



# THE WULF RECORD

FALL 2018

[www.WulfCattle.com](http://www.WulfCattle.com)

Vol. 14, Issue 2

## Dear Friends & Fellow Cattlemen,



Here in Minnesota, South Dakota, and Nebraska where the Wulf Cattle production sites are located, we have been blessed with a very nice year.

All locations have received adequate rain and it looks like we will harvest plenty of feed. We hope the same is true with your area.

The cattle and beef markets can be considered ho-hum or fairly robust, depending how we view it. Relative to markets we saw in 2014 and 2015 (when cattle numbers were low, and prices high), it seems sluggish. When we dig deeper into the dynamics, we have a lot to be thankful for. The demand for total meat protein (beef, pork, and poultry) in America is very good! Americans consume about 20 pounds more per capita of all three proteins combined than they did just four years ago. On top of that, we are exporting another 41 pounds per capita of all meats combined. Given that we are producing record amounts of protein, beef prices are strong. Beef at retail is selling at very high levels over pork and poultry. Thanks to our robust economy, Americans are eating beef! Keeping meat exports rolling will be paramount moving forward.

We continue to keep all of our feedyards running full of fed cattle with Wulf Cattle genetics. Continuing to grow our numbers, we will market over 80,000 fed cattle this year. Our supply has grown both in our BeefBuilder™ program (Breeding to Feeding™) along with increased growth in calves purchased from commercial

*(Continued on page 7)*



**BETTER BEEF**  
*Always*

**NEW DATE & LOCATION!**

**Wulf Cattle**  
**OPPORTUNITY**  
**SALE of 2019**

**Tuesday ■ March 19, 2019**  
At Sandy Ridge Ranch ■ Atkinson, Nebraska

**Seminar: Monday, March 18 at 6 PM (Supper at 4:30 PM)**  
**Sale: Tuesday, March 19 at 12 Noon (Lunch at 10:45 AM)**  
*Both events held at Sandy Ridge Ranch • Atkinson, Nebraska*

**VIDEO ONLY SALE**  
*Watch the sale and bid live online at [DVAuction.com](http://DVAuction.com) and [SuperiorClickToBid.com](http://SuperiorClickToBid.com).*

**Selling Approximately 460 Lots**  
**410 Bulls** (*Limousin, Lim-Flex, Angus*)  
**50 Registered Females** (*Limousin, Lim-Flex, Angus*)

*Cattle can be viewed at Sandy Ridge Ranch, Atkinson, Nebraska, anytime prior to the sale and on sale day.*

**View the entire sale offering, take in the pre-sale seminar and attend the auction all in one trip!**



# Bull Sale Relocate

## *A Customer-Driven Decision*

**After 30 years in Morris, Minn., the Wulf Cattle Opportunity Sale finds a new home in Atkinson, Neb.**

*By Paige Nelson*

After more than two decades of steady growth in their registered cattle and feeder calf programs, Wulf Cattle had a “good” problem on their hands. The registered cattle herd was expanding beyond the capacity of the Morris, Minn., ranch. As expected, the feeder calf buy-back program had grown in conjunction. This growth created great opportunity for Wulf Cattle and was a testament to the cattle company’s attention to quality genetics and tireless customer service.

But, cows need room to roam, so in 2012, Wulf Cattle purchased Sandy Ridge Ranch, near Atkinson, Neb.

By spring of 2013, the entire registered and commercial cow herd had been moved to Sandy Ridge.

### **Sandy Ridge Ranch**

This new Nebraska ranch presented a milder, drier climate to calve and develop seedstock and gave us an opportunity to expand our cow herds, says Robyn Metzger, beef quality control specialist for Wulf Cattle. The ranch also came with cropland, where we could raise our own feedstuffs for the cow-calf herds and the feedlot, she adds.

Riverview LLP general manager Brad Smith describes Sandy Ridge as a 15,000 acre pastureland and 3,000 acre cropland ranch. Additionally, the ranch has a 5,000 head feed-to-finish feedyard. Of that 5,000 head capacity, 1,500 spaces are used to develop registered bulls and females. The remaining space is used to feed out the calves purchased from bull customers.

Sandy Ridge is home to 2,100 registered cows and 700 commercial cows, 300-350 of which are used as recipients to the seedstock herd.

The purchase has proven a success; it offers plenty of flexibility and adaptability to a growing operation.

