



# THE WULF RECORD

SPRING 2006

Vol. 2, Issue I

## Don't underestimate the power of the consumer's choice for beef

Welcome to our second issue of the *Wulf Record!* It is hard to believe a year has passed since our first issue, but as the old saying goes, "Time flies when you are having fun!" Truly the beef industry is in exciting times. Most analysts missed it when they said more than once feeder cattle prices probably peaked in 2004, only to set new records in 2005. Many doomsayers predicted market drops if we opened our borders, but to their surprise markets instead jumped up. I truly believe we keep underestimating the power of beef demand!

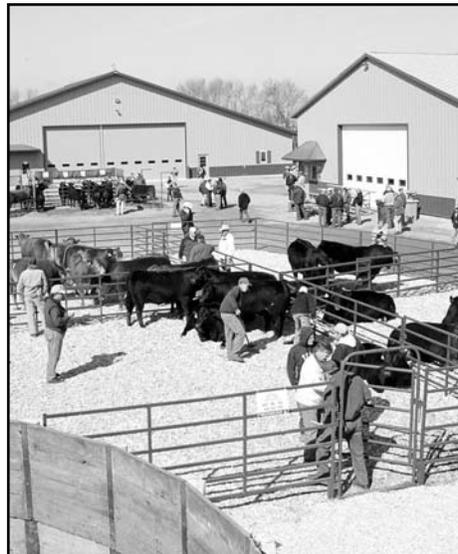
Hanging in our office is one of my favorite quotes from former President Ronald Reagan as he signed the 1986 farm bill: "Of all occupations from which gain is succored, there is none better than agriculture, nothing finer, nothing sweeter, nothing more worthy of a free man." Think about it—what is more essential to our physical lives than food? What is and probably always will be the center of the plate? Meat! What is the king of meat choices? I think most would agree, beef! Just as our father, the late Leonard Wulf, had a lifelong passion for the beef industry, we too consider it an honor and privilege to be part of such a noble enterprise.

More specifically at Wulf Limousin, things are progressing well. We have been running 18,000-20,000 head of Limousin and Limousin cross cattle annually through our feeding program. We are striving to more accurately track the source of cattle all the way to the packer, in hopes of sending carcass data back to the ranch of origin.

We are currently running 800+ registered Limousin cows of our own and anticipate selling up to 300 bulls this year. Due to limited resources on our Minnesota ranch, about five years ago we started satellite herds in the Heartland region of the U.S. Satellite breeders are raising bulls for us designed with Wulf genetics that meet our strict quality control standards. This concept is proving to work very well, allowing us to increase numbers while not compro-

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## Wulf Limousin "Opportunity Sale Of 2006" set for Thursday, March 30, at the farm near Morris, MN



Sale day at Wulf Limousin is an 'Opportunity' for us, as a family, to say thanks to all customers that place their trust in Wulf Limousin genetics.

At first glance one may think the 2006 sale offering at Wulf Limousin is "status quo". We encourage you to study the sale offering. Also note we have added approximately 40 more bulls to the offering. Why? The answer is simple—demand. Like the rest of the beef industry, our "measuring stick" is demand. Recent years have seen a steady increase in demand for our bulls.

Producing MORE bulls to meet demand is the easy part. The challenge, however, lies in the ability to produce BETTER bulls each year. Many years of diligent data collection and genetic selection position Wulf Limousin to produce more bulls with the same, or better, genetic predictability.

The demand for efficient, good feeding, higher yielding Limousin feeder cattle continue to increase. As packer margins shrink, finding carcasses that produce more red meat with optimum quality grades makes good business sense.

Once again, our 2006 Pen and Carload of bulls will sell. This year the bulls were selected Division II Pen-Reserve Champion, first and second place car-



Wulfs Pistol 9222P • BD: 4/24/04  
Wulfs Lionel X Wulfs Jillaine 9222J (Goal Post)

BW	WW	YW	MA	SC	RE	Marb
3.5	40	69	23	0.1	0.28	0.00



Wulfs Ridgley 3172R • BD: 2/25/05 Blk/PLD  
Cole Wulf Hunt X Wulfs Negotiable 3172N (Wulfs Korbyn 3561K)

BW	WW	YW	MA	SC	RE	Marb
-0.1	48	89	25	0.2	0.36	0.04



Wulfs Pioneer 9144P • BD: 4/24/04  
Deatsmans Justice X Wulfs Juliana 9144J (Black Drak)

BW	WW	YW	MA	SC	RE	Marb
3.4	44	80	13	0.1	0.24	-0.05

loads. This year's pen and carloads are some of the stoutest and statistically, some of the most impressive

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# Docter-Wulf relationship strong link in value-added chain

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



Jerry Wulf, Butch Yochim and Mick Docter look over a pen of Wulf-Yochim steers.



