

Bob Oswald manages 700 acres of corn, 400 acres of soybeans, 120 acres of alfalfa hay, and 75 acres of wheat on about 1,295 acres for his dairy enterprise. Here, Bill Sandt was combining on the Oswald farm in early October last year.

Award-Winning

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prise. Oswald milks 50 cows with a greater than 20,000 pound herd average with the Pennsylvania DHIA.

Oswald admitted that he can turn profit with his alfalfa-making, most of the crop which he uses on his own farm, and brokering the remainder. Oswald grows a combination of alfalfa and orchardgrass and pure alfalfa.

Oswald's management strategy comes down to this: hire good people to work the fields and tend the crops. Teach them well and give them responsibility. Allow them the freedom to do their job.

"I can't do any of this without good help," he said.

Oswald puts a lot of trust in his farm assistant, Bill Sandt. "Without him I couldn't do a good job," said Oswald.

Oswald also relies on the expertise and hard work of another worker, Kermit Millheim, who is a retired Saint Regis Paper Company plant manager from Nazareth.

"Kermit's a farmer at heart, a wonderful person," said Oswald. "All of my help is so 300d. Everybody has

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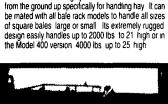


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