



THE WULF RECORD

FALL 2014

www.WulfCattle.com

Vol. 10, Issue 2

Dear Friends & Fellow Cattlemen,



We have all watched the fireworks in the cattle markets since we mailed the last *Wulf Record* over six months ago. We thought it was a good market then, and it

has now legged up to new highs. Fed and feeder cattle are nearly 20 and 30 percent higher, respectively. Markets do what markets do and somewhere in here we'll find a top. I believe then we'll settle back some and the cattle market will have found a new and higher trading range.

These are exciting times to be in the beef business. With a renewed equity infusion into the industry, it will create opportunities for us to grow and rebuild. As we do, let's remember to stay focused on building a better beef supply chain.

Like most all operations, the cattle market has been a boost to the bottom line at Wulf Cattle. There is no better time than these to remind ourselves what we are all about. Whether markets are high or low, we are in it for the long haul. Our focus needs to stay on our strategy—leveraging high end genetics and strengthening relationships with ranchers and processors.

For nearly half a century, Wulf Cattle has been a cattle feeding company backed by powerful genetics. Our experience has taught us that Wulf Limousin-cross cattle convert grass and grain into a high quality carcass more efficiently than anything out there. Over the years, we've been blessed with steady growth in our integrated cattle company. Joining forces with Riverview in the summer of 2012 has allowed Wulf Cattle to expand at an even more rapid pace. With the addition of ranch land and

(Continued on page 7)

GENERATIONAL Genetics FEMALES ONLINE!

Tuesday ■ November 25, 2014 ■ 6 PM

www.DVAuction.com

The 1st "Online Only" Wulf Cattle Female Auction

Selling 125 head of registered Limousin, Lim-Flex and Angus bred cows and heifers

This select offering of Wulf Cattle females represents the same trusted genetics the beef industry has relied upon for more than 25 years. Not only do buyers have the opportunity to purchase females from Limousin's most

proven genetics, they can also take advantage of the total Wulf Advantage program.

Watch for more information in the November *Limousin World*. Also, watch for videos of the sale females at www.WulfCattle.com.



Go to www.DVAuction.com for bidding information

DVAuction
Broadcasting Real-Time Auctions

Schedule:

October 15: Cattle available for viewing at Sandy Ridge (Atkinson, Neb.) after October 15

November 1: Videos will be available by Nov. 1

November 25: The video-only sale will be broadcast live at 6:00 PM on Nov. 25

- Interested buyers can register anytime at DVAuction.com
- Auctioneer: C.K. Sonny Booth

Calf Run 2014 Hosted at Wulf Cattle Facility

Wulf Cattle hosted commercial cattlemen from five states at their annual Calf Run 2014. Cattlemen toured the 12,000 head Wulf Cattle Depot feeding facility in McLaughlin, South Dakota. Following the tour, dinner was served and guests settled in for the educational program, "Pasture to Pack", featuring Tyson Foods, IMI Global and representatives from Wulf Cattle.

Jerry Wulf kicked off the program by thanking attendees for their support and involvement in Wulf's integrated programs. Wulf continued to discuss the diverse programs that provide multi-level opportunities for producers using Wulf Cattle genetics. The Wulf Cattle integrated system includes feeder calf procurement, feedlot and carcass data, source and age verification,

(Calf Run, continued on page 6)

Making it Happen at Borderview Bell

By Sharla Ishmael

Montana ranchers Brittany and Billy Allestad are the all-American example of what a young couple in the cattle business can do with a lot of hard work and specific goals in mind.

They live in the middle of nowhere, 60 miles to the nearest grocery store. They have three children under the age of six and no grandparents nearby to babysit. They also happen to run a 650 head cow-calf operation near the Canadian border where snowfall can top 110 inches a year and they have no hired help.

They are the Allestads, a young couple willing to do whatever it takes to breed the kind of cattle that work for their challenging environment, meet specific market targets and continually fine tune their cow factory with replacements that top the previous generation. They also happen to have been Wulf Cattle customers for the last five years, buying several bulls each year in the annual spring production sale and contracting their Limousin-sired calves back each fall.