Good cattle, good cattle feeding management and personal integrity are keystones in the Docter-Wulf professional relationship.



Limousin genetics bring more carcass weights and desirable yield grades to a successful cattle feeding equation.

A value-added beef chain is only as strong as its weakest link. A working relationship functions in nearly the same way, as it's only as strong as each individual partner. Each sector in the beef chain must work to deliver what the consumer desires. Each partner brings to the table experience, a relentless work ethic, planned methods and a willingness to make improvements, all with the intent of accomplishing a mutual goal. The relationship between Docter Feedlot and Wulf Limousin began in the 1960s and continues to produce cattle that fit today's marketing grids. While doing this, Mick Docter and his father, Dalton, became a vital link in the value-added beef chain.

Studying the numbers and practices of their fathers, Mick Docter and Jerry Wulf have mitigated risk by optimizing genetic efficiencies. It has worked, just as it did for Dalton Docter and the late Leonard Wulf. "We're always trying to improve things," Mick explains. "Jerry knows which cattle to buy and which ones will feed well. It's my job to economically feed the cattle, get as many pounds on them as possible and then get them marketed."

Docter Feedlot, Amherst, South Dakota, custom feeds cattle, feeds their own cattle and feeds and partners on cattle with Wulf Limousin. While Mick feeds a variety of cattle breeds, he knows Limousin genetics bring two main advantages to the table—

more carcass weight and desirable yield grades—both of which create more value. "The Limousin and Limousin-cross cattle Jerry puts in here are equally as efficient as other good feeding cattle in the feedlot. One advantage Limousin genetics offer is when we sell them, they'll yield more. We're producing carcasses. On a grid, we're paid for carcass weight, not live weight. Limousin will have a higher percentage carcass weight, so your cost of gain on the carcass is less than most other breeds, because you end up with more carcass weight compared to the live weight you produce. A 1200 pound Limousin steer will have more red meat (carcass weight) than a 1200 pound Hereford or Angus steer."

The second advantage Mick finds when feeding Limousin genetics is the premiums received for Yield Grade 1 and 2 carcasses. "Limousin will usually have a higher percentage of Yield Grade 1s and 2s than the average of other breeds," he explains.

While feed conversion usually takes into account pounds of feed compared to live weight gain, a conversion of feed to carcass weight gain is helpful in determining efficiency of genetics. Mick explains, "If you were to figure a conversion on carcass weight gain, I'm sure Wulf Limousin cattle would come out number one."

The marketing climate has changed from the days of Dalton Docter and Leonard Wulf. The change is a marketing system that rewards higher yielding, higher quality cattle and discounts those that don't fit into the parameters of individual marketing grids. This change delivers a more consistent, desirable product for the consumer. About six years ago, Docter Feedlot began selling a majority of their cattle on different types of grids. Today, that number is 90%. The Tyson Real Time Grid pays premiums for

Yield Grade 1 and 2 carcasses, which fits well into the marketing plan of the Limousin and Limousin-cross cattle Docter Feedlot feeds and sells. "Grid programs have forced us to be aware of what the consumer wants. The cattle that receive premiums are what the packer thinks the consumer desires. We're being conditioned to buy and produce cattle that fit the areas that receive premiums, which are the Yield Grade 1s and 2s and Choice grade versus Select. You're economically forced to try and produce cattle that best fit the grid program you're working with," says Mick.

Mick concedes Limousin cattle on average usually won't obtain the marbling needed to grade Choice, compared to British breeds, such as Angus and Hereford. "However, the yield grade premiums obtained by Limousin genetics more than make up

***"Jerry knows which cattle to buy and which ones will feed well. It's my job to economically feed the cattle, get as many pounds on them as possible and get them marketed."***

for the losses from quality grade," explains Mick. Most of Mick's experience is with Tyson's Real Time Grid.

