

Forward Pricing Critical

(Continued from Page 5)

"It's the way we have to farm now," she said. "There's no other choice."

A quarter of a century ago, the Risser saw a good opportunity in shelled corn, and soon took on soybeans and wheat. Twenty-five years ago, Ann noted, ear corn was taken in and shelled on the site.

But since, through mergers and consolidations, the grain pickup and delivery industry in the Northeast has been shrinking. Export buyers are drying up.

Yet large operators continue to supply the steady grain market in the region.

Brent noted that northern Maryland, including Harford and Baltimore County, has operators growing grain at 4,000-5,000 acres apiece. Stewartstown in southern York County is composed of almost entire grain farms, with few dairies left in the county, he noted.

The entire Risser enterprise employs 10 full-time. There are four full-time owner/operators, and additional hires take place in de-

livery season after harvest. "This year, anyone who called could get work," Ann said.

The Bloomsburg facility, Mainville Grain, sits on five acres with a 250,000-bushel capacity. Purchased in 1996, the facility accepts shelled

corn, wheat, beans, and barley.

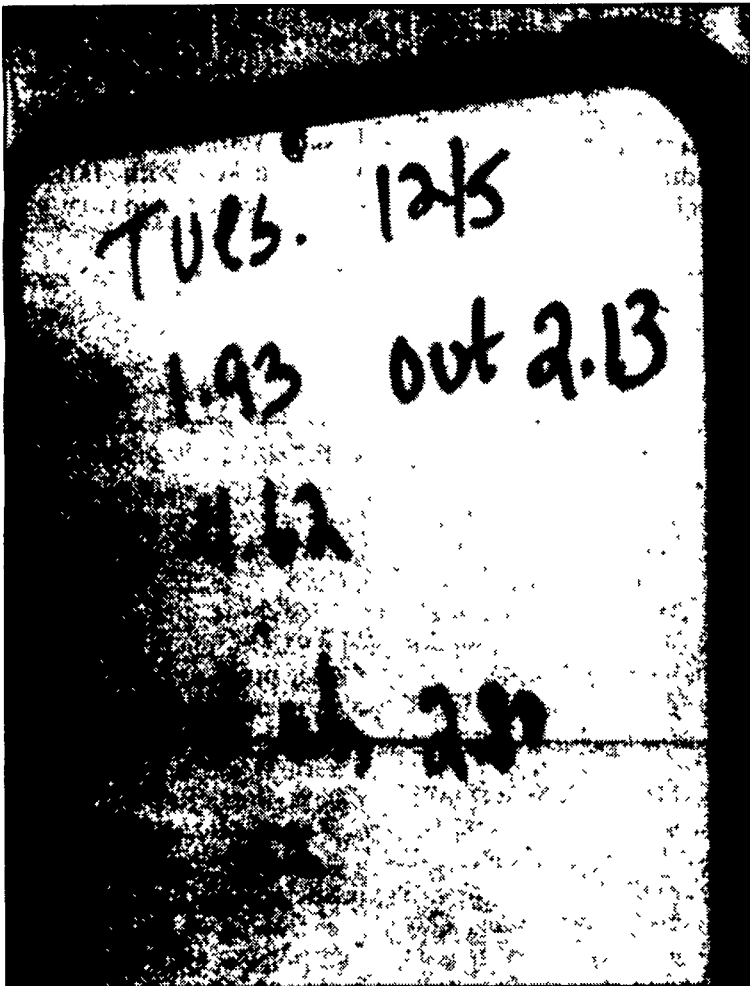
Another facility, Red Lion Grain Center, has a 650,000-bushel capacity. At harvest, it unloads about 120 trucks a day.

The Red Lion site, established in 1997, is also home to

a custom formula fertilizer and corn, wheat, barley, alfalfa, and pasture seed business.

Overall for the business, busiest time of year is mid-September to mid-December, noted Ann. "There is no slow

(Turn to Page 7)

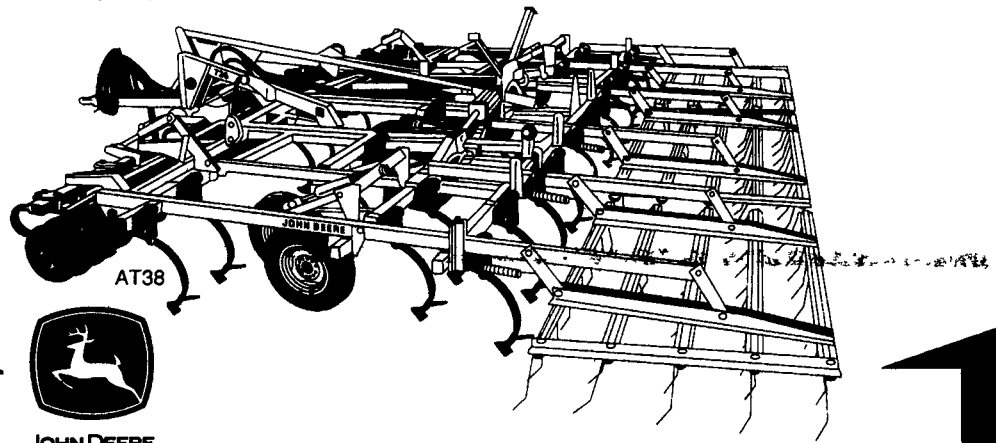


These were the prices at the farm Dec. 5 of last year. They're posted right in the Risser Grain office.



The pile of corn at Risser Grain in mid-November.

JOHN DEERE 726 MULCH FINISHER

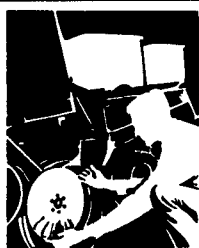


FINE-FINISHES SEEDBEDS

- The 726 preps fields for planting by leveling seedbeds and incorporating chemicals.
- Disk gang height is adjustable from even with to 8 inches above the sweeps.
- Heavy-duty C-shank standards maintain depth; rigid scrapers on the disk gang prevent soil buildup.
- Set and maintain depth with easy crank-adjust single-point depth control.
- Nine sizes, rigid and folding, from 12-foot 9-inches to 38-foot 9-inches.

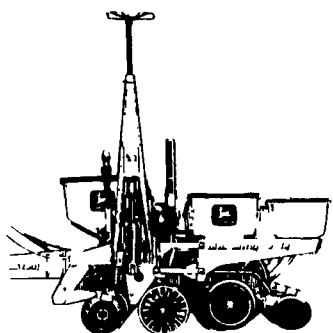
IN STOCK: 18'9" Folding Unit
SPECIAL PRICE
Demo Unit \$17,000
 122 to 170 HP Requirement

Corn Planter Units Service Special



Next spring you'll have corn planting confidence if you have your planter units computer tested now!!

Finger Pick up or Vacuum units:
Computer print out on each row.



\$10 per row unit tested.
 \$15 per row unit cleaned and inspected.
 Good until March 31, 2001.
 All parts & labor required to bring units into specifications are extra.

Landis Bros., Inc.



Route 283 & Route 772
Lancaster, PA
717-653-2340

30 Evergreen Road
Lebanon, PA
717-228-2650



LEHIGH AG EQUIPMENT, INC.



6670 Rupperville Road, Allentown, PA 18106
 610-398-2553 or 1-800-779-3616



Hours
 Mon-Fri 7:00 to 5:30,
 Saturday 7:30 to 3
 We Ship Parts Same
 Day To Your Farm