Their calves are IMI-Verified Natural and GAP approved, programs they found through their relationship with Wulf Cattle that bring added premiums for their documented management.

Reputable People, Reputable Genetics

“All of our cows are black,” explains Brittany. “We’re working toward a very moderate framed cow. When my husband’s family bought this place about nine years ago, they brought some Angus cattle with them. They were actually from the Big Timber area and had run sheep for many years. (They were featured in the movie “Sweetgrass”). As Billy got older, they switched more to cattle.

“When we took over, we decided to keep an Angus mother cow herd,” she adds. “But we wanted to introduce Limousin as a terminal cross

to add pounds at weaning. As we looked around at our options, a lot of it is finding a reputable person as much as it is the cattle. I grew up in Wisconsin and my dad had been friends and business partners with Jerry Wulf for a long time. We knew he was a genuine guy who’d treat us right.”

“What we really like about the Angus x Limousin cross is the efficiency,” Brittany explains. “We’ve backed up our calving to the first of April and we run on pretty extensive country, so calving ease is very important to us. On the other end, we need to pull those calves off in the middle of October because our cows need enough time to bounce back before winter hits. One of our targets for the cow herd is for each momma to wean a calf that is at least 50 percent of her body weight in that short window of time.”

As this cow-calf operation is their livelihood, the Allestads are serious about keeping good records that allow them to gauge their progress toward their goals. Their weaning weights show a 20 pound improvement since switching from a straightbred herd to a terminal cross with Limousin bulls. However, while the product they sell is measured in pounds, they put a tremendous amount of effort into building the best factory they can in light of the harsh winters and open country.

“We feed hay for a lot of months out of the year,” she says. “It gets to be a real challenge in this kind of cold just keeping the equipment running and feeding hay. On the flip side, we have amazing grass in the summer. But we have to be very aware of not getting too big with cow size. They have to be very efficient or they just don’t work here. We have done a lot of culling and hard sorting to get our herd where it is.”



Billy and Brittany Allestad

“We keep our own replacements and have been breeding the top 200 cows we have back to Angus for the heifers. But we’ve also started using some Irish Black bulls on some of these top end Angus cows. They are very similar to Angus but more moderate in size. We just preg-checked about 120 heifers this morning and we’re getting a higher breeding percentage with the Irish Black so far.”

As far as their terminal cross herd goes, the Allestads really like the Wulf bull retirement program, which they utilized for the first time last year. When the trucks rolled in to pick up the calves, they also loaded up the bulls that were five years or older and sent them back to Wulfs where they were fed for a month or so and then sold.

“We think it’s great!” Brittany says. “We got sale credit for each bull and a bonus for multiple bulls. I think we got an additional \$300 per bull due to the number of head that we sent. The timing works really well for us because we’ve got that credit waiting for us in the production sale at the end of March. That’s when we start calving, but it’s worth the time to stop and sort through the catalog. We bid online or my dad goes to the sale after we’ve carefully evaluated the bulls on paper.”

The Allestads are always looking of ways to improve their ranch’s natural resources. They cross-fenced some pastures to utilize grass better and also installed miles of extra water pipeline and new tanks to provide more fresh water and



The Borderview Bell Ranch near Opbeim, Mont., is located in beautiful, open range country in the northeastern part of the state where summer grass is lush but winters are brutal. It’s such an isolated community there are only 30 or so kids in the local school, kindergarten through 12th grade. Opbeim made national headlines a few years ago when the graduating senior class consisted of one student.

distribute it in pastures more evenly. The 45 day grazing rotation keeps overgrazing of certain plant species in check and they're continually working on pasture quality and identifying plant species that indicate pasture condition.

Building the Cow Herd Their Way

So what does the future hold for this hard working Montana family of five? They aren't ready to expand—yet. But, the Allestads are very focused on building quality—that and a whole lot of family time out working together.

