



The Bullhorn

your monthly cooperative update

JUNE 2019

DO YOU MAKE PURCHASES FROM ALL WEST/SELECT SIRES USING A CREDIT CARD?

- *An important message regarding policy change from Jim Wells, CEO of All West/Select Sires*

As you may know, businesses pay a fee every time a credit or debit card is used. These transaction costs (commonly called “swipe fees” or “interchange fees”) increase as often as two times per year.

All West/Select Sires is committed to continuing to offer the convenience of credit and debit card acceptance while also maintaining our competitive pricing and to returning dividends to our Member/ Owners. With the support of the Board of Directors, we have decided to use a new fully-compliant solution to pass on the cost of credit card acceptance to Members who elect to use this form of payment.

The 3.5% fee is equivalent to what we pay to accept credit cards.

Please note that there is no fee for using a debit card.

It is still the policy of the cooperative to offer proper pay discounts of 10% for cash, check, credit and debit card payments for qualifying semen purchases. The credit card processor will now directly charge customer cards the 3.5% surcharge, which will show as a separate line on credit card statements. This still provides an incentive of 6.5% discount when paying promptly with a credit card.

Patronage payments are an important part of why our cooperative exists and hopefully our member/owners realize that returning these payments is a large part of what differentiates All West from other semen suppliers.

We will begin using the new card acceptance solution on August 1, 2019. Jennifer Gonzalez, CFO, can be reached in the finance department at 360-542-5105 should you have any questions.



UPCOMING ALL WEST A.I. TRAINING SCHOOL

The next All West AI Training School is taking place on **July 9-11, 2019** in Waukena, CA, (Tulare County) taught by

ALL WEST/SELECT SIRES A. I. TRAINING SCHOOL

Waukena, California
July 9-11, 2019



instructor Carson Hillberg! Space is limited and our popular A.I. Schools fill up fast, so be sure to tell those who may be interested to sign up and pay the deposit of \$100 as soon as possible. Interested “students” should call our Turlock office and speak to Toni to reserve their experience.

Toni: 1-800-278-8254 ext. 134



WHAT'S HAPPENING AROUND ALL WEST?

Congratulations to the undefeated California team for winning the Senior Division of the Dairy Bowl contest, which recently took place at the National Holstein Convention in Wisconsin! Team members are Hayley Fernandes, Jacob Fernandes, Kylie Konyon, and Abbi Prins led by Coach Kirsten Areias, who also happens to be the wife of All West Board Member, Dennis Areias. Way to go! *Photo by: Holstein Association USA*



Young Jersey Breeder Award Recipients



Katie and Josh Carpenter
Attica, N.Y.



Matt and Alicia Derr
Linden, Pa.



Ryan Junio
Pixley, Calif.



Natalie Kessenich & Wade Kessenich
DeForest, Wis.



Brent Wickstrom
Hilmar, Calif.



Brent and Tara Young
Dallas, Wis.

A special congratulations to year's American Jersey Cattle Association Young Jersey Breeder Award Recipients from All West Territory, Ryan Junio of Pixley, CA & Brent Wickstrom of Hilmar, CA! The recipients were presented this award as individuals who are younger than the age of 40, who merit recognition for their expertise in dairy farming, breeding Jersey cattle, participation in AJCA and NAJ programs, and leadership in the industry as a whole. *Photo by: American Jersey Cattle Association*

Congratulations to our very own Greg Collins, who was named 2019 Select Reproductive Solutions Specialist of the Year at this month's National SRS Conference in Virginia! In his ten years as part of the All West Family, Greg has had a positive impact on the hiring & training of our technician force, currently serves as the California Director of Sales, and most recently, played an integral role in the creation and now implementation of our genetic audit service and new Optimal Genetic Pathways Calculator tool. If you haven't already, read more about the conference and All West team member success in this month's edition of DiamondCuts e-news! Congrats on this well-deserved honor, Greg!



"Nothing tops being out here with the cows. That's what it's all about."
- Mario Limon (June 2019 Human of All West)

Introducing All West/Select Sires Professional A.I. Technician, Mario Limon! Learn more about our #HumansOfAllWest in our monthly DiamondCuts e-newsletter, our Facebook page, or our YouTube channel!

Not receiving our latest news yet? Sign up here by visiting this link: <https://bit.ly/2PsexIX>



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