

Pricing Embryo Transfer Services

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Embryo transfer provides the livestock producer a method to: 1. increase the sale of breeding stock from superior animals; 2. produce offspring from donors unable to maintain pregnancy; 3. produce sibs or identical twins (embryo splitting) for research; 4. eradicate disease as pseudorabies or brucellosis; 5. produce embryos for export and increase numbers of offspring from limited numbers of donor dams (as exotic cattle and zoo animals). Embryo transfer at present cost is not an economical method to increase milk production or increase pounds of beef produced from E.T. offspring.

Embryo transfer is a medical service that veterinarians can provide their clients and can be an important part of a progressive practice.

Pricing Considerations Include:

1. Cost and Profit Potential for Practice
 2. Non-DVM E.T. Services
 3. Price of E.T. Offspring
- Not all donor cows are high dollar cows

What Can A Client Pay For E.T. Services

Flush 4 cows 1 day - Use on farm recipients
4 cows = 5.5 Embryos/cow x 65% Preg Rate = 14 Pregs
10% Abortion/Dystocia/Death loss = 1.4
Live Calves 12.6
Heifers 6.3 @ \$600.00 = \$3,780.00
Bulls 6.3 @ \$50.00 = 315.00
Value of E.T. Calves = \$4,095.00 = \$325.00/calf

Flush Fees (Example Fee Schedule)

5 hrs. Flush Time @ \$80.00/hr.	= \$ 400.00
PGF/GNRH Cost	105.00
FSH/Flush Kit 4 Cows	400.00
\$100.00 Per Pregnancy-Preg Fee	<u>1,400.00</u>
	\$2,305.00

Maximum Fee that allows a 40% profit margin above E.T. cost for the Dairyman is about \$165.00 total E.T. cost per pregnancy.

E.T. Fees should be in relation with other veterinary fees for similar complex procedures.

Miscellaneous Practice Tips

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Use of a Miner's Light

The wheat light of the type used by coal miners and coon hunters offers several advantages over the conventional headlight that can be purchased from sporting goods stores. First, it produces a much brighter beam than conventional lights. It can be focused so that no matter what focal length your subject is, it is possible to have a light that does not have a "dead" spot in the middle. The battery is rechargeable hundreds of times so that it is rare to have a weak beam due to a low battery. Additionally, the lead-acid battery will provide up to 12 hours of continuous light, even in sub-zero temperatures. I have used this particular light for about two years now and use it for any situation which requires good illumination such as foot examinations, teat lacerations, dehorning, abdominal surgeries, especially at night when the farm lighting situations tend to be poor at best. Despite the relatively high cost of such a light, I can recommend it without hesitation due to its long life, excellent durability, and superlative illumination. Additionally, there have been a

number of times that the hard hat to which it is affixed has saved a severe blow to the head. Perhaps the single feature which distinguishes this particular device is the mounting bracket which allows the wearer to direct the beam into any fixed position desired.

A Quick Source of Emergency Oxygen

We have all been confronted with dystocia situations in which we have delivered a calf with a heartbeat only to have it die due to the inability to inflate the lungs and get it to breathe. Many of us do not carry a source of positive pressure ventilation with us, however most farms do have a shop in which can be found oxy-acetylene torches. By simply turning on the oxygen tank only and adjusting the regulator to between 5 and 10 lbs. of pressure, and then inserting the welding or cutting tip into the calf's nostril one can keep enough oxygen perfusion going to the lungs to keep the