

## Gloss Joins N.E. DHIA

ITHACA, N.Y. — Dairy Management Technologies is excited to welcome John Gloss as a Dairy Comp 305 specialist, to their specialized dairy management staff.

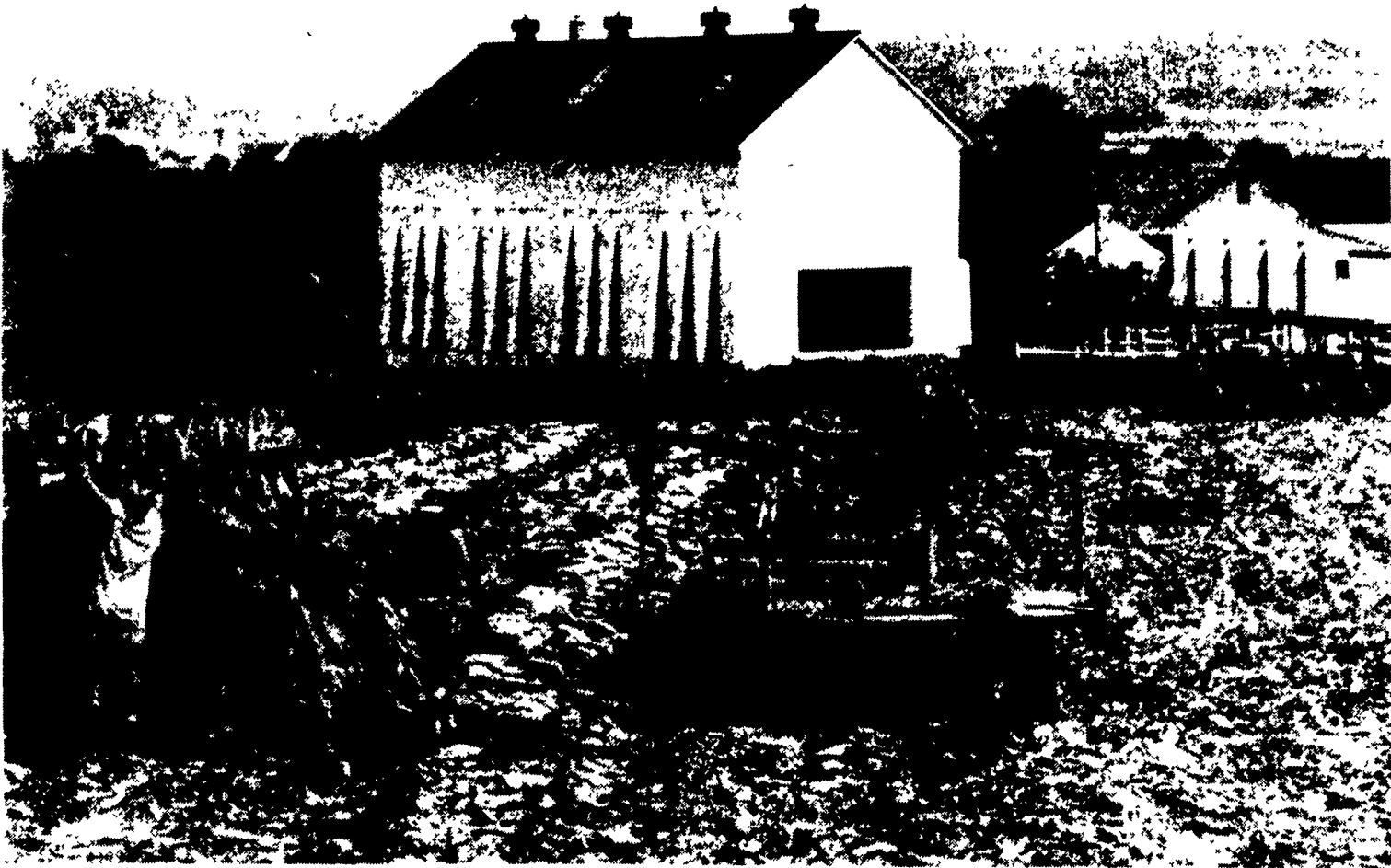
John is originally from Troupsburg, a small agricultural town in Steuben County New York. He received an associates degree from Alfred Agricultural and Technical College, and finished his bachelors degree at Buffalo State. After school John worked for a dairy that used DHIA records. That was his first exposure to organized dairy management records.

