



THE WULF RECORD

SPRING 2013

Vol. 9, Issue 1

Dear Friends & Fellow Cattlemen,

Writing this letter each year gives us the opportunity to reflect back and analyze the previous year. History or what happened yesterday plays a big role in shaping our future. We believe 2012 will be most remembered for its drought. Will we have enough feed? What will feed cost? Will we be able to hang on to all the cows? These are tough questions many of us have had to ask.

The good news for 2012 is we watched those cattle markets rise to new highs. Demand for high quality American beef both domestic and abroad is amazing.

Seems like with adversity there is always opportunity. With two back-to-back dry years, we have seen cow liquidation like we have not seen in a while. When it gets back to raining we believe the cattle markets will take another leg up. Those that are able to keep their cows will be in the driver's seat.

With today's feed prices and cow costs, there is no room for dead weight. No better time than now to beef up the genetics in our cowherd and calf crop. Here at Wulf Cattle we have become more cognizant than ever about the cost to keep a cow and feed conversions. Our integrated beef model is driven by industry leading genetics, with a strong focus on efficiency. Limousin-cross cattle have stood the test of time and served us well.

2012 was an exciting year for Wulf Cattle. We partnered with Riverview LLP, which expanded our beef operations

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25th ANNIVERSARY

WULF'S OPPORTUNITY SALE OF 2013

Seminar: Thursday, March 21 ■ 7:00 PM
Sale: Friday, March 22 ■ 12 Noon (Lunch at 11:00 AM)
 At the farm ■ Morris, MN

Selling 350 Limousin, Lim-Flex & Angus bulls ■ 50 females

Please join us March 21st, 5:00-6:30 PM, for a Soup Supper and Seminar @ 7:00 PM.

- Exciting New Partnerships
- Addition of Angus
- Latest Research
- Value Added Programs
- Breeding to Feeding

Traditionally, we have showcased our 2013 sale offering by exhibiting and competing in the pen and carload shows at the National Western Stock Show. This year, as you may know by now, we did not exhibit live cattle in Denver. This powerful offering of bulls and females, while not on display in Denver, are some of the most genotypically and phenotypically powerful cattle we have had the privilege to offer. We encourage you to look at the pedigrees and data

and watch the videos at www.WulfCattle.com. We also invite you to come by the farm and see this tremendous offering in advance. As always, all Wulf cattle will be backed by the same 100% guarantee our customers have relied on for more than three decades. We hope you can join us, March 21st and 22nd for the Wulf Seminar and Opportunity Sale of 2013. ■



Wulfs Yellowhammer Y359Y

4/16/2011 ■ HP / HB ■ NPM1995929
 Wulfs Upgrade 0500U X ENG D Tilly Girl 339T

CED	BW	WW	YW	MA	CEM	SC	DOC	CW	REA	YG	MB	\$MTI
8	2.2	44	91	22	7	0.7	9	14	.45	.01	-.02	43



Wulfs Zane X238Z

3/4/2012 ■ HB / Blk ■ NPM2012376
 Wulfs Xclusive 2458X X Wulfs Myrlene 2332M

CED	BW	WW	YW	MA	CEM	SC	DOC	CW	REA	YG	MB	\$MTI
11	1.6	68	112	27	8	0.3	25	31	.51	-.07	.14	56

(Continued on page 6)

Roth Limousin Seizing Opportunities

—By Kim Holt

“I enjoy feeding cattle,” remarks Jarrod Roth, who partners in Roth Farms with his brother Michael and father Gene, 45 miles south of Aberdeen in northeast South Dakota, near Redfield.

Work is never in short supply on this farm. Jarrod oversees the cattle and Michael the farming side of things. This family farms roughly 1,000 acres of corn and the same amount of beans, along with 250 acres of alfalfa. They run 550 head of commercial cow-calf pairs, mostly all Limousin, and a smaller herd of purebred Angus.

Jarrod and Michael are the third generation to farm and ranch here, and they carry out the day-to-day operations with Michael’s sons, Brendan, 16, and Brexton, 13. Gene is semi-retired, but also assists as do other family members from time to time.

Jarrod says they had to invest in more cows in order to bring both brothers back to the farm and have enough income. They’ve been growing their herd, and have kept from 80 to 100 head of replacements annually. All females are bred to Limousin bulls and, their intent with the Angus females, is to grow their numbers of Lim-Flex replacements.

