



**BIG, FAT  
and BEAUTIFUL**

**BILL SHULTZ**

# **65 Years Raising Purebred Sheep**



Breeding , raising  
and showing  
sheep in the 70s





**CHAMPION  
FEMALE  
MIDWEST  
STUD RAM  
SALE**



**25 Years  
Showing and  
Raising  
Purebred  
Rambouilltets**



# **10 Years Raising Suffolks For The Commercial Industry**



# What did we learn?

**We were not as smart as we  
thought !!**



**We were  
fooled by...**

**BIG, FAT  
and  
BEAUTIFUL**





# **WHERE DOES HE RANK TODAY?**

**Post weaning EBV: Bottom 33%**

**Loin eye Depth EBV: DAL**

**Fat EBV: DAL**

**Carcass Plus EBV: DAL**



*Warren Kuhl...*

If you feed a buck long enough  
and hard enough you can't tell  
him from a good one!

# BACK TO THE FUTURE

**The secret of GENETIC PROGRESS was not about discovering new technologies but adopting proven ones.**



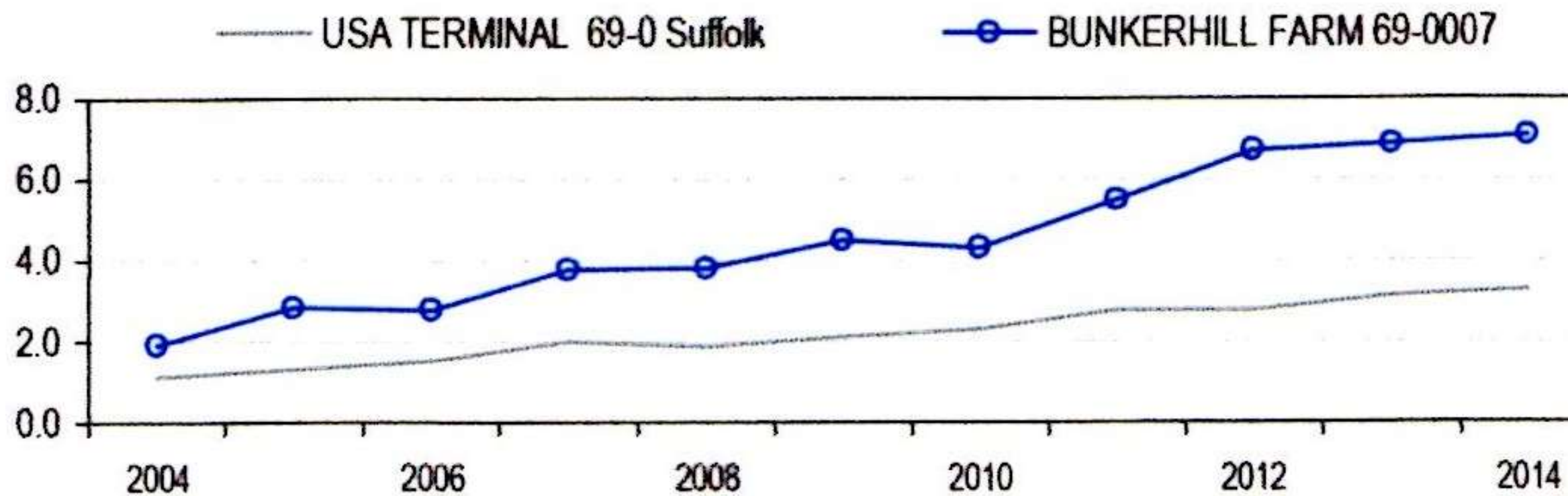
# Goal...

## make rapid genetic change

- **Taking objective measurements**
- **Using NSIP**

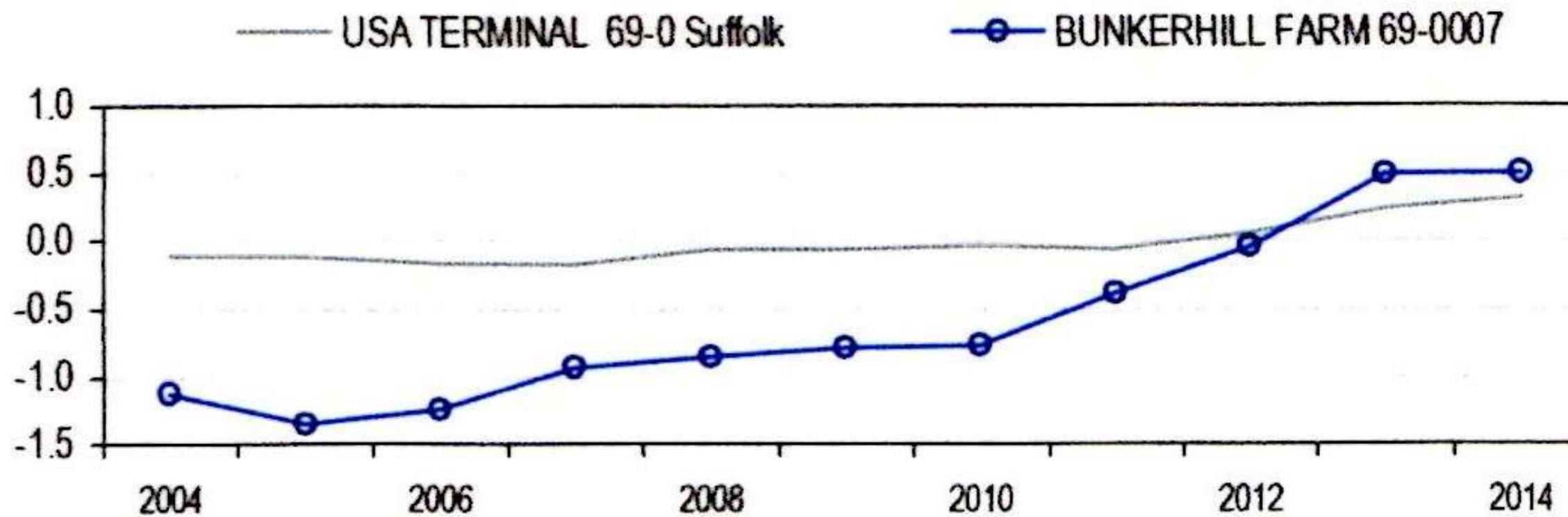
**Were we able to make  
genetic change??**