“With our cow herd growing, we do not have enough native grass for all the cows, so we utilize a lot of the corn residue for grazing during the winter months and then we also use a cover crop for grazing in the spring,” says Gabriel Monasterio, cattle manager at Sandy Ridge.

The Wulf Cattle team has made this ranch into a model of environmental stewardship and self-sufficiency. The cropland is integral.

Smith and his team have engineered a way to use a double crop system on the irrigated farm ground. He harvests the first crop then lets the cow-calf pairs harvest the second.

“That’s basically our range management plan,” he says. “We’re preserving the natural pasture ground by doing more under pivot and taking the pressure off of that native grassland.”

He’s found success in Teff grass, which originates from Africa. It loves heat, he describes, and doesn’t need as much water or fertilizer as corn. In the fall, while cattle are grazing corn residue, several of the 130-acre pivot fields will be planted to rye grass. By spring the rye can be grazed off and around June 1, Teff is planted. Smith takes the first cutting for hay and mob grazes the second until the first hard frost, occurring sometime in October, which kills the annual plant. Then it’s

back to corn residue.

On the feedlot side, the farm provides the corn silage, earlage and rolled corn found in feeder rations.

Above all, Smith says Sandy Ridge fits the Wulf Cattle program because everything can happen in one location.

“Everything touches everything else, so cattle aren’t constantly getting loaded in trailers and trucks and getting drug all over the country. Everything is drove from one pasture to another by horseback, and it’s a really low-stress situation.”

The cattle have benefited from the flexibility that Sandy Ridge offers. Smith hopes the customer base will, too, a reason he gives for moving the Opportunity Sale south.

### **Opportunity Sale Moves**

The late Leonard Wulf along with his sons organized the first Wulf Cattle Opportunity Sale as a means to market bulls and purchase feeder calves. It was hosted in Morris in 1989. Thirty years later, in March of 2018, Morris hosted its last Opportunity Sale.

Now the home of the cow herd, it just made sense to make Sandy Ridge the home of the Opportunity Sale, too. Just like most decisions made at Wulf Cattle, the ultimate choice to move the sale was customer driven.

“After we purchased [Sandy Ridge] ranch, we still had the sale in Morris for several years just because that’s where clientele was used to coming, and then we had an open house at Sandy Ridge,” Metzger explains.



*The Sandy Ridge Ranch crew is made up of (left to right) Jorge Gonzalez, Juan Monasterio, Miguel Monasterio, Jose Luis Larraga, Jose Luis Zamora, Eustaquio Villegas, Gabriel Monasterio, Jessica Harberts, Carlos Gonzalez, Adrian Ramos, Gorgonio Ibarra, Hugo Balon and Gilberto Silva.*

The Sandy Ridge open house was always three weeks before the sale in Morris. If customers wanted to see all the bulls, they could attend the open house; whereas, only a sampling of the bulls would be available in Morris during the sale.

“Our sale is in March, which is calving season. Our customers are not wanting to travel two times a year during calving season,” Metzger continues. “Well, it turned out people were either coming to the open house or coming to the sale.

“A lot of our customers said ‘Why aren’t you just having the sale down in Nebraska, and then we could look at the bulls and attend the sale at the same time?’”

Thus, Wulf Cattle made the change.

Smith agrees with the move, stating, “We’re getting a little bit closer to our customer base in the Dakotas and Montana and hope to expand our customer base to the south and west.”

While there are years of tradition rooted in Morris for the Wulf family, Metzger says, the decision was commonsense and company growth has expanded beyond what the Wulf family can manage to include a bigger team.