Limousin is a breed that’s been used by the Roth family for about 30 years, and is especially appreciated by them for its feed efficiency and muscle. Jarrod and Michael’s grandfather started their farm with milk cows and Hereford and Angus cattle. Gene began breeding Limousin back on these English breeds, his first bulls coming from a local neighbor.

After that neighbor sold out of the cattle business, Gene needed a new Limousin seedstock provider. He learned of Wulf Limousin through word of mouth, and began buying his first bulls there in 1992. Jarrod explains that his father and Leonard Wulf started

working together: Gene purchased bulls and Leonard would actively bid on his calves when they were offered for auction in Aberdeen. Oftentimes, they went to Laura’s Lean and Gene would receive back information plus a bonus check.

The Roth-Wulf relationship continues today between Jarrod and Jerry Wulf, and further demonstrates Wulf Cattle’s dedication to being a full-service provider to its customers.

Jarrod met Jerry by attending the Wulf production sale, something he doesn’t miss annually in March. Jarrod does his homework before making final bull selections on sale day. He says, “I told Jerry that ‘he couldn’t put enough information in his sale catalog for me. The more information on the bulls, the better I like it.’”

The top two criteria on which Jarrod selects new herd bulls are disposition and birth weight. He and Michael are short on extra labor, plus they calve in

replacement heifers will eat less feed than these purchased heifers, which are usually weighing 100 pounds less.

Similarly, last summer’s Real World 101 project indicated that Limousin cattle, on average, have a \$45 per head feed cost advantage. (Refer to article on page 2 of the Fall 2012 *The Wulf Record*.)

The Roths use these Angus heifers as a cash crop to graze pastureland they have rented and want to keep. Grazing land is tough to get in their country, says Jarrod, because neighbors all around are breaking their grass pastures into farmland. The increase in rent for pasture has been challenging for these brothers who are on the lookout for ways to maximize profitability, especially since they willingly returned to farm and ranch, and are of a generation that is definitely welcomed by the agricultural sector.

The Roth brothers have kept calving records, source- and aged-verified, electronically tagged and

“I like working with Wulfs because they come bid on the cattle, buy the cattle and, if I have questions, they’re there to answer.”

—Jarrod Roth, Redfield, S.D.

some four different locations, so easy calvers are a must. He adds they’ve experienced few calving difficulties with their Limousin.

He also considers maternal factors because they do keep replacements. He says he likes them heavier muscled “that was one of my draws to Limousin.” Similar to other discriminating buyers, he is starting to really focus on feed efficiency and this is something he really appreciates in Limousin cattle. He is still in the process of gathering feed efficiency and more carcass data back on their calves, but does have indications they’re on the right road with Limousin as far as feed efficiency.

Jarrod explains that he and Michael annually purchase about 275 Angus heifers each winter to develop, breed and then remarket as bred the following January. Their own Limousin-sired

backgrounded their steer calves, which are all tools to help better returns or so they had hoped. They did this for some four years, marketing all through public auction, but “we didn’t feel we were necessarily getting paid for it,” Jarrod recalls, at least not enough to justify the extra effort.

Then several years ago, in a phone call with Jarrod, Jerry suggested a different marketing opportunity which could add greater value to their Limousin-sired calves: the Non-Hormone Treated Cattle (NHTC) market.

Jerry told Jarrod the brothers were already doing the work, so he suggested they take it a step further and third party verify their operation for the European Union export market. For this value-added market, cattle cannot have implants of any kind, but animals that have been treated with antibiotics are still eligible. A ranch must be audited annually and for this Wulfs use Where Food Comes From, Inc. (d.b.a. IMI Global).

For the last four years, Jerry and Jarrod have agreed on a price and the Roth calves have sold direct to Wulfs, rather than through a public auction market. This isn’t unusual, because Wulf Cattle has been buying back Limousin feeder cattle for more than 30 years.

Jarrod reports he’s been pleased with this marketing venture, and both he and Michael feel they’re now getting paid for their extra efforts. They also hope to get to the point where they can retain some ownership in the cattle.