Honesty plays a vital role in the partnership. Mick says business deals are usually transacted over the phone. "Over the many years of working with Wulfs, we've never had a written contract, dispute or disagreement." The Wulf/Docter Feedlot working relationship has proven to be a vital link in the value-added beef chain. Each link knows their role. Their strength has stood the test of time, changing as the beef industry has required. Mick concludes, "They're just such nice people to work with, which helps out the working relationship. Jerry, and before him, Leonard, are top-notch guys to work with. If I had to make a list of all the people we work with, they'd be right at the top of the list."

# Animal ID—the next step in full service genetic supplier responsibilities

Animal identification. We have all heard so much about it in every publication we pick up! The National Animal ID System (NAIS) is supposed to be in place by 2009.

## WHAT THE NAIS DOES:

The NAIS is designed to encompass the tracking of all animal species that could directly or indirectly impact the animal health status of our nation's food animal system. Eventually, the NAIS will allow animal health officials to identify all animals and premises that have had contact with a foreign or domestic animal disease of concern within 48 hours after discovery. (For more information go to [www.usda.gov/nais](http://www.usda.gov/nais))

## WHAT THE WULFS ARE DOING:

We decided to face the challenge head on, and take it one step further. This Fall 2005 we have tagged nearly every calf we purchased with a radio frequency EID tag and had each rancher fill out the necessary paperwork for several source verified programs which also gives us the information we need to source verify calves:

- Cow-calf Ranch of Origin
- Address/Premise ID of Ranch of Origin
- Birthdates\*
- Sex
- Individual Ranch tags (if available)

\*If individual birthdates are not available, we use the birthdate of the first calf. Ranchers will need to provide a copy of their birth records, even if they just document the first calf on a calendar. For example, a copy of the March calendar with "the first cow calved" penciled in on March 22, along with documenting the last calf. A group birthdate is easier, but puts every calf at the age of the first calf. With Japan taking cattle verified younger than 20 months of age, a wide calving window could disqualify some of the younger cattle in a group.

We are currently using Bovitrak, a web-based computer system to track all the feeder cattle. With this all in place it makes it convenient for us to get carcass data back to the cow-calf producer.

With all the changes coming with the NAIS, we are excited to use this opportunity to track animals all the way through the chain and provide our bull customers with as much data about their calves as we possibly can, as well as take advantage of the source verified programs such as Laura's Lean, Meyer Natural Angus, PM Beef, Montana Ranch Brand and Swift.



During the Limousin Pen and Carload Show at the 100th National Western Stock Show (NWSS), NWSS Yards Manager Bill Angell recognized those who had exhibited in the Yards for 25 years or more: Peterson's L7 Bar Limousin, Pukwana, S.D. (since 1976); Symens Brothers, Amherst, S.D. (since 1977); Running Creek Ranch, Elizabeth, Colo. (since 1980); Wulf Limousin Farms, Morris, Minn. (since 1980).

## 8 key facts about animal ID

—Reprinted with permission, Troy Marshall, Seedstock Digest, January 13, 2006

This week, the industry announced the formation of the U.S. Animal Identification Organization (USAIO). This is an independent, private group that petitioned USDA to be the entity to manage the database required for the National Animal Identification System (NAIS) and to house and maintain the database repository.

The impetus behind USAIO was the National Cattlemen's Beef Association, but the new group held its own election for board members and will add new board members as other industry organizations join the consortium.

There's likely no issue with more misinformation and misunderstanding surrounding it than national ID. The following is what I consider to be the key facts about national ID:

1. It's coming. Some still debate its need, or an alternate system, but the decision to implement a national ID system was made five years ago. Any lingering doubt by government evaporated with the Sept. 11, 2001 terrorism attacks on the East Coast. The Dec. 23, 2003 discovery of BSE in Washington state nailed it down for good. The only remaining questions were who would implement and control it?

2. The industry was only given one significant choice relative to national ID—take control of the initiative, develop your own plan and create the entities to house the data; or let the government do it for you. This decision was huge as it would affect whether the data could be safeguarded, and if the program's guidelines would be practical and cost-effective to implement with the goal of 48-hour traceback. Some chose to take the initiative and lead; others chose to believe Fact No. 1 was still undecided.

3. The importance of an industry-held data repository is more than simply ensuring others can't access the data. The value of national ID to producers is in the creation of an infrastructure to allow producers to control their own data, and the industry to more effectively share information up and down the system. If industry hadn't led the effort, such capabilities would have been lost.

