



THE WULF RECORD

SPRING 2005

Vol. 1, Issue I

Welcome to the first issue of The Wulf Record

Welcome to the first issue of *The Wulf Record*. For some time now, we have thought of using a newsletter format to communicate with our customers and potential customers. We hope you will find this newsletter informative and interesting.

Those of us in the business of raising beef are in exciting times. Oh sure, it is volatile and we never seem to run out of things to worry about, but stop and take a look. In spite of what has been dealt us in the last couple of years, I think I dare say prices are very good! CattleFax just reported that even with domestic production being down 7%, our net beef supply (production + imports - exports) in 2004 will nearly equal the record large beef supply in 2002! Yet prices of beef at the retail level were 20% higher in 2004 versus 2002, wholesale 24%, and cattle prices 26% higher. I believe any analyst would agree this is a tremendous increase in sales and speaks loudly about the power of beef demand. I do not know about you, but I'll take a good market created by demand versus a tight supply any day. The bottom line is right now the U.S. cattleman has so much to be thankful for and our best days may be yet to come.

The Wulf Farm in Morris, MN, was founded in 1955 by our father, the late Leonard Wulf, with beef playing a major role since the farm's infancy. Today it has evolved into a diversified farm consisting of crops and beef cattle running 15,000-20,000 cattle through feedyards annually, along with 900-1000 cows and selling 250 Limousin and LimFlex bulls per year.

The genetics side of cattle production has always been intriguing to us. Think about it. Relative to the size of the industry, the seedstock producers are as small as the helm on a ship, and yet with the same significance. We have the awesome responsibility and power to set its course. The challenge at times seems overwhelming, yet we believe as it says in the first
(continued on page 2)

Wulf Limousin "Opportunity Sale Of 2005" set for Thursday, March 31, at the farm near Morris, MN



Wulfs Notre Dame 9210N • BD: 5/31/03 PLD

Wulfs Kudos 5519K x Wulfs Journey 9210J (Guardian)

BW	WW	YW	MA	SC	RE	Marb
4.1 (.35)	55 (.30)	93 (.24)	26 (P)	0.8 (.24)	0.49 (.19)	-0.01 (.18)



Wulfs Newton 3661N • BD: 4/25/03 DPLD

Cole Wulf Hunt X Wulf's Casual 3161C (Home Run)

BW	WW	YW	MA	SC	RE	Marb
3.6 (.37)	56 (.32)	92 (.27)	26 (P)	0.0 (.31)	.28 (.25)	.08 (.25)



Wulfs Pony Express 0007P • BD: 4/7/04 PLD

Hunts Hi-Liter 245G x Wulfs Karen 0007K (Guardian)

BW	WW	YW	MA	SC	RE	Marb
3.2 (.35)	65 (.30)	112 (.20)	22 (.19)	0.6 (.18)	.41 (P)	.03 (P)



Wulfs Power House 0017P • BD: 4/13/04 PLD

Wulfs Famous 9381F X Wulfs Kissimmee 0017K (AUTO Hackett)

BW	WW	YW	MA	SC	RE	Marb
2.5 (.35)	47 (.28)	83 (.17)	25 (.14)	0.1 (.15)	.21 (P)	.01 (P)

This year's sale offering may well be the most interesting ever offered at Wulf Limousin. Once again, we will sell our entire 2005 National Western Pen and Carload Bulls. In addition, the 230 head bull offering will consist of 90 coming two-year-old bulls and 140 yearling bulls. For those producers interested in LimFlex genetics, we will be offering a select group of halfblood and three-quarter blood LimFlex bulls.

The female offering will feature 80 Limousin females, including 40 guaranteed AI bred replacements and 40 open replacement heifers. These replacements come from the heart of our herd.

In an effort to make sire selection easier for our customers, we will include indexes in the sale catalog

to assist you in determining the bull that best fits your needs and genetic direction of your operation.