John has been working for Northeast DHIA for three years; first as a supervisor in Wayne, and Steuben counties, then as region manager in New Jersey, and Orange County New York.

John brings with him to his new position a strong belief in the power of organized dairy management to improve the profitability of the Northeast Dairy Herd.

John's primary responsibilities are on farm installations of Dairy Comp 305. Other major responsibilities are the sales and support of Afikim on farm systems.

Dairy Management Technologies, a subsidiary of Northeast DHIA, sells, installs and supports Dairy Comp 305 on farm software and Afikim electronic milk meters, cow pedometers and automatic identification systems.



### Tobacco Harvest Underway In Lancaster County

The annual tobacco harvest in Lancaster County started last week with late rains in most parts of the County pushing weight and length-on-the-lath to greater-than-expected measures. Don Welk, Jr., Strasburg, said they had not expected the late growth and therefore had topped the crop a little high. On Tuesday when this photograph was taken the speared tobacco was hanging down full length from the tiers. And the heavy stalks and hot humid weather gave the workmen plenty of cause to sweat.

The Welks started to cut last Saturday and they have 11 acres, half Maryland type and half Pennsylvania seed-leaf. According to the Pennsylvania Agricultural Statistics Service, farmers expect to produce less pounds of both types of tobacco this year. In the mid-August report, Southern Maryland-type tobacco acres for harvest is 3,500, 8 percent less than last year. The yield forecast at 1,900 pounds, is 50 pounds more than last year. The end total of 6.65 million pounds would make the crop a net total of five percent less 1992.

For the Pennsylvania Seed-leaf tobacco, farmers reported 6,500 acres, seven percent less than last year. The forecast yield of 2,100 pounds is 100 pounds more than 1992. This would bring production in at 13.65 million pounds or two percent less than last year.

In the photo with Welk is Cousin Rick and Todd Kuntsen. Photo by Everett Newswanger, managing editor.



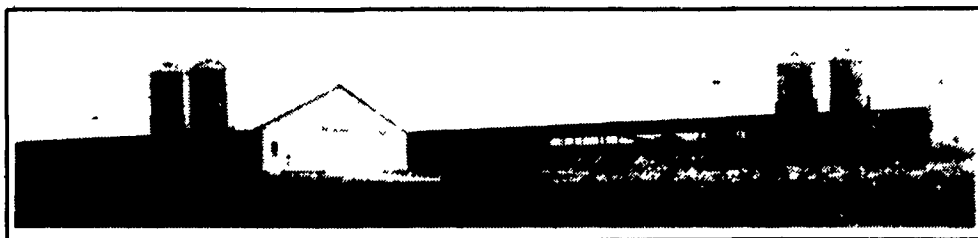
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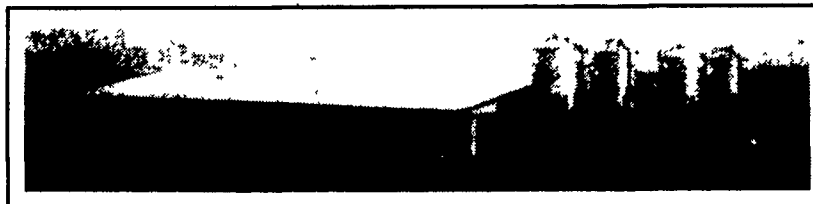
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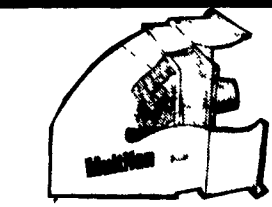
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