He also adds the NHTC process wasn’t difficult, partially because they had already been doing about three-quarters of the steps, including recording of all



Roth Farms is able to capture more value by marketing their cattle through a non-hormone treated cattle market. From left: Jarrod, Brendan, Michael and Brexton Roth. Michael is the father of Brendan, 16, and Brexton, 13, who both help on the farm.

calf birth dates and computer record keeping.

“As long as you keep good records, it isn’t too bad,” Jarrod relays. “If you want to receive a premium, you need to do a little something to get it. They’re not just going to give it to you.”

He says he doesn’t necessarily enjoy record keeping, “but a lot of it we had already been doing so it wasn’t a big jump for us to go to NHTC.” Plus, his nephews are savvy on the computer. They also hadn’t implanted for a number of years, so they just needed to get a handle on recording feed records, in addition to completing their annual audit.

The Roth calves leave for Wulf-owned lots in February and March weighing 725 to 750 lbs. They are healthy, having been prepared by Jarrod for the post-weaning phase, and fed well on mostly all of the Roth’s own feedstuffs. Jarrod says they’ve always backgrounded their calves to add more weight

because they do calve in April. Besides, feeding the calves is something he enjoys.

With a strong work ethic, a core value they share with the Wulfs, the Roth brothers continually strive to improve. On the cattle side, Jarrod is trying to figure out how they can fence line wean their calves to favor both health and welfare, and will work with Wulf Cattle to obtain more carcass data feedback.

He’ll also be back on the bidder’s seats in Morris, Minnesota, on March 22nd, with sale credit due to his participation in the Wulf Bull Retirement Program. This program offers an incentive for customers to retire their old bulls and receive a premium. The Wulfs add an additional premium to the value of each bull, based on the number of head retired (see below).

Retiring and buying bulls works well for Jarrod, he says. Wulf Cattle meets customers at different points for pick up, and then will haul their retired

bulls for them. Meanwhile, Jarrod says being able to keep his bulls until mid-March or so helps him better decide which ones he’ll need to cull and how many more he’ll need to purchase the day of the sale.

Speaking of the sale, he says, “The first time I went up there it was like going to a stock show, but better than some of the stock shows I’d been to.

“I like working with Wulfs because they come bid on the cattle, buy the cattle and, if I have questions, they’re there to answer,” he shares. Furthermore, he really appreciates the retired bull program.

He says “it helps” that Wulf Cattle knows the industry well and, least not, is willing to help create opportunities in order to keep younger generations, like the Roth brothers, productive and profitable in the food animal protein business. ■



Progress is an ongoing pursuit. If we are objective, the resulting improvements made along the way show us that opportunity is abundant for every segment of the food chain.

Wulf Advantage serves as our overarching theme to create pull-through demand for beef. Our core values of strong work ethic, spirit of humility, keep it simple, integrity, candor and quality relationships provide a strong foundation to develop new business and strengthen existing relationships. The result is a high quality, safe, healthy and sustainable beef product with opportunity for profitability at every segment of production.

Feeder Calf Procurement

Leonard Wulf always said, “We were cattle feeders before we were cattle breeders.” Our extensive cattle feeding operations provide opportunity for Wulf Cattle to work with our customers to actively compete for their feeder calves. By doing so, we can supply our feedyards with cattle designed for specific end targets.

Feedlot & Carcass Data

Successfully creating pull-through demand for our beef depends on our ability to communicate with our customers and cooperatively make decisions to breed better beef. Since the beginning, Wulf Cattle has collected feedlot and carcass data and shared the information.

Value-Added Programs

Source and age verification is the gateway to ultimately enable our beef products to qualify for many value added markets, from export to branded beef. We work with third party verifying companies to assist our customers through the process.

Bull Selection Index

Wulf Bull Selection Indexes were developed to simplify the bull selection process and avoid single trait selection. The indexes combine traits of economic importance for different types of bull customers. Each year, the indexes are revised for the current sale offering and printed in the sale catalog.

Bull Retirement Program

Bull retirement is an incentive program for our customers to retire their old bulls and receive a premium. 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. Customers taking advantage of the bull retirement program will receive credit in the sale.

NEW Breeding to Feeding Prospect Bulls

Breeding to Feeding is an innovative way to add value to dairy beef using Wulf Limousin and Lim-Flex® bulls on dairy cows. Since its start August 1, 2012, the new program (in partnership with Genex Cooperative) has sold thousands of units of semen into the dairy industry. Wulf cattle is offering half interest, half possession on a few select Breeding to Feeding prospect bulls in Wulf’s upcoming Opportunity Sale of 2013. Learn more by visiting the website, www.BreedingToFeeding.com.

