

HEADS CAROLINA TAILS CALIFORNIA

Internship Experience by Ryan Wolf

Dairy Business Intern at Alta Genetics

Location & Duration

This summer I was located in Merced, CA. However, I was on the road, working from anywhere between Turlock and Tulare, spanning most of the Central Valley. I started with the company in late May and finished in early August.

Main Tasks

Interview Alta Clients

- On any given day, I would sit down with 6-7 farmers and review their reproductive performance on their herds. This data would include (but wasn't limited to) herd size and breeds, conception rates, pregnancy rates, average milk production, steps to first service, percent of Alta supplied semen, and dairy technology utilized.

Compile Collected Data

- The data I collected was placed into an excel spreadsheet, which then would be broken by the various benchmarks we were selecting for to create rankings to give back to the farms and show them where they rank compared to other Alta clients. The farms would receive their reports around 2 months after the interview

Complete Ride Alongs

- The purpose of the ride alongs were to allow me to see how the various salesmen work with their clients and prospective business. This was to see how different sale styles work and see what interest I would have in sales roll. I was able to ride with 8 different employees throughout the summer.

Advice for Prospective Alta Interns

Be firm with what you want to do and what you are looking for in this internship. I made the mistake of trying to pander to the company to ensure I got the internship. I sacrificed a lot for something I did not end up enjoying.



2024 Summer Interns

Testimonial

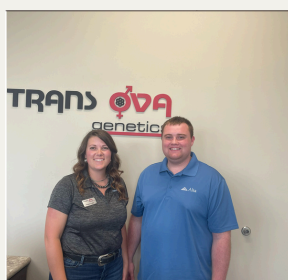
Alta Genetics pushed me outside of my comfort zone while showing me what the commercial side of the dairy industry looks like. I realized that companies like Alta focus more on their larger clients and prioritize the quantity of semen they sell. This is a side of the industry I would rather not be a part of. I am more comfortable with the small town dairies in eastern Iowa.



Organic Dairy where the tractor drives over cows



Free Range Organic Dairy Cows



Trans Ova Team Lead that I know personally

Company Logo



Skills Developed

Advocacy

- This was more a personal development and learned to be firm with Alta and not allow them to take advantage of me and my time. One of my days, I had left my housing at 2:30 AM and was not dropped back off until 3:30 AM the next morning. I was firm with my mentor, I did not appreciate and would not work in conditions like this for my own health and safety.

Consulting

- I worked a lot with DairyComp and learned quick commands to help me diagnosis problems to producers and suggest areas of improvement

Researching

- Bull proofs are vital for semen companies and I had a lot of time to review the various proof reports and offer farmers bull suggestion based on what they were looking for.

2 New Experiences

Organic Dairies

- Across much of the coast, and specifically north of San Francisco, many dairy farms are organic. While these dairies look very similar to regular dairies, most of them prioritize their feed purchases above all.

HOJOs

- Many of the farms in California, own complete Jersey and Holstein cross cattle. Some of them bred based on the generation, some used HOJO F1 bulls and others had no rhyme or reason to how they bred their cows.