Wulf Limousin has procured Limousin and Limousin-cross feeder cattle for beef programs such as Laura's Lean Beef, Meyer Natural Angus, Coleman Natural, Tyson's Real Time grid and PM Beef, Windom, MN. With the Limousin breed's ability to convert feed efficiently and cut a high percent retail product, Limousin-cross feeder calves could be some of the most sought after on the market.

As retail beef moves closer to case-ready products, the demand for higher yielding, higher quality carcasses will increase dramatically. We encourage our bull customers to use this lead time to evaluate
(continued on page 6)

Change Values Muscle

Business move tells cattlemen to beef up product

—by Clifford Mitchell (reprinted with permission)

Muscling and marbling, in most cases, are two important factors when it comes to evaluating genetics for carcass quality. At different times of the year marbling will have a more significant impact on net return due to the variability of the Choice-Select spread. However, cutability or red meat yield value is constant year round and with the change in the way packers do business, it is rapidly becoming a key driver in the profit equation.

“The more fat the packers have to trim off will drive the value of cutability. Because we’ve moved from commodity trim to further trimming the product at the packer level, a premium is being placed on muscle,” says Duane Wulf, South Dakota State University, Brookings, South Dakota.

Cattle producers have had to make changes over the years to improve their product. The packers, in an effort to maintain margins and conquer food safety issues, have re-tooled processing floors to adapt to today’s consumer. The move to case-ready production and meal solutions has placed new emphasis on red meat yield.

“With commodity trim, one inch of fat, there was no difference in value of a carcass until we hit Yield Grade 4. The packers cut the carcass and put it in the box with very little trimming,” Wulf says. “In the mid 90s, a high percentage of the boxed beef was closely trimmed, one-quarter inch of fat. Now we’re moving to case-ready products and more boneless cuts with almost no fat. The increase in the boneless cuts in the meat case and more fat being trimmed off at the

packer level, the value of muscle improves.”

“The big driver in placing value on cutability will be the move to case-ready products,” says Ken Conway, GeneNet, Hays, Kansas. GeneNet works with producers and a packer to help identify and market cattle that fit individualized carcass targets.

As packers change their methods to get the product out the backdoor, carcasses that can maintain red meat yield are seeing more opportunities to garner premiums in the system. In the future, improving red meat yield may be the best way to improve the value of the end product.

“The closer to providing a meal-ready product for the consumer, the less fat they want. As trimming the extra fat moves back to the packer, we’ll start realizing the value of muscle,” Wulf says. “The value difference between a Yield Grade 1 and a Yield Grade 3 is much greater today than it used to be.”

Several factors are held accountable in the equation used to figure red meat yield, none more important than muscling and fat thickness. These two numbers are dominant and related at the same time.

“Cutability is a combination of fatness and muscling. Ribeye area determines fat thickness,” Wulf says. “If an animal has more genetic potential for muscling, nutrients during the feeding process will be put into muscle, not fat.” (See Table 1)

“The more muscle the animal has; obviously, the harder it is to get 4s. If heavy muscled cattle are overfed, then they could still wind up as 4s at harvest,” Conway says. “Cattle with larger loin eyes can

YG	Retail Cuts
1	53.5%
2	51.2%
3	48.9%
4	46.6%
5	44.3%

Future: Video Image Analysis (VIA)

tolerate more backfat and stay in a lower Yield Grade.”

Since producers are seeing potential to gain carcass premiums through red meat yield, disturbing figures come from carcass data on cattle harvested over the past few years. This data proves changes need to be made to help balance cutability with carcass quality.

“From 1997 until now, carcass weights have grown and ribeye area has stayed the same. Cattle are lighter muscled today,” Wulf says. “This leads to more Yield Grade 4s, because lighter muscled cattle get fat earlier in the feeding process.”

“With larger carcass weights there is more potential for Yield Grade 4s. With cheap corn there is a tendency to overfeed cattle. A lot of this increase can be blamed on mismanagement,” Conway says. “Sometimes when carcasses get bigger the loin eye doesn’t come along with the increased weight.”