“Right now, we probably have all we can

manage,” she says. “We don't have a hired man so it's just us. I do feel that someday we will expand numbers as the kids get older, etc. Right now, our No. 1 goal is develop the highest quality of females that we can. We use our scales and an EID reader and are constantly taking weights. What we want is a 1,250 lb. cow that give us fast growing calves that can reach our target weight by weaning in the short time frame we have in our operation.”

“We are really working hard at getting to the point where every single cow in the herd meets those requirements,” she adds. “That is how we plan to build our herd.” ■



Dylan Allestad, a 6-year-old first grader, helps beat detect heifers like a pro. She has two siblings: sister Tenley, 4, and baby brother, Tate, who was about 8 months old in September.

Wulf Cattle: Be Kind

By Robyn Metzger, Feedlot R&D/Value Added Programs

“No one cares how much you know, until they know how much you care” — Theodore Roosevelt



In the spring of 2014, we started a new internal program at Wulf Cattle called “Be Kind”. We believe proper animal care is essential for the long-term viability of our business. We do not tolerate any form of animal mistreatment.

Animal care is directly connected to the attitude and knowledge of our managers. We started this program to build awareness in our employees of the target on our backs in animal agriculture. We care about our animals and want people to know we take care of them to the best of our ability. Besides being the right thing to do, animals that are treated better also perform better in the feedyard.

Our goal at Wulf Cattle emphasizes and maintains a culture of commitment to the well being of our animals. We have two objectives. Objective #1: Conduct trainings to inform employees about specific common practices and to build an overall awareness of animal well being. Objective #2: Maintain a culture of zero tolerance toward animal mistreatment. Any incident will result in termination of employment.

We have trained all management, feedlot and ranch employees on proper animal handling, facility maintenance, feeding, pulling sick cattle, treating, processing, and transportation. We have a set of common practices that all employees are aware of and are expected to follow. All employees will be BQA certified which helps the employees learn safe and proper procedures when dealing with cattle. We would never ask our employees to

compromise their safety for that of an animal.

Along with our common practices, we have a SWAT team at each location. The SWAT team is a group of employees specially trained on handling emergency situations such as euthanasia or downer animals. The team members are properly trained on how to deal with the situation in the best possible manner. They are then required to mark on a feedyard map where these emergency situations have occurred. If we start seeing a frequency in an area, we will evaluate how we are using that area.

If you have the opportunity to visit any of our locations, you will likely see several “Be



Kind” signs in the shape of a “Stop” sign. They serve as reminders and are often displayed in areas where humans and animals interact. If you have questions, feel free to give me a call and I'd be happy to explain our program. Phone (605) 695-9874. ■

Be Kind Tip: Processing Cattle

It is important to use appropriate common practices when processing animals. Some cattle are naturally more prone to vocalize. However, if more than 5 percent are vocal during processing, you should reevaluate your procedures.

- **Be sure you are using the appropriate restrain/squeeze. Do not cause any unnecessary harm to the animal.**
- **Adjust the chute to fit the size of the animal.**
- **Avoid slippery surfaces, especially where cattle need to enter single file (i.e. alley or chute).**
- **Make sure the cattle handlers are not using electric prods. Flags or paddles are an acceptable replacement and used more for guidance than prodding.**

If more than 25 percent of the animals jump or run out of the chute, review the situation to determine if it is a cattle temperament issue or a cattle handling issue. It is also important to avoid working cattle in extreme heat and humidity. In the summer, process them in the early morning or evening when temperatures are cooler. This should help minimize the cattle's stress. ■

Wulf Cattle Team Member Spotlight Scott Toberman

Scott Toberman, new Wulf team member this year, handles dual roles within Wulf Cattle. He assists with the Breeding to Feeding (B2F) program, working closely with the B2F partner semen companies to help market the program. Scott also assists in developing calf logistics throughout the U.S. He also provides marketing assistance with the registered cow herd including selection for Wulf's annual Opportunity Sale.