Integrated Branded Beef Relationships

Wulf Cattle is a preferred supplier of value added finished cattle to Tyson Fresh Foods, Laura’s Lean and Strauss Brands, Inc. We assist our customers to make management decisions that potentially qualify their feeder cattle for specific brand or value-added markets, including natural, non-hormone treated (NHTC) and Global Animal Partnership (GAP). ■

Wulf Bull Retirement Program

Get paid a premium to retire your herd sire! Bring your used Wulf herd bull to the ranch in Morris, MN on March 21-22. Wulfs have a certified scale at the ranch. We will have two buyers in attendance that like to buy Limousin bulls—Laura’s Lean and American Foods. Laura’s Lean Beef will buy 20 month natural bulls (bulls guaranteed not to have any antibiotics for the last 20 months) and Cradle to Grave bulls (guaranteed no antibiotics the bull’s entire life). American Foods will buy all bulls that meet current USDA withdrawals for all animal health products.

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.

Laura’s Lean and American Foods will pay Wulfs for your bulls. You will receive full value plus the premium to be used as sale credit at Wulf’s Opportunity Sale of 2013 on Friday, March 22. As an option, you can call during sale week (after March 18) to get a bid estimate on your bulls.

**Times: Thursday 4:00 PM-6:00 PM
Friday 9:00 AM-11:00 AM
or by appointment.**

If you would like more information about any of our Wulf Advantage programs, contact us at (320) 392-5802 or www.WulfCattle.com.



Do Not Underestimate the Value of Crossbreeding

—By Mark Anderson, Executive Director and Joe Epperly, Assistant Executive Director, North American Limousin Foundation (reprinted with permission)

Crossbreeding has been shown by numerous research studies to enhance advantages in growth, longevity and maternal efficiency over straightbred cattle due to heterosis and has been popular among commercial cattlemen since the 1960s. With the growth of the Angus breed and the success of their marketing program, the term “Angus” has taken on a meaning synonymous with quality to consumers. This fact has changed the commercial landscape with a majority of the American cowherd now being heavily Angus-influenced, and has led some to theorize that crossbreeding is no longer needed and market demands can be met with just one breed.

As you look at profit drivers across the beef industry production chain, there is still value in crossbreeding, especially with Continental breeds. Cattlemen can generally agree that there are any number of traits which each breed excels at and will develop a breeding strategy to exploit those traits of economic relevance. The key to the entire system is that crossbreeding must be achieved in a programmed manner using seedstock that are appropriate for the situation.

Profit minded cattlemen are aware of the advantages of using outcross genetics and breeds to

advance their breeding programs. If this wasn't the case, we wouldn't have seen the increase in value for bulls in major Continental breeds in the past years. Growth in natural and Non-Hormone Treated Cattle (NHTC) feeding programs also serve as a driver for a return to crossbreeding since performance, efficiency and yield provided by crossbreeding are needed to maintain profitability when implants, beta agonists and ionophores are removed.

With forced and continued liquidation of our nation's cowherd, we continue to believe that with much of the commercial cow industry consisting of black-hided, English-based cows, Limousin sires can result in a calf crop that helps through the entire production chain in the beef industry. The resulting progeny will increase weaning weights and produce great replacement heifers with maternal advantages that return dollars to the commercial cow-calf man. Those same feeder cattle will boost feed performance and increase dollars returned to an individual whether it involves running cattle on grass or moving cattle into grower yards or finishing lots.

The improvement in feed efficiency at the stocker, grower and feedyard sectors of the business is apparent on closeouts when cheaper cost of gains

and better dry matter conversions are the major factor in determining profitability and staying in business from one year to the next. Those same cattle give similar economic advantage to the packing industry in terms of improved dressing percentages, pounds of useable product and less waste and fat trim. Producing cattle with superior yield grades, while still having the ability to grade Choice, has tremendous economic value to the cattle business. These advantages are dollars that are reflected in pounds out the back door that make a difference to a competitive packing industry that operates on the economies of scale.

