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8/1/26

Dear Angus Breeders,

It's that time of year again to begin making preparations for merchandising seedstock! We're fresh on the heels of maybe the strongest Spring's ever for selling bulls and still in an outstanding commercial cow-calf market.

As we look towards the 2027 edition of the Winter Beef Expo, all signs point towards this trend continuing. Cow numbers are still as historic lows as our region has begun to build back their herds. The sale date for the 2027 Angus at the Expo Sale will be Tuesday, February 16th, 2027.

I hope you consider the Angus at the Expo Sale as part of your marketing plan for this coming year. By consigning in the auction, you are participating in a proven marketplace where breeders capture premiums for their top genetics on a yearly basis. In addition, there is no better way to showcase your program and build demand for private treaty sales than by merchandising your top genetics in this sale.

In order to keep this as a cost-effective opportunity, sale expense is guaranteed not to exceed 15% of the sale price of each animal.

As we began last year the AAA Fieldman, Adam Conover, will handle the screening and visits to your operation. Your completed nomination form, along with a check in the amount of \$100 (per farm & ranch, not per animal) must be postmarked by September 15th, 2026, so that visits to your operation can be scheduled. The nomination form must be completed and submitted by the deadline to receive a sale entry form and participate in the auction. Just a reminder that the \$100 nomination fee will be credited towards your sale expense if your animal(s) is/sold in the sale.

Like we have in the past few years, all consignors must be current on all dues for the Iowa Angus Association. In order to be eligible for nomination and the screening process, you must be current on your 2026 dues as well as your 2027 state dues. If you have any questions, please contact Zach & Lauren Britton. Also when you send your nomination form and fee to me, you should send your dues to them.

All animals in the auction must have a DNA profile on file with AAA. To help with the selection process, I recommend that you collect DNA now and go ahead and send it off so that if accepted, the GE-EPD's will be in the catalog. This calf crop's worth of accuracy is a tremendous tool for buyers.

As a reminder, all fall-age(August-December) yearling bulls must have a minimum 2.8-pound WDA calculated at the time of weigh-in. All spring yearling bulls must have a minimum 3.0-pound WDA at the time of weigh-in and a minimum SC of 30 cm.

If you are interested in consigning a bred female, I recommend that you ultrasound her pregnancy. In addition to being able to call her safe to the AI date, calling the sex of the pregnancy has proven to add value to buyers.

I look forward to helping you all put this sale together again and working with the sale committee, the IAA members, consignors, and the Iowa Beef Expo. If at any point I can be of any help with, or should you have any questions regarding consigning genetics to this sale, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read "Justin B. Stout". The signature is fluid and cursive, with the first name "Justin" and last name "Stout" being more legible than the middle initial "B".

Justin B. Stout
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