Scott grew up raising registered Limousin cattle in southwest Wisconsin. He's a member of the North American Limousin Foundation. In his spare time, he enjoys activities with his wife, Amber, and their three kids: Adrienne (9 yrs. old), Cooper (4 yrs. old) and Paisley (2 yrs. old). Hunting whitetail deer is also a favorite pastime. ■



Limousin Solve the Debate of Grade or Yield They do both.

*By Mark Anderson, Executive Director, North American Limousin Foundation
Reprinted with permission from the Bottom Line*

The diversity of Limousin cattle and their place in today's cattle market has never been more apparent than what it is today. It is estimated there are 71 branded beef programs offered in today's retail meat case, in addition to regular commodity beef sold throughout different retail chains. These value-added brands all vary with claims that range from breed specific cattle to programs that offer upper end quality grades to leaner and lower fat content.

Programs are also varied by whether they are based off of regular commodity production or naturally-raised beef. Additionally, some of these programs incorporate different levels of source verification in addition to humane handling practices. Given the strides made by seedstock breeders over the last decade, the ability for Limousin cattle to hit the mark on many of these different programs has never been more evident than it is now.

Wulf Cattle, based out of Morris, Minn., capitalizes on the diversity of Limousin cattle every week of the year. In addition to being one of the breed's largest seedstock producers, Wulf Cattle also purchases, feeds and markets cattle through five different feedyards in Nebraska, South Dakota and Minnesota. Wulf Cattle capitalizes on the diversity of Limousin genetics not only in their breeding program, but also in their feeding programs. These cattle are fed into primarily four different groups destined for four different end programs which include natural program cattle, Laura's Lean Beef, NHTC (Non-Hormone Treated Cattle) and regular commodity fed cattle.

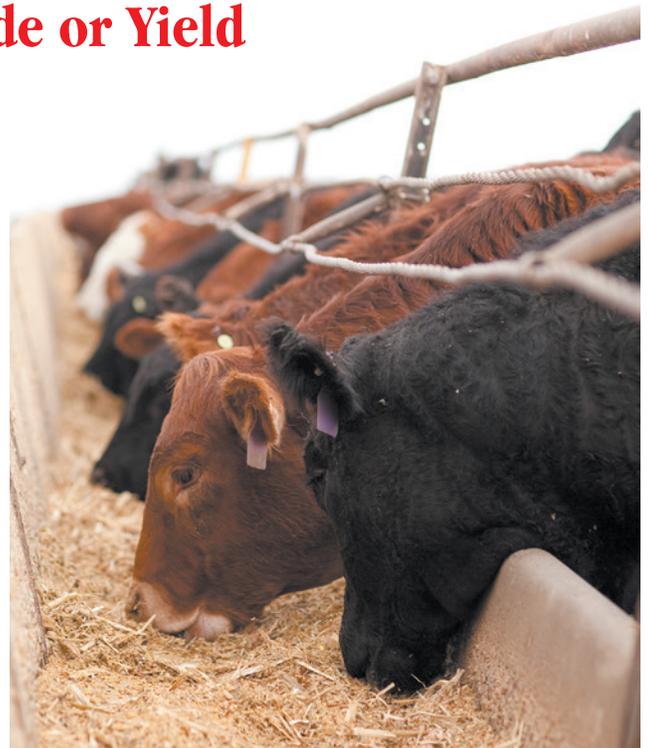
Wulf Cattle likes to buy feeder cattle sired by Limousin and Lim-Flex bulls for two primary reasons. Number one, Limousin cattle have the

genetics to excel in the feedyard. This, in turn, lowers their cost of production because the cattle are able to convert feed to gain more efficiently. Number two, they feel the Limousin- and Lim-Flex- sired calves they sell as fed cattle to their customers, such as Tyson, have more desirable carcasses and they receive a premium for supplying them with quality fed cattle.