Recently, Tom Brink of JBS Five Rivers Cattle Feeding gave a presentation to NALF's Emerging Leaders Academy entitled “What Feedyards are Looking for in the Feeder Cattle They Buy.” In his presentation, Brink presented that the beef industry currently needs steers that will produce a Choice quality grade carcass that has a Yield Grade less than 3, and to be the most profitable the hot carcass weight needs to be over 850 pounds. To achieve this Brink summarized with a breed pyramid put forth by his feedlot managers as, “Our recommendation for a good-feeding, good-grading, good-yielding animal is

(Continued on page 6)

Tenderness and Beef Palatability Traits of Beef Builder (Limousin Jersey Cross)



Steers and CAB® — Final Report to Wulf Cattle

The final palatability report by J.L. Bumsted, L.M. Hoffman, A.D. Blair, S.M. Scramlin and K.R. Underwood, was completed late last summer. The study compares compares 56 of the first Jersey-Limousin steers harvested at Tyson Fresh Meats, Dakota City, Neb. to Certified Angus Beef®. The verbatim conclusion follows.

“Limousin x Jersey steaks showed no differences in palatability with CAB steaks as subjectively analyzed by a trained taste panel. Both Limousin x Jersey steaks and Certified Angus Beef steaks were categorized as tender products, with Certified Angus Beef having a slight benefit of being

more tender according to Warner-Bratzler Shear Force (WBSF) assessment. External fat covering of Limousin x Jersey carcasses are an acceptable white color, but consequently the leanness of the carcasses may produce a darker color measurement value. From a consumer standpoint, Limousin x Jersey steaks are comparable to CAB steaks and may provide a favorable eating experience to some consumers as they were leaner steaks that were similar in tenderness and flavor.”

The complete white paper report can be found at www.WulfCattle.com. ■

Add Value to Your Feeder Cattle

Wulfs continue to procure Limousin-influenced feeder cattle for specific markets. Here are multiple opportunities to add value to your calves.

Age & Source Verified

- Cattle can be natural or commodity
- Ranch must be audited by a third party, like IMI Global and AgInfoLink, and have auditable calving records
- Calving records can be individual or group

All-Natural Cattle

- These cattle have never received hormones or antibiotics
- Should have a signed natural affidavit from the program (Laura's and/or Tyson) at the time of sale
- All-natural programs we supply cattle to include:
 - Laura's Lean Beef – ¾ blood and higher Limousin or Continental cattle
 - Tyson's All Natural Open Range Beef – Cattle must be at least 1/2 Angus and 1/3 to 1/2 Limousin

Non-Hormone Treated Cattle (NHTCs)

- Cattle cannot have implants or any kind of hormones
- If cattle are sold through a sale barn, the barn must be approved. Check with your sale barn before you sell.
- Animals that have been treated with antibiotics are still eligible for NHTCs
- Ranch must be audited annually by a third party verification company. Wulfs use IMI Global.
- A paper trail with a tag manifest must accompany the cattle at each delivery point

Humane Handling

- Ranch's animal welfare and handling meet certain standards
- Some ranches may qualify for the Global Animal Partnership (GAP) program
- Ranch must be audited by a third party verification company

Verified Natural Beef™

- Cattle have never received hormones, antibiotics or animal by-products
- When cattle are Verified Natural Beef™ they meet requirements of USDA's NeverEver3 Program, making them eligible for verified all-natural marketing claims
- Ranch must be audited by a third party verification company

Give us a call. We'd like to visit with you about positioning your ranch and preparing your calves for these value added programs.

2012 Comparison Wulf Cattle Limousin Steers vs. Angus Steers and Simmental Steers			
Item	Limousin	Angus	Simmental
Number of Head	28	9	10
Days on Feed	177	166	177
Initial Body Weight, lbs	741	853	812
Final Body Weight, lbs	1,295	1,408	1,380
Dry Matter Intake (DMI), lbs/day	21.0	23.2	23.0
DMI, % of Average Body Weight	2.07	2.05	2.10
Average Daily Gain, lbs	3.13	3.36	3.21
Gain:Feed	0.150	0.145	0.140
Feed:Gain	6.667	6.897	7.143
Residual Feed Intake	-0.34	0.43	0.55
Total Feed Cost per Head <i>(Based on \$275/ton DM)</i>	\$510	\$529	\$559
Hot Carcass Weight, lbs	822	861	853
Dressing Percentage	63.5	61.1	61.8
USDA Yield Grade	2.56	2.87	2.54
Marbling Score (300 = Slight, 400 = small)	326	482	357
Backfat, inches	0.224	0.360	0.216
Ribeye area, square inches	16.5	14.3	16.2