### Post Weaning Weight averages by year





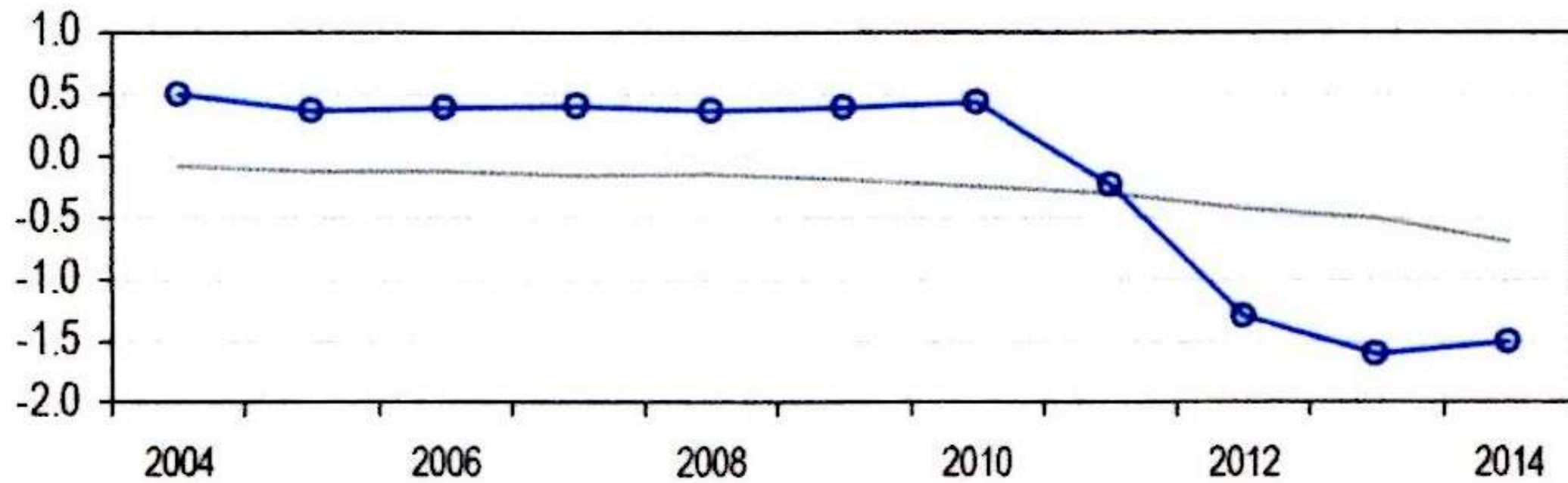
### Post Weaning End averages by year



### Post Weaning Fat averages by year

USA TERMINAL 69-0 Suffolk

BUNKERHILL FARM 69-0007



# POP QUIZ



# POP QUIZ

What is our # 1 selection criteria  
for the Utah Ram Sale



**THE NEED FOR BETTER  
RELATIONSHIP BETWEEN  
SEEDSTOCK AND LAMB  
PRODUCERS**

**Range Lamb Producer Buys  
Bucks**

**Seed Stock Producer Sells Bucks**



# Range Lamb Producer

**Know your markets**

**Know your production systems**

# Seed Stock Producer

Provide genetics to match  
those market and production  
systems

# **Symbiotic Relationship**

## **Pipestone Lamb Program**

**Intensive Management System**

**Grid Marketing**

# All segments must communicate better

- **Seed Stock Provider**
- **Lamb Producer**
- **Feeder**
- **Packer**

Seed stock producers can  
produce any type of ram that  
you want...

...BUT...



**I will only  
produce the  
type of rams  
that I can sell!**



**WORDS WILL NOT GET IT  
DONE**

We must provide true financial  
incentives between all segments



# Questions?



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