The accompanying table represents a large sample of kill data on cattle harvested through Wulf Cattle's four different programs during 2013. The diversity of Limousin genetics is apparent when examining the data. As expected, cattle destined for Laura's Lean Beef have a lower percent Choice with higher percentage Limousin cattle that are fed lower energy rations with fewer days on feed.

Their Limousin-based feeder cattle, which go into commodity-based trade and higher grading natural programs, reflect the ability of Limousin genetics to give a desirable result for Choice grading cattle while not sacrificing value in terms of yield grade and muscling. As evidenced by the table, cattle destined for natural Choice programs and NHTC consistently graded 80 percent Choice while still maintaining sufficient yield grade results.

In other words, the cattle can do both while maintaining feed efficiency and harvest quality while peaking on their dry matter conversions for



optimal closeout results as it applies to cost of gains, all through genetics.

Wulf Cattle has been breeding and feeding superior genetics for many years. They also share their performance and carcass data with customers that sell feeder cattle into their programs so producers can actually see how their cattle perform. Ranchers are then able to make bull purchases based on actual results and real world data to make genetic improvement. Much like the Wulf Cattle over the past decade, most Limousin seedstock breeders have not lost sight of Limousin's ability to enhance yield grades while making marked improvements in quality grade. The advantages are also apparent when feed efficiency is evaluated and Limousin cattle's positive impact on dry matter feed conversions.

Limousin breeders should be in a position



Breeding to Feeding Update

By Anthony Ekren, Dairy Beef Marketing

We have now passed the two year mark since we started the beef X dairy program, Breeding to FeedingSM. Many dairymen across the U.S. have used Wulf bulls in an effort to increase their profit potential by maximizing their pregnancies. To help broaden the program, we are

excited to announce we have partnered with three new semen companies—Select Sires, Alta Genetics and CRV USA. Each of these partners, along with our original partner, Genex Cooperative, have a great lineup of Wulf bulls to choose from. We are very appreciative of the time spent with each one of these companies as well as the partnerships we have forged with dairymen across the country. ■



Limousin x Jersey-cross feedlot steer



Limousin x dairy-cross calf

Breeding to Feeding Semen Distribution Partners



No. Strings. Attached.

Wulf Cattle wants to buy your Limousin or Limousin-cross feeder calves.

At Wulf Cattle, we were cattle feeders long before we earned a reputation as a premier Limousin seedstock breeder. Decades of cattle feeding experience led us to the value of efficiency and yield of Limousin.

As our Wulf Cattle registered Limousin operation grew, the primary source for our feeder calf supply was our commercial bull customers. We have sourced Limousin or Limousin-cross feeders from our bull customers for many years and that will not change.

Today, Wulf Cattle feeds and markets over 50,000 fed cattle with plans to increase our marketings each year. We are excited about the value of Limousin and are interested in buying your Limousin or Limousin-cross feeder calves. We are especially interested in calves that may qualify for our natural and NHTC programs.

Our Wulf Cattle feedyard capacity is expanding. Whether you are a Wulf customer or not, if you have Limousin or Limousin-cross feeder calves, we want to buy your calves.

Talk to us about adding value to your cattle through natural or NHTC programs.

If you are interested, please contact:

Nate Knobloch: (Cell) (712) 330-9347 • nate.knobloch@wulfcattle.com

Jerry Wulf: (Cell) (320) 491-1390 • jerry.wulf@wulfcattle.com

Learn more at www.WulfCattle.com

(Grade or Yield, continued from page 4)

to help commercial producers restock and rebuild their herds over the next three years. With commercial producers looking to expand, Limousin cattle are in a unique position to offer genetics that will capitalize on increased feed efficiency along with improved yield grade and cutability. With the increase in the cost of production that has occurred in the cow business, the advantages of utilizing Limousin genetics in the commercial cattle business have never been more important in terms of maintaining profitability.