(continued on page 4)

(continued from page 1)

chapter in the Bible (Genesis 1:26) God created cattle for man and gave man dominion over them. So, He not only gave us authority, but it is our duty while on this earth to care for his creation.

Without a doubt we operate in a very broad scoped and diverse industry. Just as we need different types of cattle to fit different end points, our cattle work very well in a vast array of production systems. Be it fiber or grain when it comes to converting feedstuffs into beef, we are convinced that including Limousin will greatly improve efficiency. We encourage today’s beef producer to not just be a cattle raiser, but to be part of a production system. Wulf Limousin would like the opportunity to help you design your program, and if you like what you see, we would be happy to be your genetic supplier.

We sincerely hope you enjoy your newsletter and please feel free to give us a call.

Kind Regards,
Jerry Wulf

Which bull should I buy?

New indexes in this year’s sale catalog can simplify your bull selection and help you choose the bull that’s best for your operation.

Do you sometimes feel overwhelmed by EPDs and performance data? How do you take all of this data into account when choosing the best bull for your operation? A brand new tool in this year’s sale catalog for the Wulf Limousin Farms Opportunity Sale of 2005 can simplify your bull selection and help you best match herd sires to your operation. Single-trait selection is not wise; rather, cattle with a balance of traits that match your production needs provide the greatest profit potential. Therefore, we will develop indexes that combine traits of economic importance for different types of bull customers. Indexes will be provided in our 2005 sale catalog for our bull offering for each of

the following types of bull customers:

- 1) Producing calves for the mainstream market using terminal sires.
- 2) Producing calves for the mainstream market while keeping replacement heifers.
- 3) Breeding first-calf heifers.
- 4) Producing calves for Laura’s Lean Beef using terminal sires.
- 5) Producing calves for Laura’s Lean Beef while keeping replacement heifers.
- 6) Producing calves for higher marbling programs using terminal sires.
- 7) Producing calves for higher marbling programs while keeping replacement heifers.

Diamond V Values Wulf's Customer Service

—by Dixie Russell, Graphic Arts of Topeka, Inc.



Diamond V Ranch roundup takes place each fall. The calves are shipped in October and sold the day after Columbus Day at the McLaughlin Livestock Auction in South Dakota.

Wulf Limousin offers a helping hand at almost every stage of their commercial bull customer's production and marketing cycle, from providing the consistent, high yielding genetics to purchasing and finishing feeder cattle and locating marketing outlets. Right in the middle of this cycle is Diamond V Ranch, Selfridge, North Dakota. Butch Jochim and family chose to incorporate Wulf's customer services into their commercial cow-calf Limousin operation. Actually, they were looking to add hybrid vigor to their Limousin/Angus and Limousin/Red Angus-cross cowherd with a Wulf Limousin bull. What they received was a whole lot more, including a market for their feeder cattle and valuable information to improve their bottom line.

Each fall, Jochims round up their crop of 500 pound calves. The calves are branded and vaccinated in May and then vaccinated again in September and sold the day after Columbus Day at McLaughlin Livestock Auction in South Dakota. While Wulfs usually end up purchasing the calves, one might think the business deal would end there. Instead, Wulfs keep and finish the cattle, while monitoring feed conversions and health management. Once harvested, carcass data is then obtained and communicated to Jochims, creating a pipeline of valuable information. Suggestions are made for the following year's calf crop. "Jerry will discuss what we should try and go towards next or change to come up with a better finished product," explains Jochim.

Jochim utilizes EPDs, actual performance data

and phenotype to select bulls from Wulf's production sale each year. The feeder cattle Jochims sell now are heavier muscled than they used to be. Jochim attributes this to Wulf genetics. "Because of their genetics and the carcass testing Wulfs have done, the cattle have larger ribeyes and more muscling. This carcass testing creates an improvement for Diamond V as well. The genetics put some muscle and growth into these calves that go onto the feedlot, convert well and are tender for the American consumer."



