

**MAKING A.I. WORK FOR THE SMALL PRODUCER AND A.I. TECHNICIANS  
COORDINATING PRODUCER GROUPS**

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In 1993 Roy Wallace, Vice President of Beef with Select Sires, made the statement to Select Sires employees, “The greatest challenge we will have in the future is designing systems and programs to get our genetic product delivered in a cow to make a pregnancy”. To create the future of bovine genetics this challenge must be met.

**Key Points:**

Relationships

Honesty  
Trust  
Understanding goals  
Realistic Expectations

Standard Operating Procedures

Clear and timely communication

Networking with all involved parties –to understand what, how, why it is

- important to have full compliance
- veterinarians
- extension personnel
- consultants
- owners
- managers, most important

Problem solving

- evaluate body condition scores
- evaluate vaccination programs and times
- insure adequate days postpartum
- determine the synchronization system realizing many can work
- importance of cow friendly facilities
- keeping cattle calm

Compliance Why do we go to 10 herds, use the same semen, same technician, same synchronization system, same hormones and produce vastly different results.

Large scale managers (poultry, swine) achieve consistent results by using the same inputs and management techniques repeatedly every time at every location. When we reduce the input variables we will reduce fluctuations in results.

Professionalism

- Quality
- Punctual
- Flexible
- Be accountable

There is a difference between least cost and value at the end of the day. Work to achieve value for the producer.