4. A workable system must uniquely ID individual animals. We all love our ear tags, brands, freeze brands, tattoos, etc., which are effective in proving

ownership and facilitating collection of management data to varying degrees. Unfortunately, they're not unique individual animal ID, and aren't adaptable to the demands of the new system.

5. It's a mistake to think of national ID as strictly a government-mandated program. The world leader in so many areas, it's embarrassing for the U.S. to trail the world in livestock traceability. But it isn't just the government demanding it, so are our customers—be they Wal-Mart, McDonald's or the Japanese.

Nearly every value-chain today requires source and age verification. Others demand process and genetic verification as well. There are \$30-\$40 premiums for such cattle today; in six months, it may be \$10-\$20/head. In 12-18 months, it may be a \$10-\$20 discount for unidentified cattle, and that's before national ID is even implemented.

6. It's not that complicated for cow-calf producers. You simply register your operation and receive a premises ID. When your calves change ownership, they must be ID'd and that individual ID tied to their proper premise in the database.

It's more complicated for those further up the production chain but most of the major beef producing countries have already implemented the system. Thus, it obviously can and will be done.

7. Producers now have but one choice. That's to participate and shape the program, and leverage the value that can be created through the exchange of info and the creation of knowledge a national ID system makes possible. Or, you can elect to complain about it and just let it happen to you.

8. The details aren't that important. Can there be more than one animal-ID database? Sure, the technology to network them is simple and USDA, for once, seems to prefer allowing the free market to work. That simply means the flexibility to improve the system and evolve it.

Will we be using radio-frequency ID tags in 10 years? If the tag and ID companies are doing their job, likely we'll have something far superior. The national ID system certainly isn't perfect but the industry has taken a leadership role to create something workable.

# Hepper Ranch values customer service and full service genetic provider relationship

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



Wayne, Meg, Emma and Jane Hepper look to Wulfs for advice and service.

There's a difference between a genetic provider and a full service genetic provider. The difference requires thinking outside of the box. How exactly does one become a full service genetic provider? By providing customer service, customer service, and more customer service.

Therein lies Wulf Limousin. Some leading beef analysts believe the availability of customer service add-ons will determine which genetic providers will survive the next 15 years. The Wulf Limousin family operation has integrated a variety of customer services to separate itself from the rest of the pack. Hepper Ranch, a long time Wulf bull customer of Fort Yates, North Dakota, values these customer services, including a sound working relationship, Wulfs' feeder calf buy-back program and information sharing.

"We usually get a little bit more money for our feeder cattle. I attribute a lot of it to Wulfs and their genetics. They're aggressive bidders because they're planning on making money on the cattle. They know what type of genetics they're getting," Wayne Hepper says. Wayne and his father annually market 1,100 Angus/Limousin-cross calves at either the local auction market or via private treaty. Wayne will "test the water" and find out the market's direction. He'll then give Jerry Wulf a call to negotiate a price. "It's a nice option to have," Wayne says. If a price can't be agreed upon, the cattle are purchased by someone else. "However, Wulfs offered us a better price this year, so we sold the cattle to them." Wulfs purchase Hepper's cattle 90% of the time.

Hepper Ranch has used Wulf's Limousin bulls



Drew Kalenze and Johann Smalberger are responsible for ranch chores.

exclusively for 15 years. Currently, Wayne is using sons of Wulf's Guardian, one of Wulf's most popular and proven herd sires, as a terminal cross on Angus cows. He uses EPDs, carcass data and phenotype when selecting bulls at Wulf's annual spring sale. Wayne explains, "We made a decision to try and keep our calves as uniform as possible. One way to do that is keeping our bulls as uniform as possible. Currently, all the bulls we're running are sons of Wulf's Guardian."

Hepper Ranch works to keep actual calving weights down around 85 pounds. "I'll place as much or maybe more emphasis on yearling weight EPDs as I do on their weaning weight EPDs. The way I look at it, weaning weight has a high correlation to a cow's ability to milk. I don't need the heifers to be big milkers. Yearling weight has more correlation to a calf's ability to convert feed into pounds of red meat. I'm looking more for this because I'm using them as a terminal cross."