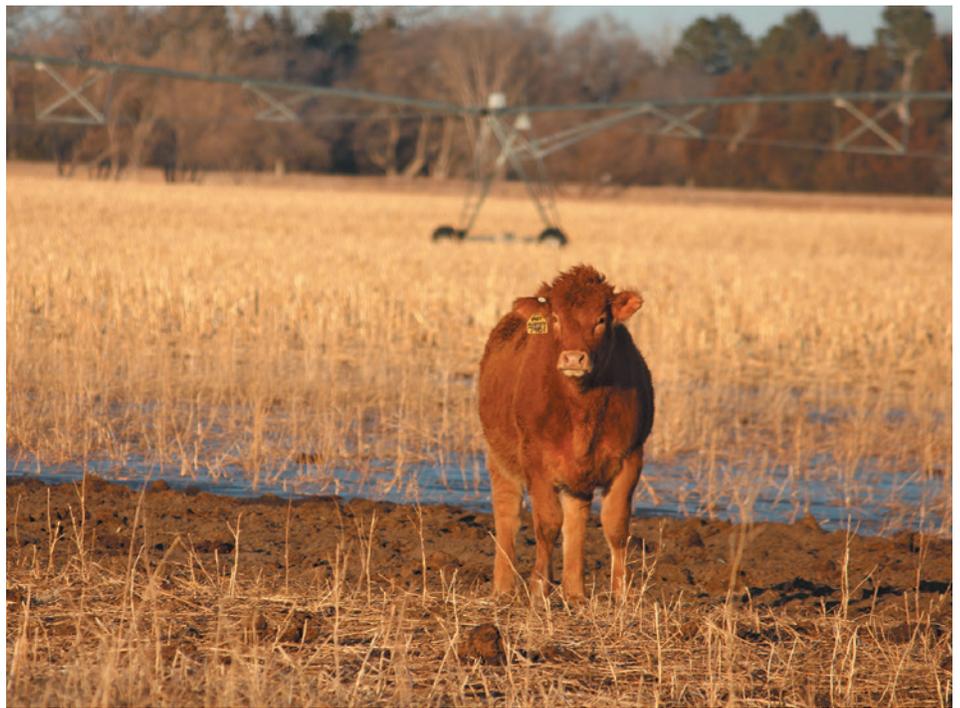
“It’s been good,” she says.

Monasterio says it will give customers the chance to see the entire operation, all the bulls and the entire herd.

“A lot of people don’t make it here to see how we do things... They’ll be able to go through our entire herd. That’s a really big benefit for all of our customers coming in,” he states.

Smith concurs, adding, “It’s very enjoyable to show everybody around. We’ll have some vans that we can load people up. If anybody wants to do a tour, all they have to do is ask, and we’ll take them.”

Smith is especially keen on letting customers see the cows, as they will be in the middle of calving. He views it as a way to showcase the genetics and maternal characteristics Wulf Cattle has worked hard to breed into the cattle.



*Above all, general manager Brad Smith says Sandy Ridge fits the Wulf Cattle program because everything can happen in one location.*

Smith and Monasterio are eager for customers to see the fruits of their team’s efforts at Sandy Ridge. Bulls can be viewed in the big pens where they’re developed.

Not only is the sale changing location, it’s also being moved two weeks earlier in March. Again, it’s about customer convenience. Wulf Cattle hopes moving the sale forward will catch fewer ranchers in the heat of calving—giving them time to slip away for a few days.

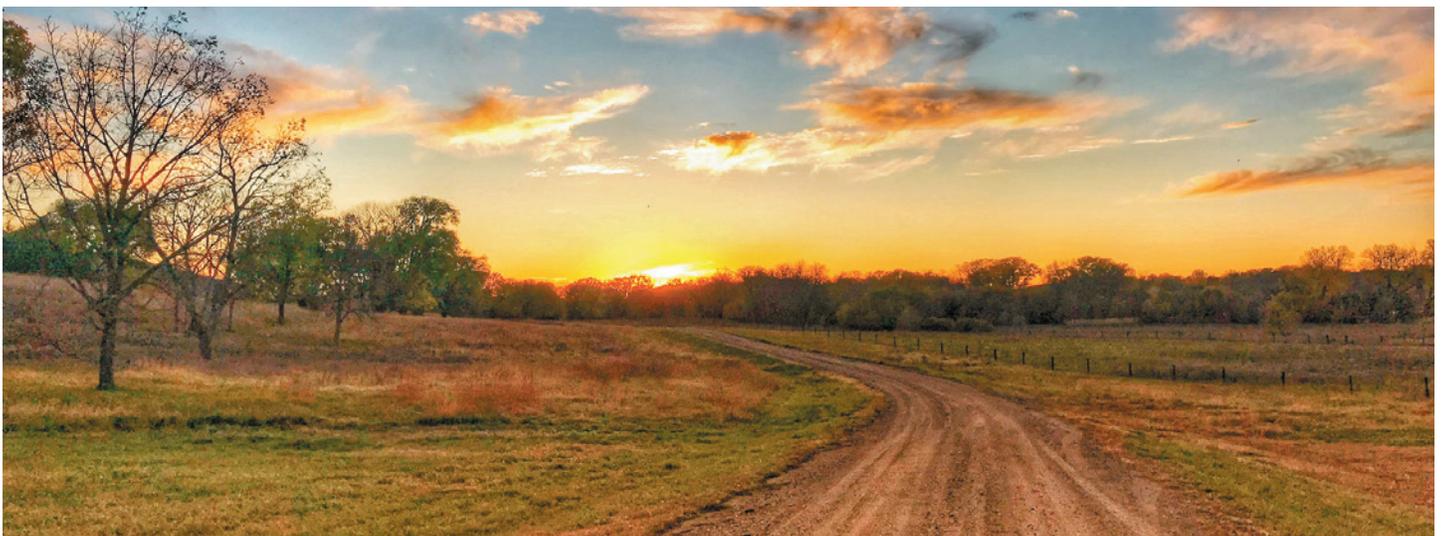
The 2019 Opportunity Sale will be on Tuesday,

