

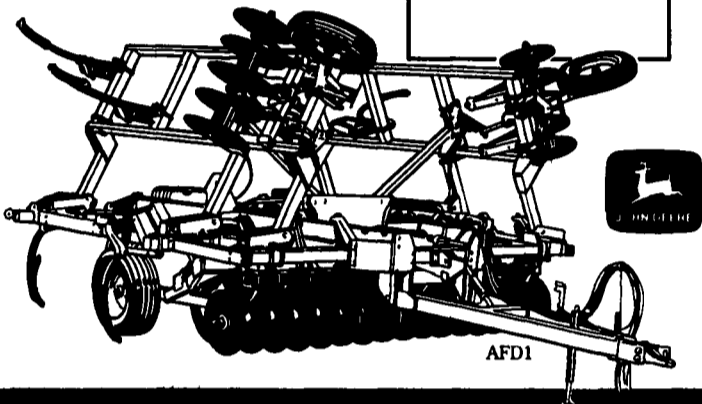
Specialty Corn Growers Must Weigh Premiums Against Risks

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JOHN DEERE

714 MULCH TILLER: MAXIMUM MACHINE FOR MINIMUM TILLAGE

- Tru-Depth™ standards go 11-in. deep ... work up to 21-ft. 3-in.-wide, through heavy residue.
- Adjust coulters gang hydraulically from cab.
- Solid rear mainframe.

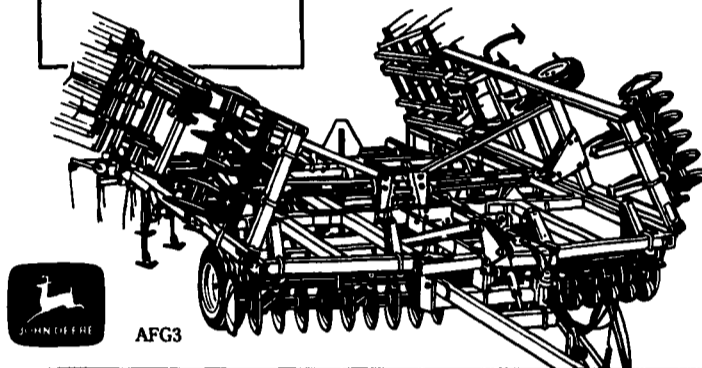


GOOD DEALS... AND A GOOD DEAL MORE

JOHN DEERE

724 MULCH FINISHER: TILL AND INCORPORATE IN ONE FAST PASS

- Prepare perfect seedbeds and incorporate chemicals uniformly in 12-ft. 8-in. to 30-ft. path.
- Easy-set single-point hydraulic depth control. No donuts!
- Harrow pivots...won't bottom out!

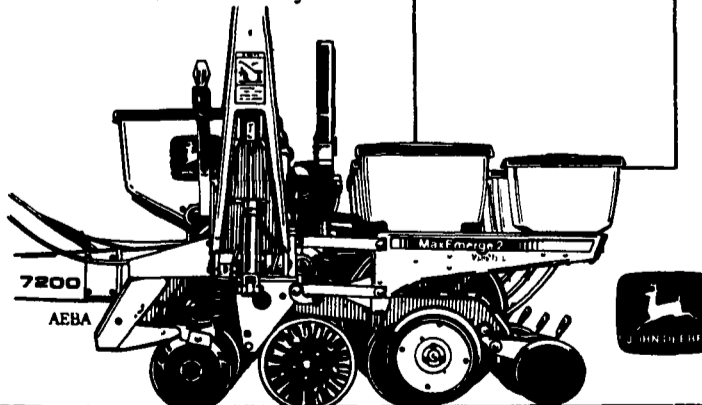


GOOD DEALS... AND A GOOD DEAL MORE

JOHN DEERE

CONSERVATION PLANTER: HEAVY-DUTY FOR HEAVY-DUTY FIELDS

- John Deere 7200 Planters... built tough for reduced tillage conditions.
- 7x7-in. mainframes. New row cleaners, frame and unit-mounted counters, plentiful under frame clearance.
- MaxEmerge® 2 planter vacuum meter accuracy.

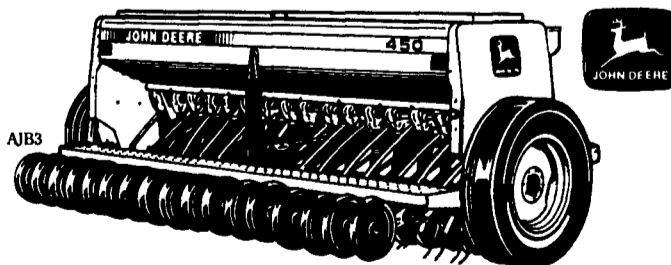


GOOD DEALS... AND A GOOD DEAL MORE

JOHN DEERE

450 END-WHEEL DRILLS: GOOD MADE BETTER

- 35 percent greater penetrating force than John Deere 8000 Series Drills.
- Exclusive 2-unit hydraulic-folding hitch.
- Single, semi-deep or double-disk openers.
- Big capacities, up to 3.4 bu./ft. combination grain/fertilizer model.
- Adjustable dividers in grain/fertilizer models.
- Individual drills in 8-, 10-, 12-, and 13-foot widths.



GOOD DEALS... AND A GOOD DEAL MORE

DENVER, Colo. — "Do your homework!"

That's the cautionary message to corn growers from a panel addressing "How to Profitably Participate in the Parallel Corn Industry" at the National Corn Growers Association's (NCGA) Corn Classic.

Terry Wolf, a corn producer who grows specialty food corns for Frito-Lay in Champaign County in Illinois, told attendees that the promise of premiums must be balanced against inevitable risks.

The risks include lower yields, decreased vigor and hardiness, and the many problems caused by a delayed harvest. While the crop dries down to 20 percent, ear loss, test weight loss, weather damage, disease, and sprouting can occur, canceling any premium for quality. In addition, he's incurred additional expenses in larger and specialized machinery.

Premiums of up to 55 cents above the market are possible when all goes well, Wolf notes, and that's why he's been a specialty contract grower for 10 years.

Tom Medd, director of specialty marketing for Harvest States Cooperative, cautioned growers to thoroughly research every angle of a specialty crop from hybrids and agronomic requirements to contracts and consumer expectations.

"Make sure that you and your customer are large enough scale to warrant the investment in extra time, machinery and management," he said.

Lynn Hiser, general manager for cash grain at A.E. Staley Manufacturing Company in Decatur, Ill., urged growers interested in specialty production to "make sure you're involved in a reputable program and know what will happen to the end product."

Hiser predicted that industrial uses of corn, rather than specialty food markets, hold the greatest promise of future profits.

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