

Operation Impact: ISU Extension is *Helping You Become Your Best!*

How Has Larry Tranel, ISU Extension Dairy Specialist, Impacted Your Dairy/Family Business?

Dan Pfab, Beginning Dairy Producer, Bernard, IA I probably would not have had the inspiration to get started dairying without the assistance I received from ISU Extension through Larry Tranel, Dairy Field Specialist in Dubuque. Larry not only taught me how to put an operation together financially but was there every step of the way over the past three years in answering my weekly questions and putting me in touch with other producers with common issues for other perspectives.”

Joel Kurtenbach, Dairy Producer, Monmouth, IA

“Extension has been a very valuable asset to me in my dairy grazing operation over the past ten years giving me production and financial information to make profitable decisions. Larry Tranel, Dairy Field Specialist, has been particularly helpful because he understands how to make money on a dairy farm which helps my decision-making ability that other consultants cannot provide. If it wasn't for Larry's realistic dairy numbers and DAIRY TRANS program, I would not have gone back to dairy farming. Extension gave me the confidence to make million dollars decisions over the past years. Extension, as you can see, is well worth the tax money we pay for them.”

Pat Brehm, Dairy Producer, Peosta, IA

“Larry Tranel has helped me better understand my operation as I consider a transition to grazing and a milking parlor. He not only encourages me to make profitable changes but helps us to understand the personal and financial implications of the change as well. He is extremely helpful, practical and hands-on at what he does in his position as Dairy Field Specialist. I've attended some of his Extension classes for Beginning Dairy Farmers, Pasture Walks and Parlor Tours and they were very informative and well done. I like the way he brings producers together to discuss ways to make more profit.”

Dale and Dee Gaul, Dairy Producers, Peosta, IA

“Our Extension Dairy Field Specialist, Larry Tranel has helped make our operation not just a little more profitable, but extremely profitable by walking us through some low-cost methods of milking more cows that were labor efficient. Larry's DAIRY TRANS financial analysis program helped us understand where we were financially which helped lower our interest rate and then helped us figure our cost of milk production so we could make better decisions. Extension's unbiased perspective has been worth a ton of money to us in our dairy business.

Jason and Lori Edwards, Beef, Swine and Crop Producers, Bernard, IA

“We attended an Extension program by Larry Tranel, Dairy/Beef Field Specialist that has really assisted our personal commitment and decision-making ability for setting goals on our farm and in our family. Through his Farm Couples Getaway, we now better understand each other and can more effectively communicate and make plans for improving our farm operation both financially and personally.

Ted Kohler, Nutritionist, Tri-Angle Ag Service, Monticello, IA

“I have requested Extension's assistance through Larry Tranel on many occasions to help various producers better manage their dairy facilities and nutrition programs. Larry has helped encourage some producers to modify their facilities to improve both profit and quality of life for them which has furthered improved our business relationships with producers as well. He has helped me make a significant difference in several operations. I also attended one of his Milk Quality Barn Meetings and the information shared made producers some good money with higher quality milk.”

Don and Cheryl Kass, Dairy Producers, Farley, IA

“When building my milking parlor, Larry Tranel helped me decide on a host of different options to consider. His advice was not to do this or that, but to show me all the options so I could best make my own decision. When ISU Extension hosted a parlor tour on my farm after it was constructed and Larry asked me what I would change, my response was “not a thing” thanks to the well rounded advice I was given prior to building my parlor. In fact, it was an Extension dairy parlor tour which I previously attended that gave me the encouragement to build my own. If it wasn’t for Extension, I probably would not have made the change.”

J. and Barb Schanbacher, Dairy Producers, Atkins, IA

“I was encouraged to seek the advice of ISU Extension dairy specialist, Larry Tranel, through our nutritionist, Ted Koehler, and boy was I glad I did. Larry requested I explore non-conventional options for a milking parlor that I thought were crazy but after viewing and milking in a low-cost parlor he helped design we were sold on it. We saved a ton of money and love what we built. He also helped verify our feeding program one day with our nutritionist and his/Extension’s non-biased perspective was important to us.”