March 19 starting at noon. In consideration of time, the sale will continue to be a video auction. Sale goers will have 410 bulls and 50 females from which to choose. The pre-sale supper and seminar will be Monday, March 18 with the brisket supper from 4:30-5:30 p.m. and the beef seminar beginning at 6 p.m.

It’s a similar layout as at Morris, but supper and seminar times have been moved earlier. There is a bit more travel time from local hotels to the ranch, so we moved up supper to make sure people can get in and out at a decent time, says Metzger.

“We are excited to have everybody at Sandy Ridge,” she says, in fact, “planning for this sale started the week after the last sale in Morris.”

As always there will be plenty of good food, good company and good cattle for everyone to enjoy. ■





## Wulf Genetics on the Road!

Wulfs Envoy K116E ET was the Supreme Champion bull at the North Dakota State Fair earlier this summer. He is a March yearling red Lim-Flex bull that sold as Lot 1 in our 2018 Opportunity Sale. He is co-owned with DLCC Ranch & Associates.

- Registered Angus, Limousin & Lim-Flex
- Feeder Calf Procurement
- Value Added Branded Beef Opportunities
- Feedlot & Carcass Data
- Source & Process Verification
- Bull Selection Index
- Bull Retirement Program
- Breeding to Feeding™ Dairy Beef Program



## Be Kind Tip: Online BQA Training

Beef Quality Assurance (BQA) is a national program that raises consumer confidence through teaching proper management techniques and a commitment to quality within every segment of the industry. The Beef Learning Center, funded by the Beef Checkoff, offers a website to obtain BQA certification. The online modules are offered in English and Spanish and will take about 2-3 hours to complete. Wulf Cattle recommends our ranch suppliers become BQA certified.

We believe it is beneficial, and several major packers are requiring that they would like all cattle feedlot producers to get their BQA certification. It helps ensure you are using the best common practices at your facility.

*Some of the topics the BQA National Guidelines covers includes:*

- Feedstuffs and Sources
- Feed Additives and Medications
- Animal Treatments and Health Maintenance
- Prevention and Processing
- Pesticides
- Recordkeeping and Inventory Control
- Action in case of a Violation
- Cattle Handling
- Culling Management



- Carcass Quality
- Care, Husbandry and Other Considerations
- Contamination / Adulteration

To get started, visit  
<https://bqa.beeflearningcenter.org> ■



## 2018 SEMEN DIRECTORY

**Semen is available on many Wulf Cattle sires.**

View the directory under the "Genetics / Sales / Semen/Embryo" tab at [WulfCattle.com](http://WulfCattle.com).

To order, contact a Wulf Cattle team member at (320) 392-5802.

[www.WulfCattle.com](http://www.WulfCattle.com)

# Improving Selection Through NALF Genomic-Enhanced EPDs (GE-EPDs)

Limousin breeders and their commercial customers benefit greatly from new breeding and selection tools. The North American Limousin Foundation (NALF) launched genomic-enhanced EPDs (GE-EPDs) with the fall 2015 international cattle evaluation. This provides GE-EPDs for all Limousin and Lim-Flex® animals that have completed DNA testing for genomic profiles.

A recalibration in cooperation with GeneSeek® and the Canadian Limousin Association has supplied genomic profiles on more than 4,500 Limousin and Lim-Flex animals. Molecular breeding values from either a high- or low-density genomic profile test are then blended into EPD calculations to produce GE-EPDs. This recalibration has led to the doubling of the number of animals included, the number of traits enhanced, and the genetic correlations.