Branding is an annual affair, taking place each year after rounding up the calf crop.

Because Jochims have a limited labor force, calving ease genetics are utilized. The operation calves late March through early May. The heifers are kept close to home, while the cows are expected to make it on their own. Jochims communicate the results from the calving ease genetics back to the source, so Wulfs and Diamond V can, in turn, make improvements for future marketings.

Diamond V was recently honored at the National Western Stock Show by being named the Limousin Commercial Producer of the Year. The North American Limousin Foundation annually recognizes top-notch commercial producers who utilize Limousin genetics.

The production and marketing assistance provided by Wulfs to their commercial customers is one geared towards fulfilling a consumer-driven market. It's a customer service plan created to increase profits, efficiencies and produce a more consistent consumer product. Jochim concludes, "If Wulf genetics provide the muscle for their customers, then they're happy and we're happy."

NALF Names Diamond V Ranch Commercial Producer of the Year

A cattle breed is only as successful as its commercial users, and the nominees for the 2005 Limousin Commercial Producer of the Year Award proved that Limousin is a force to be reckoned with in the beef industry.

The recipient of this year's Commercial Producer Award is Diamond V Ranch, owned and operated by Butch and Renei Jochim, along with son, Brian, and Butch's father Val. in Selfridge, North Dakota. Jochims run 700 predominantly Limousin-Angus and Limousin-Red Angus cows, with a handful of purebred Limousin females. Jochim's previously bred and developed their own replacement females, but recently decided to begin purchasing bred Angus-based females in the fall to ease space and labor constraints.

Jochims are very serious about the seedstock they purchase. They have been using Limousin bulls for more than 20 years and have seen a 20 percent increase in their calf crop weaned since switching from Simmental. The bulls they buy must be of exceptional quality and excel in all EPDs and overall performance. Moderate birth weights, high growth and low yield grade EPDs are among the traits most important to them.

"I want a bull that will sire calves that will finish within a year of age and do so without putting on a lot of extra backfat," Butch said.

"You get what you pay for," Butch said. And to get the best, Butch often finds himself bidding against purebred Limousin breeders at bull sales. "I bought a bull at a sale and a guy found me afterwards to ask if I'd consider collecting semen from him and selling it. That was funny."

Jochims regularly use NALF's Limousin Exchange services, particularly the free Feeder Cattle Listing Service available to all commercial users of Limousin genetics. Through the Limousin Exchange Feeder Cattle Listing Service, the Diamond V Ranch calves are routinely exposed to order buyers and feedyard operators across the country.

"This ranch raises calves that perform well in the feedlots, as well as on the rail," Butch said. "These calves are known in a multi-state area and buyers of the calves are very pleased with how well they perform."

The Jochims have been considering sire verifying all their calves through DNA to identify them and gather information about how different sire groups are performing beyond the ranch.

"That's what the future of the beef industry will depend on," Butch said.

As a result of winning this prestigious award, NALF will now nominate the Diamond V Ranch for the Beef Improvement Foundations Commercial Producer of the Year Award.

Change Values Muscle *(continued from page 2)*

There is no clear cut answer that will explain this trend. According to Wulf, several selection and/or management oversights could be blamed for the recent increase in Yield Grade 4 cattle.

"It might be attributed to less crossbreeding and the increase of British genetics in the industry," Wulf says. "Smaller framed cattle and the increased selection pressure for marbling by all breeds might also be blamed for what we're seeing."

History might also help explain this phenomenon. As we look back, we're looking at basically different phenotypes in the cattle produced during the different decades, but hanging on the rail each generation tells its own story.

"We have less muscle now for frame size than we did in the 60s," Wulf says. "Today, over half the cattle are below average for ribeye size. It wasn't that way in the 80s."