Data from 2012 Individual Feeding Trial with Limousin, Angus, and Simmental Steers. Cattle on test for 177 days. Trial conducted at University of Minnesota Rosemount Research and Outreach Center Feedlot Calan gate individual feeding facility. Steers on test January 25, 2012; test complete July 20, 2012. All steers harvested at Tyson Fresh Meats, Dakota City, Nebraska. Data compiled by Grant Crawford, Form-A-Feed, Inc. and University of Minnesota Beef Team. Phone: 320-296-6716. Email: grantcrawford@formafeed.com



**BREEDING
TO FEEDING**
WULF x GENEX CONNECTING SUPPLY AND DEMAND

“Jersey-Limousin Cross Seen as a ‘Game Changer’”

We were pleased to be featured in the November 2012 issue of *Dairy Herd Management*. “Jersey-Limousin Cross Seen As A ‘Game-Changer,’” written by Maureen Hanson, did an excellent job of capturing the essence of the Jersey-Limousin, Breeding To Feeding program. Wulf Cattle is partnering with Genex Cooperative, Inc., Shawano, Wis. to administer this program. You can read the entire article by visiting www.WulfCattle.com and clicking on the News tab. ■

(Value of Crossbreeding, continued from page 3)

a combination of 25 percent to 50 percent Continental (for example, Limousin) and 50 percent to 75 percent Angus genetics. Those cattle bring the balance needed to succeed both in the feedyard and on the grid." A majority of these cattle also work in premium programs with an Angus label since a bulk of the Limousin, Simmental and Gelbvieh breeds are black hidcd.

Hybrid bulls, such as Lim-Flex, have yielded a solution to the inherent difficulties of maintaining a crossbreeding system. These cattle allow breeders to take advantage of breed complementarity to form a useful and valuable product without the extra difficulties of sorting multiple pastures for crossbreeding. With EPDs and genomic profile tools available for these populations, breeders get the same genetic predictability of a purebred animal with the added benefit of increased fertility and maternal heterosis.

Maternal heterosis is often the forgotten aspect to crossbreeding. Dr. Bob Weaber, Beef Extension Specialist at Kansas State University, states that, "Often, producers focus on the trait improvements

made through additive genetics for heritable traits like growth and carcass merit associated with increasing the representation of a breed at the expense of the beneficial heterosis effects on lowly heritable traits like reproduction and longevity. The truth is, you can have both with a well planned crossbreeding system." The extra longevity, fertility and production in the hybrid cow yields real dollars in the pockets of commercial cowmen.

After mentioning all of the above positive attributes, we need to remember that Limousin cattle are grading better than ever before, particularly Lim-Flex cattle which are being used more heavily in the commercial cattle business. After feeding thousands of cattle in the feedyard business in recent years, we quickly learned our Lim-Flex feeder cattle were consistently grading between 75-85 percent Choice.

When Limousin breeders addressed the docility issue years ago and began producing cattle with more rib and production traits, a lot of good things came out of that. Cattle that have better temperament are more efficient at the feed bunk and a side benefit to that is enhanced quality grade. Knowing that higher

percentage and fullblood cattle can be geared towards branded programs, such as Laura's Lean and Strauss, while at the same time offering cattle that can work in higher grading markets like Lim-Flex cattle have the ability to do. Due to the availability of marketing opportunities, we still believe that the Limousin breed offers tremendous advantages and diversity to the beef cattle industry.

In summation, we trust that commercial cow-calf producers understand the benefits that crossbreeding offers when making breeding decisions that can increase the marketability of their calf crop and overall profitability. Given the current predicament of continued high feed costs that will most likely not go away soon, the economic drivers that incorporate feed efficiency and pounds of saleable product while still producing high quality beef will be crucial to producers across the nation. As you make breeding decisions, remember the value of a targeted crossbreeding program in your cowherd. ■

Congratulations to Riverview LLP!

