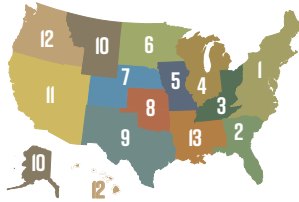
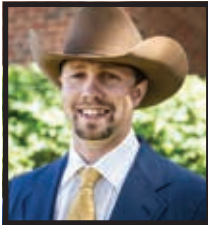


REGIONAL MANAGERS



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



REESE TUCKWILLER
680 McDaniel Dr.
Christianburg, VA 24073
308-360-3048
rtuckwiller@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
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



LEVI LANDERS
1017 40 Rd.
Minden, NE 68959
308-730-1396
llanders@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



AUSTIN FLYNN
663 Parkwest Dr.
Porterville, CA 93257
559-361-9701
aflynn@angus.org
AZ, CA, NV, UT

REGION 12



QUANAH GARDINER
2460 Brown Rd.
Ferndale, WA 98248
620-635-0294 (cell)
qgardiner@angus.org
HI, ID, OR, WA

REGION 13



WILLIAM HARSH
3350 CR-69
Killen, AL 35645
740-272-1386
wharsh@angus.org
AL, AR, LA, MS

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



ANGUS JOURNAL

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

Breeder Rate Pricing

	1-5	6-11	12
ISSUES		ISSUES**	ISSUES**
FULL PAGE	\$875	\$835	\$800
FLAT 2/3	\$660	\$630	\$605
VERTICAL HALF	\$600	\$575	\$550
FLAT HALF	\$500	\$485	\$470
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

EARLY COPY

AJ ISSUE	DISCOUNT	DEADLINE
January 2024	November 20	November 25
February 2023	December 20	December 25
March 2023	January 20	January 25
April 2023	February 20	February 25
May 2023	March 20	March 25
June 2023	April 20	April 25
July 2023	May 20	May 25
August 2023	June 20	June 25
September 2023	July 20	July 25
October 2023	August 20	August 25
November 2023	September 20	September 25
December 2023	October 20	October 25

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 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 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, Reverse, 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-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., August 20 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 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 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.