As the industry moves toward a balance of marbling and muscling, the solution may not be as it appears. Although they are antagonistic traits, there is a portion of the population that contends producers can have the best of both worlds.

"There is a good chunk of cattle that have both traits. Nine percent are in the top third for muscling and the top third for marbling," Wulf says. "The industry can make cattle that combine both traits through genetic selection, crossbreeding and management."

"The cattle that combine both muscling and marbling and do it efficiently are the cattle of the future. Even though the traits are antagonistic, selection pressure can be put on both muscling and marbling. Producers need to feed cattle or find out how their cattle perform in order to make the right changes," Conway says. "Most grids have a minimum grading level. Anything above that is premium. The cattle that can meet the grading requirements and hit yield grade targets will be profitable on the grid."

By adding some genetic diversity, commercial producers might be able to enhance the value of their product. Seedstock producers need to use the tools available to help provide bull power that will promote multiple trait cattle.

"From a commercial standpoint the quickest way to enhance carcass quality is through crossbreeding. Find complementary breeds such as British and Continental to get a combination of marbling and muscle. It makes a lot of sense to crossbreed," Wulf says. "Seedstock providers need to select herd bulls that combine muscling and marbling. Look for the curve benders, just like when you selected sires that were low birth and high growth."

"I harvest a lot of 50% Continental and 50% British cattle that work very well in different programs. If they can grade, let the hybrid vigor work to add muscle and performance," Conway says.

To help make selections that will improve the muscling in the next calf crop, the industry is currently relying on technology that has proved very accurate in helping identify this trait. There are also some caution signs producers should be aware of when purchase decisions are made.

"Ribeye size is probably the most useful tool you have to evaluate genetic potential based on actual ultrasound data, especially when they are ranked in a contemporary group. Producers should look at the ribeye area in relation to weight of that animal. This is a very good indication of muscling," Wulf says. "Unlike a lot of other traits, muscling is highly heritable and can be evaluated fairly accurately through visual appraisal to select muscling at the appropriate frame size. If producers just look at the numbers, the only change that could be made, is to increase frame size."

"The biggest problem commercial producers have is they get a lot of data thrown at them at one time. If commercial producers feed their own cattle, they know what information is relevant," Conway says. "Carcass EPDs, ultrasound and historical data, if the seedstock producer feeds his own genetics, are all useful tools in bull selection."

According to some studies, the food service industry has a point where ribeye size gets too large. However from the retail side, where the bulk of the product is sold, there seems to be no size bias. Economically, increasing red eat yield only adds value.

"The food service industry is concerned about ribeye size. They want a desired range because they are used to cutting a 10 to 12 ounce steak. The retail consumer shows no preference for one size or another," Wulf says. "We shouldn't base portion size on only eight percent of the cuts. The ribeye and the strip loin are the only cuts affected. The rest of the cuts are cut differently and you get more of them by increasing muscle. It doesn't make sense to limit portion size from an economic standpoint."

It seems selecting cattle for balanced carcass traits that will maintain a certain degree of marbling and increase cutability, is the quickest way to improve profit potential. Single trait selection has backed the industry into a corner time and time again. The lack of crossbreeding has upset the balance of traits at harvest. Hopefully balancing marbling and muscling will help turn the page and write this generation's own chapter in the quest to satisfy the industry's consumers. The high heritability offered by muscling should help take the next step.

"We have a lot more problems with ribeyes being too small in the industry today than too big," Wulf says. "If producers add muscle in relation to weight, it is a win-win situation."

Wulf Marketing Relationships Continue to Grow

As the beef industry rapidly changes and we see value-based marketing systems continue to develop, those of us in the Limousin business are more excited than ever before. Lean, high yielding Limousin beef carcasses are hitting the targets and our customers are realizing the true value of proven, source verified genetics.

Wulf Limousin is pleased to have excellent working relationships with several value-added procurement systems. Although varied in some respects, all have similarities that directly affect our customers. As we expand our marketing networks, we will strive to provide our customers with the information and management assistance necessary to insure consistent access and increased profitability.