The Minnesota Agri-Growth Council annually selects a distinguished service award winner, recognizing individuals who significantly contribute to strengthening Minnesota's food and agriculture industry. The 2012 Distinguished Service Award Winner is Riverview LLP. **Watch the video for more information: www.youtube.com/watch?v=jMYpYNdvT7w**

Cattlemen,

On behalf of the Wulf Cattle Genetics team, I am excited to invite you to the 25th Anniversary Opportunity Sale.

I am sure you will be impressed with the depth of quality and consistency of type in this year's offering. This group of bulls are the kind to add muscle and growth to your calf crop and dollars to your bottom line. The females on offer are future brood matrons that possess predictable pedigrees and beautiful phenotypes.

As always, Wulf bulls are 100% guaranteed. They have been developed to be ready to go out and work in your operation. Every effort has been taken to select for sound, healthy animals that will perform and produce beyond your expectations.

The seedstock team is always available to visit with you. I hope to visit with you on sale day or before. For more information, watch the video at www.WulfCattle.com and click on the News tab.

Casey Fanta

(Sale Information, continued from page 1)

Wulfs Zolt X421Z ▶

3/28/2012 ■ HP / Red ■ NPM2012390
Wulfs Xtractor X233X X Wulfs Pleasure 4251P

CED	BW	WW	YW	MA	CEM	SC	DOC	CW	REA	YG	MB	\$MTI
14	1.2	64	108	23	7	0.6	27	46	.72	-.11	.04	51



LIMOUSIN

◀ Wulfs Aberdeen 2019Z

1/11/2012 ■ Angus ■ 17390966
TC Aberdeen 759 X Royal Pride DRCC 4045P

CED	BW	WW	YW	RADG	SC	DOC	Milk	MW	SEN	CW	MA	RE	Fat
0	2.7	60	104	.18	.41	20	33	26	-18.49	27	.40	.92	-.005
\$W	\$F	\$G	\$QG	\$YG	\$B								
+39.19	+45.03	+35.22	+22.99	+12.23	+75.65								



ANGUS

Wulfs Zimbabwe 7523Z ▶

4/19/2012 ■ Pld / Blk ■ LFM2007801 • LimFlex 75%
Wulfs Xerox 8622X X Wulfs Teacake 7523T