Although current cattle prices are at record highs, their effect on retail prices and consumer demand needs to be watched closely. Middle meats have always been one of the easiest products to market at the retail level, yet high prices for fed cattle have made middle meats a luxury item for a large percent of consumers. As a result, hamburger purchases have accelerated for much of the consuming public for reasons of both price and convenience.

Limousin cattle have distinct advantages as consumers look to utilize ground beef products, because of both price and convenience. The benefit of using Limousin cattle in a crossbreeding program is a higher cutability carcass in terms of both dressing percentage and lean yield. In today's retail marketplace, it is estimated that nearly 62 percent of beef consumption is in some form of ground beef, while only 20 percent are rib and loin products. The remaining percentage is in some form of brisket, flank and short ribs or non-middle meat muscle cuts.

Given the liquidation of cows and bulls in the market the last three years, there will be a shortage of lean beef over the next two years as producers look to expand and cow slaughter is curtailed. Given the higher value of lean trim at the retail level, 90 percent lean versus 85 percent and lower, Limousin-influenced cattle can capitalize on this growing trend to satisfy retail and consumer demand. The market will also see a trend toward grinding additional muscle cuts of fed cattle to satisfy the demand for ground products as beef prices remain high over the next few years.

The U.S. consumer clearly wants convenient ground beef as an option to competitively priced proteins such as poultry. With the current U.S. cattle industry managing all fed beef as if it was marketing only premium middle cuts to upper chain

(Grade or Yield, continued on page 8)



Members of the Wulf Cattle team were on hand for their annual Calf Run held at the Wulf Cattle Depot feeding facility in McLaughlin, S.D. Pictured left to right are Jerry Wulf, Lucas Sutherland, Bob Scherer, Travis Edeal, Nate Knobloch and Casey Fanta.

(Calf Run, continued from page 1)

bull selection indexes, bull retirement program, genetic consultation and marketing in NHTC and natural cattle programs.

Wulf Cattle feeds more than 45,000 head annually including 35,000 Limousin and Limousin influenced cattle. Approximately 90 percent of Wulf's fed cattle are sold into Tyson Foods' value added programs. Future plans include continued growth in cattle procurement and an increase in fed cattle marketings.

Those in attendance received an update on the innovative Breeding to Feeding dairy-beef program using Limousin and Lim-Flex bulls on Jersey females. Genex was the original semen supplier/partner for the launch of Breeding to Feeding. Recently, Alta Genetics, Select Sires and CRV Global have been added as semen distribution partners. Breeding to Feeding is an example of innovative protein production with a sustainable end point target of NHTC and natural markets.

Bob Scherer, Tyson Foods, discussed the value of Limousin genetics in natural programs compared to other breeds. Scherer reported that 28 percent of the natural product marketed by Tyson is supplied by Wulf Cattle. Furthermore, Scherer shared that 33 percent of Tyson's NHTC

product exported for the European Union is procured from Wulf Cattle.

Travis Edeal, IMI Global, discussed the value of third party verification. Edeal encouraged producers to recognize the value of a robust trace back system as exports increase and trading partners require more information about the producers and ranch of origin.

Jerry Wulf stressed to those in attendance that the success of the Wulf Cattle marketing program is directly connected to cattlemen who supply the cattle necessary to operate such an extensive operation. Feedlot and carcass data is routinely gathered and shared with the producer. As more data is collected and analyzed, then more accurate information can be used to improve the product.

Wulf staff concluded the evening with brief updates. Lucas Sutherland, manager of the Wulf Depot, discussed the feedlot protocol. Nate Knobloch, head of cattle procurement, discussed the confidence Wulf Cattle operations have in Limousin genetics. Casey Fanta, seedstock manager, outlined Wulf's customer service and the opportunities available for those commercial and seedstock beef producers seeking to add value to their operations. ■

Fall Bull Retirement Program Nov. 21 (2-5 p.m.) and Nov. 22 (8-11 a.m.) at Wulf's Cattle 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. American Foods will buy all bulls that meet current USDA withdrawals for all animal health products. American Foods will also pay a premium for those bulls that qualify as Natural. 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 will be used as sale credit at Wulf's Opportunity Sale on Friday, March 27, 2015. Bulls can

be delivered to Wulf's Cattle Depot (McLaughlin, S.D.) where we have a certified scale.