By addressing genetic and management requirements from both cow herd and feedlot, some of our procurement partners have developed a hierarchical system with potential economic rewards along the way.

The following is a brief listing of our marketing partners:

LAURA'S LEAN BEEF: One of the oldest, most successful branded programs favoring red, lean and high yielding cattle, and source verified and natural beef. Wulf Limousin has been a major supplier for LLB since its inception. LLB prefers cattle that are 75% Limousin or higher.

PM BEEF: A complete pull-through system favoring high Select or higher yielding carcasses. Cattle must be source verified with documented health requirements. PM Beef markets several branded products, including TastySlim™ and Ranch To Retail™. PM has completed a major plant expansion and intends to increase their cattle numbers this year. They prefer 1/2 blood Limousin crosses.

Meyer Natural Angus: One of the most successful and rapidly growing natural programs in the industry. Their program requires all natural, source verified and at least 1/2 Angus cattle. At harvest time they want cattle that grade Choice, and are Yield Grade 1, 2, or 3's. The 1/2 Limousin and 1/2 Angus cattle have worked well in the Meyer Program. The past couple of years we have increased our slaughter with them and continue to develop a long term relationship.

Coleman Natural Beef: A well established, very successful branded program favoring cattle grading Choice with extra muscle and yield. Wulf Limousin has been a major supplier for several years. According to Coleman's, Wulf bred cattle are among the highest dressing cattle and have the fewest yield

(continued on page 6)

Diversified Ranching Operation Places High Value On Marketing Opportunities

—by Dixie Russell, Graphic Arts of Topeka, Inc.



Frank Virchow, V&V Limousin, heads up this diversified South Dakota agribusiness operation.



The Virchow-Wulf feeder calf partnership has been a successful one. The two operations partner on feeder cattle purchased from Wulf customers which are fed in the 2500 head Virchow feedyard.

Sound working relationships are important in any business. Frank Virchow of V&V Limousin, Lake Preston, South Dakota knows firsthand as he is involved in multiple facets of agribusinesses, including farming, crop insurance, chemical and fertilizer sales and the beef business. Virchow entered the Limousin business in the early 70s and quickly became acquainted with Wulf Limousin and the opportunities associated with Wulf's genetics, well-grounded values and customer service. Over the years, the two operations have partnered on feeding, buying and selling feeder and finished cattle and cowherds.

The long-term relationship began when the late Leonard Wulf routinely purchased Virchow's feeder cattle. That evolved into Virchow feeding Wulf's cattle at his feedyard, which started a span of two decades of business transactions and continues today. "We just have a super working relationship," Virchow

"You can feed Limousin cattle the way cattle should be fed and you don't have to sit there and worry about taking a whole bunch of dock on a large group of [Yield Grade] 4s."

says. "They have the knack, experience and expertise of searching out all these [feeding and marketing] programs with their great reputation. This goes on to getting better contracts for the cattle we're buying and selling. I guess that's one reason why I like working with them."

The Virchow-Wulf feeder calf partnership has been a successful one. The two operations partner on feeder cattle purchased from Wulf customers and fed in the 2500 head Virchow feedyard. Also, Virchow looks to Wulf's expertise and partner on feeder calves other than those purchased from Wulf customers. While Limousin and Limousin/Angus-cross cattle usually fill the feedyard, the consistent Wulf genetics present peace of mind with fewer discounts and additional yield premiums. "You can feed Limousin cattle the way cattle should be fed and you don't have to sit there and worry about taking a whole bunch of dock on a large group of [Yield Grade] 4s. There's a \$15-20 break on a [Yield

Grade] 4 and we just don't worry about that on Limousin cattle. They convert as good or better than most breeds being fed." Virchow is in tune with different types of marketing grids and the feedlot management needed to reach those grid-specific goals. While he has sold cattle on multiple grids, including Laura's Lean, he acknowledges not every grid will suit every type of cattle.