Wayne routinely selects bulls that are in the top 10% for ribeye area and those that are sound and phenotypically appealing. "I've never seen one go through Wulf's sale that wasn't structurally sound. I did have a soundness issue once on a bull I purchased from them private treaty, and Wulfs made it right." Because of Hepper Ranch's terminal program, ribeye area EPDs are important. "A reason I use Wulf genetics is because of the extra meat the Limousin/Angus-cross hangs on the rail."

Living 80 miles from the ranch during the weekdays, Wayne relies upon hired help for the day-to-day ranching activities. The large country and cli-



Johann Smalberger works cattle in Hepper Ranch facilities.

mate of North Dakota can sometimes provide unruly weather during Hepper's spring calving season. Therefore, calving ease and vigor are traits important to the operation. "We calve out a lot of cows in large country and we have the potential for some really nasty weather. We need the calves to be vigorous and get up and start sucking right away, even if it's snowing. Limousin cattle really seem to fill that order." He adds, "Calving ease is extremely impor-

tant to us for the same reasons. We don't have time to mess with them a lot. The cows are pretty much on their own most of the time."

Once the cattle are gathered each October, vaccinated and then leave the ranch 20 days later, a valuable pipeline of information is

exchanged between Jerry and Wayne when Wulfs purchase and feed the cattle. Carcass data is collected and passed onto Wayne to improve on future marketings. Jerry will interpret the data from the closeout sheets and communicate options for future calf crops—vital information for anyone wanting to improve from year to year.

The working relationship started with Leonard Wulf sorting and buying Hepper's cattle. Now, that responsibility has been passed onto Jerry. "It's kind of neat because while they run a large operation, the same person who writes the check also sorts the calves. It's a nice relationship." Wayne also says honesty is widely practiced. During business transactions, written contracts are always completed. "You can call them on the phone, make and deal, and you know it's a done deal when you hang up. Personal

***"One of the things I'm going to look at in the future is retained ownership. I think our cattle and genetics are good enough. Since I have no experience... I would talk to Jerry about partnering on a program."***

(Hepper Ranch continued on page 5)

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missing quality or genetic value.

The Wulf philosophy has always been that the seedstock business goes far beyond selling a quality product. Just as important is the service that goes with it. We always strive to provide cattlemen with all the tools they need to help make the genetic selection process more accurate and less painful. Yet with all of our best efforts, at the end of the day our longevity depends on profitability. The ultimate goal of Wulf Limousin is to create opportunities that strengthen the business environment for our customers. We are confident Wulf's "Good doin'" genetics are cost cutters. When it comes to converting grass or grain into beef, Limousin cattle are some of the most efficient. On the marketing side, we have tried hard to always be there. Whether you are selling Limousin feeders or fed cattle let us know and we will either try to buy the cattle or find a home for them. If you prefer to retain ownership, we will assist there also.

If you want help designing a genetic program or developing a better marketing plan, please give us a call. If you are a satisfied Wulf customer, we are too.

We hope you enjoy this second edition of the *Wulf Record*. We enjoy and appreciate all of our valued customers!

Kind Regards,  
Jerry Wulf

*(Hepper Ranch continued from page 4)*

checks are always accepted."

To capture more of the marketing dollar, Wayne is considering retaining ownership on his calves. "One of the things I'm going to look at in the future is retained ownership. I think our cattle and genetics are good enough. Since I have no experience in that end of the business, I would talk to Jerry about partnering on a program like that. He's brought it up to me before, too. That's a nice option to have. He's someone who has much experience in that segment of the business. Maybe we can see more return on those genetics we've invested in, and not have to step out into the great unknown without any guidance. If you can learn from somebody else's mistakes, it's far better than learning from your own."

Customer service adds real dollars to those who utilize Wulf genetics. It's a win-win situation for full service genetic providers and their customers. And it's a service Hepper Ranch plans on keeping.

**Call or write for  
a 2006 Sale  
Catalog today.**

## Wulf marketing relationships a continual work in progress

Wulf Limousin continually searches for the most advantageous marketing relationships for our customers. Our goal is to forge profitable relationships and communicate and assist our customers in accessing those relationships.

Many of the most successful value-added pricing systems and branded programs recognize the inherent value of high yielding Limousin genetics. Because of the genetic accuracies and historical carcass information that follows Wulf genetics, these value-added programs appreciate the value of our customer's cattle.

**Laura's Lean Beef:** One of the oldest, most successful branded programs favoring red, lean and high yielding cattle and source verified, natural beef. Wulf Limousin has been a major supplier for LLB since its beginning. LLB prefers cattle that are 75% Limousin or higher.

