed during the 1970s, '80s and '90s, it became obvious that to survive we had to change. We were too small to compete with our bigger competitors," he says.

Tarpoff was approached by a group of mostly Angus producers who wanted a better way to market cattle. Gateway is a combination of their cattle-feeding experience, Tarpoff's experience in selecting and marketing CAB brand Prime products, the insight of Tom Gudykunst, chief executive officer, and the value-added products of DiCarlo Meat Co.

"It's a match made in heaven," Tarpoff says. "The members of Gateway Beef Cooperative will have a packer working directly with them — giving them advice on how long to feed their cattle to give them the most money for their product, as well as livestock selection for better return on investment."

Cattlemen will benefit from a producer-friendly grid up front and a share of the profits on the back, Tarpoff says, adding, "The only way a small packer and a small producer can stay in business is to work together."



Send me registration materials for the

2003 National Angus Conference & Tour centered out of Mandan, N.D.

Name: _____

Street address: _____

City: _____ State: _____ ZIP _____

E-mail address: _____

Phone: () _____

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The search for a person to fill the position of American Angus Association and API regional manager for the northeastern United States has begun. Candidates should apply by sending a résumé and cover letter to John Crouch, Executive Vice President, American

Angus Association, 3201 Frederick Ave., Saint Joseph, MO 64506.



Evolution of success

Marking a milestone in the evolution of the Feedlot-Licensing Program (FLP), Swift and Co. has instituted the first-ever grid premium exclusive to Certified Angus Beef LLC (CAB)-licensed feedlots.

Headquartered in Greeley, Colo., Swift is an industry leader in the processing and marketing of fresh beef products. In cooperation with Angus GeneNet, a value-added procurement system for Swift and Co., all Angus cattle marketed by licensed feedlots through Angus GeneNet into Swift's Dumas, Texas, plant will now receive an additional \$3-per-head premium.

Although currently limited to one plant and one packer, this illustrates the value the FLP is beginning to realize for producers and feeders of Angus cattle, says John Stika, CAB packing and feeder-packer relations director.



How do you rank?

Data-capturing efficiency is a measure of the success rate of the feedlot to report the shipment and harvest of cattle enrolled in the CAB FLP, combined with the efforts of CAB staff to obtain data from packing plants. "This efficiency reflects the relationship of CAB with each feedyard," says Turk Stovall, assistant director of feeder-packer relations. "It also shows how well the two get the pertinent data into the hands of those who have put forth the effort to source, breed and feed high-quality Angus and Angus-type cattle.

"There is no reason that a feedyard can't have a high data-capture efficiency," Stovall says. "CAB staff members make it easy by doing most of the work. Once a feedyard notifies CAB that cattle will be harvested, then it is up to CAB staff to do the rest."

Table 1: Data-capture efficiency ranking

Feedlot	% data capture
4+ Cattle Feeders	100.00%
Gregory Feedlots Inc.	100.00%
Texas County Feedyard LLC	100.00%
Schmitz Feedlot LLC	98.99%
Sellers Feedlot	98.55%
Hi-Vu Cattle	98.51%
Irsik & Doll Feedyard	98.44%
Ingalls Feedyard	98.43%
Ashland Feeders	98.39%
Thomas County Feeders Inc.	98.21%

The information reported is a value for data-capture efficiency for feedlots marketing at least five harvest groups during July to October 2002. Only closed-out lots are eligible for consideration.

Kentucky to host National Junior Angus Show

It's never too early to start making plans for the 2003 National Junior Angus Show (NJAS) this summer in Louisville, Ky. The annual event is scheduled for July 13-19, a change from previously promoted dates. The Kentucky Junior Angus Association (KJAA) and Kentucky Angus Association (KAA) will host the event in the Kentucky Fair and Exposition Center (KFEC). They invite all junior Angus members to the event, "Kentucky — Kool as Can Be in 2003."

The weeklong event, the world's largest single-breed beef cattle show, includes cattle shows, educational contests and the annual meeting of the National Junior Angus Association (NJAA).



Junior Angus members will show

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their bred-and-owned bulls and females, owned females, cow-calf pairs and steers during four days of competition. In addition, a carcass steer competition will take place.

More than 50 exhibitors are expected to compete for top honors in the 37th Annual National Junior Angus

Showmanship Contest. Contestants for this prestigious event must qualify at the state level and may only compete one time during their show careers.

In addition to the cattle show, various educational contests will take place. Both prepared and extemporaneous public speaking, team sales, poster and quiz bowl contests will be conducted at the show. Photography, graphic design

and writing competitions will be evaluated prior to the show, with entries displayed and the winners announced at the 2003 NJAS.

The American Angus Auxiliary will sponsor the All-American *Certified Angus Beef*® Cook-Off, to be held at the NJAS. Six members will be elected to the NJAA Board of Directors at the NJAA annual meeting held during the week.

Fort Worth is site for LEAD Conference

The NJAA will hold its annual Leaders Engaged in Angus Development (LEAD) Conference in Fort Worth, Texas, July 31-Aug. 1, 2003. Juniors ages 14-21 are eligible to attend the conference, which focuses on leadership, personal development and industry education. The theme for the event is "Discover Your Worth."

For more information, look in the 2003 junior information packet, check out the spring 2003 *Directions* newsletter or watch future issues of the *Angus Journal*. Registration deadline is June 15 and applications were included in the junior information packet mailed by the Association.

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 May 1. This will ensure that correct listings are included on the Association Web site and in the July *Angus Journal* 2003 "Resource Edition." Listings will include association name, current officers, addresses, phone numbers and Web site, if applicable.

To obtain a copy of the "Resource Edition," contact the American Angus Association at (816) 383-5100.

Association offers tattoo brochure, supplies

The American Angus Association has a brochure available, 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 gives suggestions on how to prepare the ear before tattooing.

The Association also offers tattooing equipment — including pliers, characters and ink — for sale at a minimal cost. To request a brochure or to order supplies, call or write the Communications and Public Relations Department or e-mail Lea Ann Maudlin at lmaudlin@angus.org. Tattoo supplies can also be ordered by using the "Shop Online" feature at www.angus.org.

BIF conference will be online

API will provide real-time coverage of the 2003 Beef Improvement Federation (BIF) Annual Meeting and Convention in late spring. The event is scheduled for May 28-31, 2003, at the Hyatt Downtown in Lexington, Ky.

Visit www.bifconference.com for more information. Sponsored by Boehringer Ingelheim Vetmedica, Inc., this site will be home to API's real-time coverage of the event.