GE-EPDs provide more precise EPDs based on a combination of pedigree, phenotype, and DNA. One major benefit is risk reduction through

increased accuracy value on many traits—equivalent to having 8-20 progeny. This saves time when assessing young breeding stock and delivers commercial customer confidence when buying seedstock.

GE-EPDs also give the chance to collect data on economically important traits, which are expensive or difficult to measure. The information from the genomic data can be as informative as a bull's first calf crop or a cow's lifetime production record. Since the genomic data is incorporated directly into the EPDs, cattle producers will not have to learn how to interpret the new data.

Animals that are genomic-enhanced will have the NALF GE-EPDs displayed on their animal detail screen and performance reports in the NALF-DigitalBeef platform. Traits that are genomic-enhanced are highlighted in yellow on these reports.

*For more information, visit [www.NALF.org](http://www.NALF.org) or call 303-220-1693.*

## Major Benefits of GE-EPDs

- Risk reduction through improved accuracies
- Value of time to assess breeding stock at a younger age
- Increased rate of genetic progress
- Getting data on economically important traits, which are expensive or difficult to measure
- Combination of pedigree information, individual performance data, and genomics into one easy to understand number



**Table 1. Effective progeny counts for interim EPD derived from differing combinations of pedigree, performance and genomic data**

Trait	Heritability	BIF Accuracy				Effective Progeny Counts			
		PE	PE+GE	PERF	PERF+GE	PE	PE+GE	PERF	PERF+GE
<b>CED</b>	0.19	0.04	0.40	0.27	0.47	1	34	16	50
<b>BW</b>	0.37	0.04	0.46	0.26	0.51	0	24	8	32
<b>WW</b>	0.29	0.04	0.26	0.28	0.39	1	10	11	21
<b>YW</b>	0.23	0.04	0.41	0.26	0.47	1	30	13	42
<b>MILK</b>	0.16	0.04	0.34	0.04	0.34	2	31	-	-
<b>CEM</b>	0.15	0.04	0.37	0.04	0.37	2	38	-	-
<b>CW</b>	0.23	0.04	0.42	0.28	0.49	1	32	15	46
<b>REA</b>	0.46	0.02	0.40	0.27	0.47	0	13	6	20
<b>MB</b>	0.54	0.03	0.60	0.30	0.63	0	33	6	39
<b>FAT</b>	0.35	0.02	0.46	0.30	0.53	0	25	11	36

PE = Pedigree estimate interim EPD; PE+GE = Pedigree estimate plus genomic data; PERF = Performance record included in interim EPD calculation; PERF+GE = Performance record included in interim EPD calculation plus genomic data.

Source: Dr. Robert Weaber, Kansas State University, 2015.

## Friends,



Almost six years ago, we purchased Sandy Ridge Ranch near Atkinson, Neb., to facilitate the Wulf Cattle cow herd and bull development. Ever since, I have been asked

“How long until the sale is in Nebraska?” Well, that time has come. After having a successful 30th annual Opportunity Sale in Morris, Minn., to close one chapter, we are excited to move to the next chapter with the 31st to be held at Sandy Ridge Ranch in 2019! Also, note that we have moved to a new day, the third Tuesday of March, which falls on Tuesday, March 19 this coming spring.

This new arrangement will allow for the viewing of all of the sale cattle on sale day. The folks that have taken in our Sandy Ridge open house have always enjoyed viewing the cattle in the pens and pastures where they are raised. We have appreciated the acceptance of our customers, when we transitioned to a video sale, but we now feel that it is time to move everything together to our one site. You, our customers, have been asking for this and it will minimize travel for buyers, as well as for the cattle.

It has been a great summer with lush pastures and abundant feed. We feel that we have a great group of fresh new genetics that are going to be impressive when they pass over the scale at weaning. This tremendous calf crop will make up the yearling portion of the 2019 Opportunity Sale. We also have big, powerful groups of both coming two-year-old and fall yearling bulls in the offering to give you options. We can fill your bull needs, no matter what you require for Limousin, Lim-Flex and Angus genetics.

Even though the sale location is moving, you can rest assured that our business will stay the same. Your satisfaction is always guaranteed and we will do our best to get you the best genetics for success and profit in your program.

*As always,*  
Casey Fanta, Seedstock Manager  
(320) 288-6128 (Casey's mobile)  
Casey.Fanta@WulfCattle.com

## Fall 2018 Bull Retirement Program

Friday, November 16 (2-5 PM) ■ Saturday, November 17 (8-11 AM)

Held at The Depot, McLaughlin, S.D.

