Inch Equipment goes the extra mile

On winter mornings a half-dozen farmers gather around the homemade wood stove at Inch Equipment Company, McAlisterville, to share the news of the day. It's all part of the camaraderie that has grown out of more than 40 years of I.H. sales and service in the Juniata Valley.

McAlisterville, located in the center of Pennsylvania's ridge and valley region, is surrounded by a variety of family-oriented farming operations. Poultry, dairy, fruit and hog operations prosper here on the fertile soil of Juniata, Mifflin, Snyder and Perry counties.

Inch Equipment Company is a



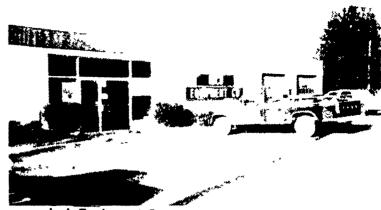
Inch Equipment shop personnel including (L to R) Paul Sankey and Dennis Lukens, embody the firm's commitment to quality service after the sale.

new dealership born of an old tradition of friendly service. dedicated personnel, and sound business practices characteristic of the former Leister Motor Company. Inch Equipment Company owner, Clair E. Inch, Jr., began selling I.H. farm equipment for Leister Motor Company in 1968. Under Lee Leister's guidance, Clair gained valuable experience in various aspects of the business.

The dealership, sold in 1974, changed hands twice before closing in 1982. During that time, Clair Inch managed and was part owner of Mifflinburg Farm Supply and in December, 1980, assumed sole proprietorship of Inch Equipment Company, Dalmatia.

Meanwhile many farmers of the Juniata valley who had come to rely on I.H. products and the competent service characteristic of the local dealership, assessed the situation. Convinced that Clair Inch would continue in the Leister tradition, they agreed to provide the financial support necessary to open Inch Equipment Company, McAlisterville in May 1983. In December the Dalmatia store was closed and all resources were concentrated at McAlisterville.

(Turn to Page 24)



Inch Equipment Company, of McAlisterville, represents more than 40 years of I.H. sales and service in the Juniata

Hines Equipment a third generation concern

Though the Hines name has been associated with International Harvester of Cresson, PA, for over 30 years, the family business actually dates to the early part of the century when Joseph Hines began his feed business

Joseph's son, Edward J. Hines. Sr., joined his father in the mid-20's, adding an I.H. franchise to the family-owned Cresson Feed Mill sometime in the early 1950's.

By April of 1965 Edward's sons, Edward, Jr., and Gene, had taken charge of the implement business, moving the I.H. line to its present location just off the Route 164 exit on new Route 22.

As their International venture took hold, the brothers found their

office area and four shop bays inadequate to meet the needs of a growing dealership. Finally, in the early 1970's, Hines Equipment expanded, adding six more shop bays, an addition to house lawn and garden equipment, and a large facility for assembly and handling of their products.

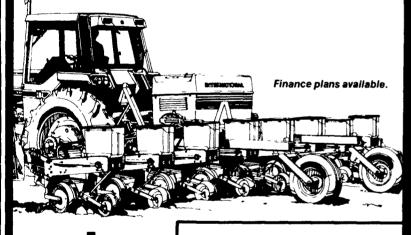
Meanwhile Edward Hines, Sr., continued to manage the Cresson Feed Mill, until his retirement in

An XL dealership since the mid-1970's, Hines Equipment is presently a corporation owned and managed by the two Hines brothers, the third generation to serve the farming community of Cambria County

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F Super M

F "M"

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Int. 3688

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