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

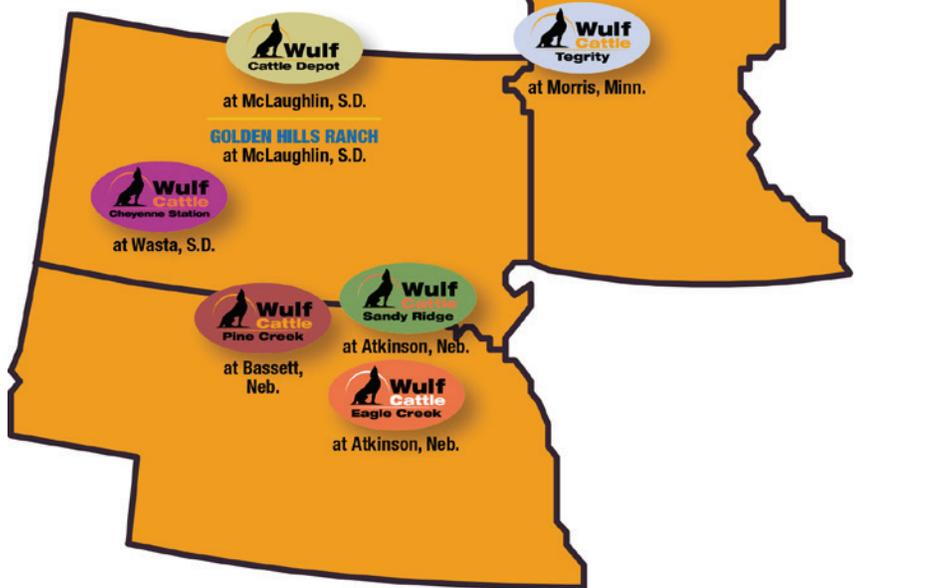
- 1-4 bulls = \$200 per bull
- 5-9 bulls = \$250 per bull
- 10+ bulls = \$300 per bull

****Call us starting Nov. 20 for a bull price estimate at (320) 392-5802 or email wulf@wulfcattle.com. Contact us with any questions and to let us know if you are bringing in your bulls.**

New Wulf Cattle Location

Cheyenne Station is a 5,000 head stocker ranch near Wasta, S.D.

Close proximity to processing makes good economic sense in the cattle feeding business. Our feedyards are strategically located to avoid long hauls from ranch of origin to the feedyards. Also, shipping of our finished cattle to the harvest facility is minimized.



WULF'S OPPORTUNITY SALE of 2015

Friday • March 27, 2015
At the farm • Morris, MN
Selling 425 Limousin, Lim-Flex & Angus Bulls

(Jerry's Letter, continued from page 1)

three feedyards in north-central Nebraska, we have been able to increase our fed cattle marketings to 45,000 in 2014. That is up from 24,000 fed cattle in 2011. We anticipate marketing 50,000 by 2015.

Wulf Cattle has a long history of selling bulls and semen and then buying back feeder cattle of our known genetics. Expanding our fed cattle marketings has generated more opportunities for others to raise and sell us Limousin-cross cattle. If you have been a customer/calf supplier of Wulf Cattle, we extend a heartfelt thanks! We cherish our relationship and don't take it for granted! If you're on the outside looking in, we invite you to come see what Wulf Cattle is all about. Our team would like the opportunity to discuss with you about becoming a feeder calf supplier. Designing genetics, getting qualified for Natural and NHTC programs, and building a health and carcass data history are ways that we'd like to help you add value to your calf crop.