CED	BW	WW	YW	MA	CEM	SC	DOC	CW	REA	YG	MB	\$MTI
14	-1.0	45	88	28	10	0.5	34	36	.60	.02	.07	46



LIM-FLEX®

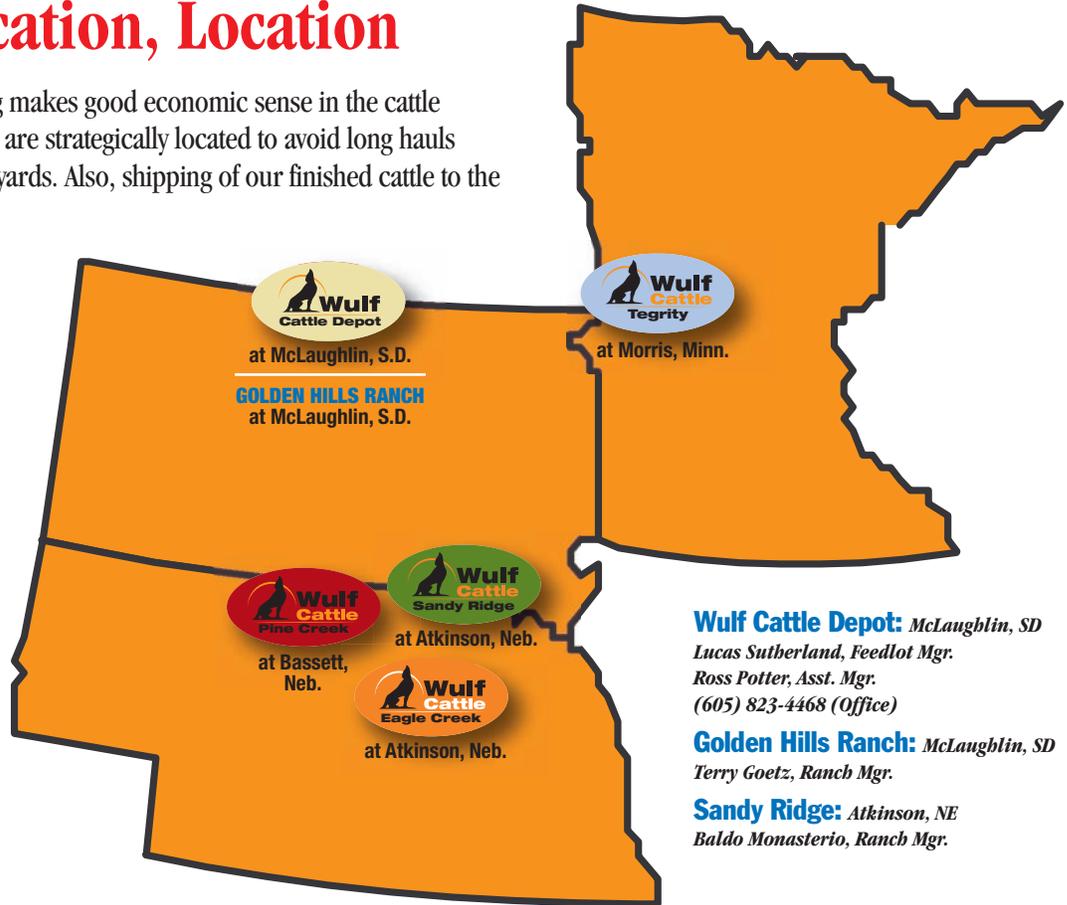
Location, Location, Location

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.

Tegrity: Located at the Wulf Cattle headquarters, Morris, MN
 Josh Miller, Feedlot Mgr.
 (320) 296-9563
 Eric Zeltwanger, Cowherd Mgr.
 (320) 766-0066

Pine Creek: Bassett, NE
 Jon Nickless, Feedlot Mgr.
 (402) 760-5092
 Jared Sanderson, Asst. Mgr.
 (605) 860-4001

Eagle Creek: Atkinson, NE
 Ismael Cruz, Feedlot Mgr.
 (320) 287-2397



Wulf Cattle Depot: McLaughlin, SD
 Lucas Sutherland, Feedlot Mgr.
 Ross Potter, Asst. Mgr.
 (605) 823-4468 (Office)

Golden Hills Ranch: McLaughlin, SD
 Terry Goetz, Ranch Mgr.

Sandy Ridge: Atkinson, NE
 Baldo Monasterio, Ranch Mgr.



STEWARDSHIP ■ VALUE ADDED PRODUCTS ■ PROVEN GENETICS

**ABSOLUTE
 COMMITMENT**
to the
PRODUCTION
of value added

B E E F

**WULF CATTLE
 CANADIAN
 BULL SALE**

SATURDAY, APRIL 6, 2013 ■ 6:00 PM
 Carson's Auction Service ■ Listowel, ON

- SELLING 30 REGISTERED ANGUS BULLS
- FALL & SPRING YEARLINGS!

These bulls represent outstanding genetic opportunities from the highly regarded Dunford Royal Cattle Company, recently purchased by Wulf Cattle, Morris, Minnesota. If you are in the market for Angus genetics to move your beef operation forward, contact Casey Fanta for more information.



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

Wulf Cattle's Beef Leadership Team
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Cattle Feeding

- Nate Knobloch, Feeder Calf Procurement
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- Bob Metzger, Feeder Calf Procurement
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- Robyn Metzger, Feedlot R&D/Value Added Programs (605) 695-9874
- Mike Wulf, Value Added Programs
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Check Out Our New Website!

We recently launched our “new and improved” website. The new site is comprehensive, with robust features that provide more timely opportunities to communicate with our customers. Check out www.WulfCattle.com or “Like” us on Facebook for current and timely Wulf Cattle information.

(Jerry's Letter, continued from page 1)

into Nebraska, two feedyards and a cow-calf ranch. We have added a new herd of 135 elite registered Angus cows. A new partnership with Genex has allowed us to introduce Limousin genetics to the U.S. dairy industry. Be sure to attend our annual sale seminar on Thursday evening, March 21. We will be introducing all that is new for Wulf Cattle.

We want to extend a hearty welcome to Wulf Cattle headquarters in Morris, Minnesota on March 21 and 22 for our annual seminar and Opportunity Sale of 2013. Know that we are always happy to see you stop by. Travel safe and we'll see you in March.

Kind Regards,
*Jerry Wulf & the
Entire Wulf Cattle Crew*

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