Get paid a premium to retire your herd sire this fall! Our bull retirement program has been successful and we're again offering a fall retirement program so you don't have to winter your bulls. All breeds are welcome, **except dairy breeds, Longhorns and Corrientes**. They must meet all USDA withdrawals for any animal health products they have been given. American foods will pay Wulfs for the bulls and Wulfs will issue a certificate of credit for the full value plus the Wulf premiums

listed below. It can be used as sale credit at Wulf's 2019 Opportunity Sale which will be held at Sandy Ridge Ranch, Atkinson, Neb., on Tuesday, March 19, 2019. Bulls can be delivered to The Depot (McLaughlin, S.D.) where we have a certified scale. Wulfs will add an additional premium to the value of the retired bull.

- 1-4 bulls = \$200 per bull
- 5-9 bulls = \$250 per bull
- 10+ bulls = \$300 per bull

**\*\*Call us starting Nov. 12 for a bull price estimate at (320) 392-5802 or email [wulf@wulfcattle.com](mailto:wulf@wulfcattle.com). Contact us with any questions and let us know if you are bringing in your bulls.**



**NOTICE: There will NOT be a bull retirement held during the Opportunity Sale of 2019.**

## Spring 2019 Bull Retirement Program

Thursday, March 14 (12 Noon to 5 PM)

Held at Clark Feeders, Clark, S.D. and The Depot, McLaughlin, S.D.

Get paid a premium to retire your herd sire this spring! Make arrangements to bring your used herd bull to one of two locations on Thursday, March 14, 2019 from 12 noon to 5 PM at Clark Feeders, Clark, S.D. or The Depot, McLaughlin, S.D.

There will be a certified scale at both places. They must meet all USDA withdrawals for any animal health products they have been given. All breeds are welcome, **except dairy breeds, Longhorns and Corrientes**. American foods will pay Wulfs for the bulls and Wulfs will issue a

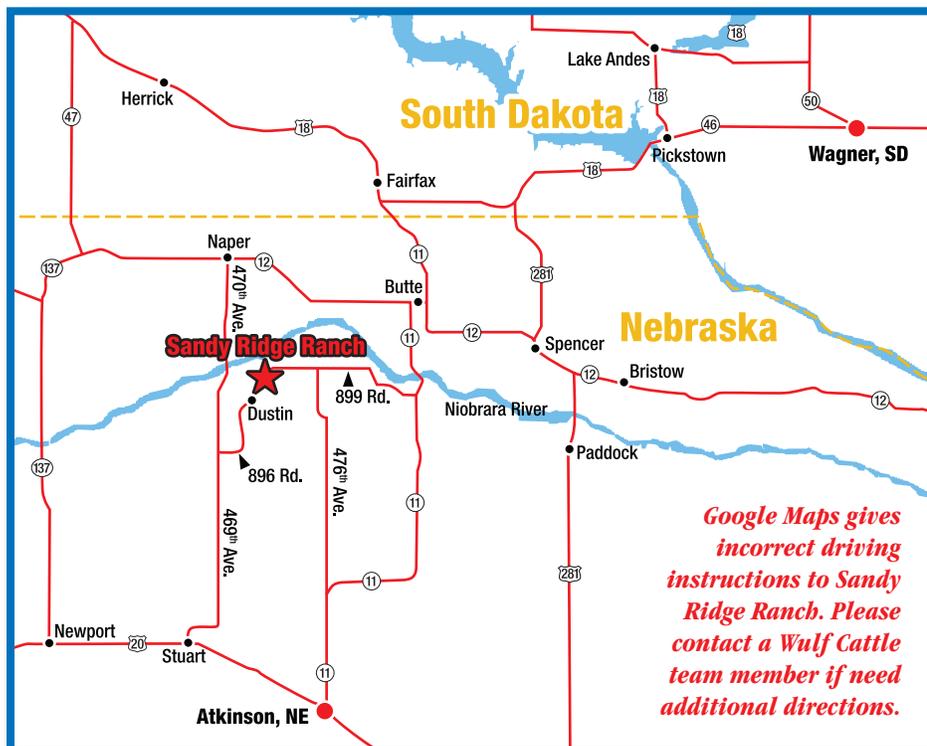
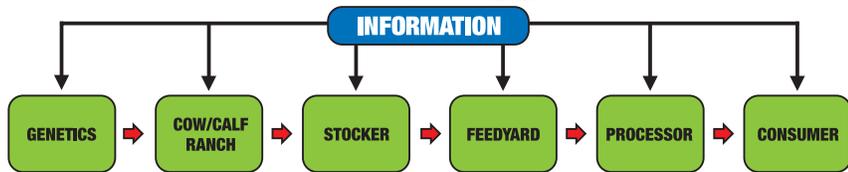
certificate of credit for the full value plus the Wulf premiums listed below. It can be used as sale credit at Wulf's 2019 Opportunity Sale which will be held at Sandy Ridge Ranch, Atkinson, Neb., on Tuesday, March 19, 2019.