Wulf bulls are almost exclusively used on Virchow's Limousin and Limousin/Angus-cross cowherd. At Wulf's production sale, V&V Limousin utilizes EPDs and phenotype to select bulls that will sire a faster gaining, heavier muscled calf at weaning and harvest time. Because Virchow has limited labor, his 500-750 head cowherd must be easy calving and low maintenance. When it comes time to sell, he looks to Wulfs to locate a marketing outlet. "I lean on Jerry to come across with the marketing [plan], especially those cattle that we purchased at a high price," Virchow explains.

Sound business relationships create additional marketing outlets for commercial producers and feeders. Wulf's customer service and reputation combine to create a win-win situation for Virchow's various breeding and feeding enterprises. One he plans on keeping. "They're just straightforward, honest people."

Congratulations to all Wulf Customers for their successes in the beef business!

Dean and Bonnie Christensen of DBL, Inc., Fullerton, NE, accept the NALF 2003 Commercial Producer of the Year award from NALF Exec. VP, Dr. Kent Andersen and NALF's Benjie Lemon.



Diana and John Wubbenhorst of KCC Feeding, Minden, NE, accept the NALF Limousin Promoter of the Year award from Dr. Kent Andersen and Benjie Lemon.



Wulf Marketing Relationships

(continued from page 4)

grade 4s and are about plant average for quality grade. Coleman prefers all natural, source verified cattle that are 1/2 Limousin X 1/2 Angus.

What's in it for Wulf Limousin? We have confidence in our genetics. Because of the extensive database we have on our own cattle—maternal, growth, feedlot and carcass performance—we are convinced that our relationships with a variety of value-based programs can also be rewarding to those using Wulf Limousin genetics.

We have always been convinced of the value of Limousin and Limousin-influenced cattle. Today we have a real, economically driven opportunity to provide our customers and their customers rewards for value-added Limousin beef.

THE BENEFITS

- n Grid formulas favorable to Limousin-cross cattle
- n Data feedback on cattle processed
- n Several targets for each breed mix
- n Cow-calf producer can achieve greater economic rewards

If Wulf Limousin can be of any assistance in genetic selections that position you, as a beef producer, for value-added marketing opportunities, please

Wulf "Opportunity Sale"

(continued from page 1)

their needs and determine their end-use points. Wulf Limousin offers our customers the opportunity to participate in a vertically integrated system that rely on the dependability of Wulf genetics.

Wulf Farm Creed

We strive to treat each other and our guests in the same manner that we wish to be treated — with a friendly, courteous and positive attitude.

Our goals are:

- To leave the land better than we found it while maximizing production;
- To breed high quality cattle for seedstock and commercial producers;
- To produce grain and livestock in a healthy and safe environment for the consumer and our country.

"We will remember at all times that without consideration and respect for each other and faith in God, we cannot accomplish these things."



Please Join Us For The Wulf Limousin "Opportunity Sale Of 2005"

Thurs., March 31 • 12 Noon
At the farm, Morris, MN

Selling 230

Limousin & LimFlex Bulls

- n 90 Coming 2-year-old bulls
- n 140 Yearling bulls
- n Our entire 2005 National Western Pen and Carload Bulls

Selling 80 Limousin Females

- n 40 guaranteed AI bred replacements
- n 40 open replacement heifers from the heart of the Wulf herd

Call for your free catalog
Farm (320) 392-5802 • Fax (320) 392-5504
Jerry Wulf (320) 392-5988 • Jim (320) 392-5966
email: wulflimousin@juno.com
10 mi. south of Morris on Hwy. 59

RETURN SERVICE REQUESTED

PRSRPT STD
U.S. POSTAGE
PAID
Permit #350
Topeka, KS



Morris, MN 56267
47694 320th St.
"The Home of Good Doir Cattle"