**PM BEEF:** Was one of the first to implement a source and age verified branded beef program called Ranch to Retail. They are in the process of changing that into an all-natural program, non-breed specific, that still favors higher yielding cattle. They will buy cattle using the weekly choice-select spreads. Halfblood Limousin-cross cattle work well in this program.

**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 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.

**Montana Ranch Brand:** This is a new start up branded beef company that we have sold cattle to since June of 2005. They understand the value of cutability and pay nice premiums for better yield grades. They prefer natural choice cattle, but can use some select in the mix, so they buy cattle with the weekly Choice-Select spread. Half to three-quarterblood Limousin-cross natural cattle work very well on their grid.

**Swift:** We have been selling cattle on two different value-added programs they offer. One is a source and age verified program (QSA) for both the domestic and foreign markets. The other is their natural program that prefers a high percentage of Choice cattle in the mix. The half Limousin, half Angus works well in both of them.

**Tyson:** Since the inception of Tyson's Real Time Grid, we discovered that Limousin and Limousin-cross cattle can achieve nice premiums on this grid. In the commodity market for non-natural cattle, their premiums for Yield Grade 1s and 2s are among the best in the industry. We continue to market many cattle each year on this grid. Combine the higher yield grade premiums with Limousin's higher dressing percentage, and our cattle dollar up very well on a live weight basis. Halfblood to purebred cattle all work well on the Real Time Grid.

Regardless of what grid or program in which we are selling fed cattle, all of the programs are very good about helping us collect the carcass data and flow it back through our tracking system, allowing both us and our customers to benefit.

## Which bull should I buy?

**Indexes in our sale catalog can simplify your bull selection and help you choose the bull that's best for your operation.**

Last year, for the first time, we published indexes to assist our bull customers in selecting the bulls that best met the needs for their operations. Once again, we will include the indexes in our 2006 catalog. The indexes can simplify your bull selection and avoid single trait selection. Single-trait selection is not wise; rather, cattle with a balance of traits that match your production needs provide the greatest profit potential. The indexes that combine traits of economic importance for different types of bull customers. Indexes in our 2006 sale catalog are most helpful for 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.

# Rachel Wulf to continue as NALJA Ambassador

Rachel Wulf of Morris, Minn., will share her great attitude, work ethic and Limousin experience as the North American Limousin Junior Association (NALJA) Ambassador for another year. At the North American Limousin Foundation (NALF) Member Social on Jan. 8 in Denver, Colo., Director of Junior Activities Bret Begert announced that Wulf, the 2005 NALJA Ambassador, would continue to serve until the 2007 National Western Stock Show (NWSS). She is a junior in agricultural journalism at South Dakota State University (SDSU) and a daughter of Jerry and Linda Wulf.

The NALJA Ambassador's major responsibility is helping to coordinate the National Junior Limousin Show and Congress (NJLSC) and the summer's three regional junior Limousin shows. That involvement includes all facets of show preparation and management, including satellite events. The Ambassador also represents NALJA at the NWSS, the Leaders in Motivating the Industry (LIMI) Conference and the Youth Beef Industry Conference (YBIC).

NALJA members or past members who are interested in the beef industry or are working toward degrees in animal science or related fields can apply for the ambassadorship by Dec. 1 each year. For information about the program, contact the NALF office at (303) 220-1693.

*(Sale offering continued from page 1)*

bulls we have ever offered in our sale. These bulls possess the predictability and heritability demanded and deserved by our customers.

If we can answer any questions regarding the sale offering or improving your current beef operation, please give us a call.

## 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."*

Watch the sale via internet broadcast at [www.livestockrus.com](http://www.livestockrus.com). You can also place bids through conference calling. Please call ahead and register for conference call bidding.  
**Bidding Conference Call No.: 1-800-423-1988**  
**Conference ID and Pass Code: 664462**



**Please Join Us For The Wulf Limousin "Opportunity Sale Of 2006"**  
**Thurs., March 30 • 12 Noon**  
**At the farm, Morris, MN**

**Selling 270**

**Limousin & LimFlex Bulls**

- 100 Coming 2-year-old bulls
- 170 Yearling bulls
- Our entire 2006 National Western Pen and Carload bulls

**Selling 80 Limousin Females**

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- 40 Open replacement heifers from the heart of the Wulf herd

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