Wulfs will add an additional premium to the value of the retired bull.

- 1-4 bulls = \$200 per bull
- 5-9 bulls = \$250 per bull
- 10+ bulls = \$300 per bull

**\*\* Call us starting March 11 for a bull price estimate at (320) 392-5802 or email [wulf@wulfcattle.com](mailto:wulf@wulfcattle.com). Contact us with any questions and let us know if you are bringing in your bulls.**

# Wulf Cattle Beef Industry Supply Chain



*(Jerry's Letter, continued from page 1)*

ranch suppliers. The demand for value added (Verified Natural, GAP and NHTC) continues to grow, and seems to outpace demand over commodity beef. We continue to procure Limousin-cross cattle that are Verified Natural, GAP, and NHTC from our bull customers.

By now, most of you have heard or read that we hosted our 30th annual, and last sale in Morris, Minn. Next year and after, our annual Opportunity Sale will happen at our beautiful Sandy Ridge Ranch near Atkinson, Neb. The next sale date is Tuesday, March 19, 2019. We began moving our registered cows to Sandy Ridge in 2013. Since then, it is where all of our genetic production happens. As hard as it was to leave Minnesota, we believe this will be much better! Better for the bulls, and better for our customers. You will be able to view all the bulls, take in our sale seminar and attend the auction all in one trip.

Remember, we always have a nice selection of bulls for private treaty throughout the year. If you're looking for one or a truckload, our team will take care of you.

If you are ever in Nebraska, South Dakota or Minnesota near one of our sites, please stop and visit. We enjoy showcasing our cattle and cattle operations.

Kind Regards,  
Jerry Wulf  
(320) 491-1390 (Jerry's mobile)  
Jerry.Wulf@WulfCattle.com



26406 470th Ave., Morris, MN 56267  
Office (320) 392-5802  
Wulf@WulfCattle.com ■ www.WulfCattle.com

## Directions to Sandy Ridge Ranch

- From Stuart, Nebraska—North on 469th Avenue 16 miles to 896 Rd. Turn east 5.4 miles.
- From Naper, Nebraska—South on 470th Avenue 10.7 miles to 896 Rd. Turn east 5.4 miles.
- From Butte, Nebraska—1 mile west of Butte, turn south onto Highway 11 6.1 miles. First right after the Niobrara River; turn west onto 899 Rd. 10.9 miles.
- From Atkinson, Nebraska—North on Highway 11 7.9 miles. Continue straight onto 476 Avenue 14.5 miles. Turn west onto 899 Rd. 2.9 miles.



26406 470th Ave.  
Morris, MN 56267

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# Wulf Cattle OPPORTUNITY SALE *of* 2019 Schedule of Events

*At Sandy Ridge Ranch • Atkinson, Nebraska*

*View the entire sale offering, take in the pre-sale seminar and attend the auction all in one trip!*

## **Monday, March 18, 2019**

4:30-6 PM—Beef supper

6 PM—Seminar

## **Tuesday, March 19, 2019**

6:30 AM—Continental breakfast

10:45 AM—Beef lunch

12 Noon—Wulf Cattle Opportunity Sale of 2019

*Supper will be served immediately following the sale.  
Cattle will be available for viewing both days.*

### **Hotel Accommodations Near Sandy Ridge Ranch for the 2019 Opportunity Sale**

**Holiday Inn Express:** O'Neill, Neb. ■ (402) 336-4500 / **Super 8:** O'Neill, Neb. ■ (402) 413-6609

**Fort Randall Casino and Hotel:** Pickstown, S.D. ■ (605) 487-7871

**Rodeway Inn:** Ainsworth, Neb. ■ (402) 387-1050 / **Holiday Inn Express:** Winner, S.D ■ (605) 842-2255