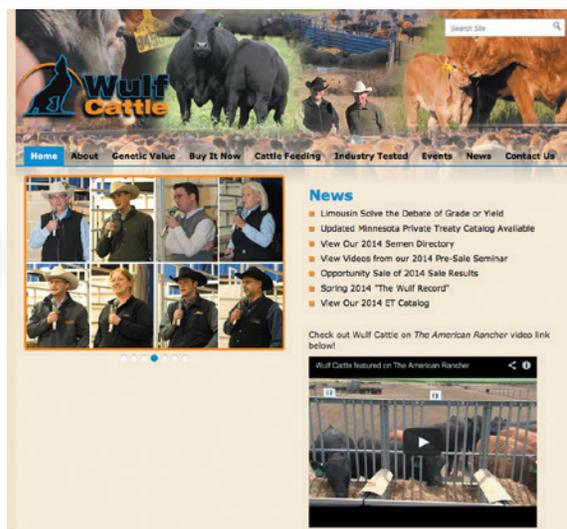
Wulf Cattle has operations in Morris, Minn.; McLaughlin, S.D.; Wasta, S.D.; and Atkinson and Bassett, Neb. If you are ever in any of these areas, please stop for a visit. The coffee pot is on. Or, pick up the phone and call, we are always anxious to talk cattle.

Kind Regards,
Jerry Wulf, President

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Connect With Us

www.WulfCattle.com



"The American Rancher" featured Wulf Cattle's operations in August 2014.

Watch it at www.WulfCattle.com.



26406 470th Ave.
Morris, MN 56267

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Topeka, KS

(Grade or Yield, continued from page 6)

restaurants, it might be advantageous to not lose sight of reality and the demand for our lean ground product as food prices will remain relatively high.

Limousin cattle are in a position to not only take advantage of this through high yielding genetics, but are also able to supply the other end of this spectrum by producing a high quality product that fits in the higher priced middle meat category, given the improvements breeders have made with marbling EPDs over recent

years. Limousin cattle can hit the higher quality grade targets while having the added benefits of improved dry matter conversion while maintaining the upper end of the yield grade spectrum.

Many ranchers and feeding companies are using Limousin genetics in their programs for these very reasons. With the inclusion of Lim-Flex (Limousin x Angus hybrid), more commercial cattle producers are utilizing Limousin-influenced bulls in their breeding programs, especially on cattle that need improvements in yield grade, feed efficiency and improved dressing percentages

while not sacrificing quality grade.

Major advantages occur, especially in natural feeding programs where implants and beta-agonists cannot be used. These programs command high premiums, yet most feeders say they need the influence of Continental breeding in natural programs to maintain performance at both the feedyard and packing house.

If you haven't looked into what Limousin and Lim-Flex genetics can do for your program lately, now is a great time to give these cattle a second look. ■

Carcass Data (Wulf Cattle Company 2013)

Program Type	Sex	#HD	% Prime	% Choice	% Select	% Standard	% Dark Cutter	No Roll	Hot Carcass Weight (LBS)	% YG 1	% YG 2	% YG 3	% YG 4	% YG 5	Rib Eye Area (Sq In)
Commodity	Steers	4,936	2%	60%	34%	0%	0%	2%	916	14%	40%	36%	9%	1%	14.31
Commodity	Heifers	3,287	3%	64%	29%	0%	1%	4%	830	16%	37%	35%	10%	1%	13.90
Laura's Lean	Steers	600	0%	13%	49%	38%	0%	0%	790	21%	63%	16%	0%	0%	13.63
Laura's Lean	Heifers	970	0%	17%	44%	39%	0%	0%	783	20%	68%	12%	0%	0%	13.35
Natural Choice	Steers	6,952	6%	81%	13%	0%	0%	1%	875	4%	28%	48%	17%	2%	
Natural Choice	Heifers	4,832	6%	80%	13%	0%	0%	1%	862	9%	40%	40%	10%	1%	
NHTC	Steers	5,721	8%	75%	16%	0%	0%	0%	864	7%	31%	46%	15%	1%	
NHTC	Heifers	5,657	8%	80%	11%	0%	0%	1%	838	6%	34%	44%	15%	2%	