

# Lamb's reflects on 35 years with IH

International Harvester found its way to Thorndale, PA, in 1949 when Charles and Elizabeth Lamb, (better known as Pete and Betty) opened the doors to Lamb's Farm Machinery at the corner of Hazelwood Avenue and Gallagher Road.

With I.H. manufacturing refrigeration and dairy equipment, Pete got the business off to a fast start by selling his first I.H. separate to movie personality Claude Rains, a farm owner in Chester County.

In 1960 Lamb's added the new Cub Cadet line to their store, and 10 years later Pete's son, Charlie joined the firm following high school graduation.

In 1974 a new office building was added at the firm's four-acre location, and Lamb's Farm Machinery was incorporated in 1981, with Pete as President, his son Charlie as Vice-President and Sales Manager, and Pete's wife Betty acting as Secretary.

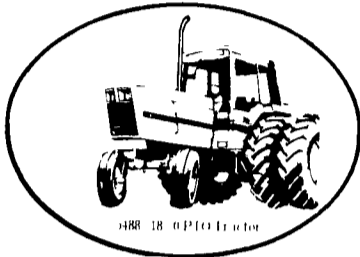
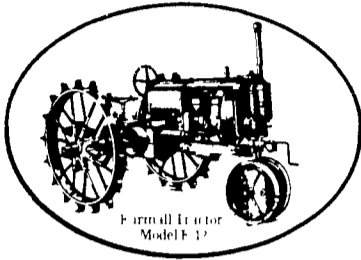
Other managerial personnel among Lamb's eight-member

work force include Service Manager George Wilson, and Parts Manager Frank Slaymaker, with the firm for 26 years.

Reflecting on his 35 years with International Harvester, Pete Lamb has witnessed the changeover from a predominantly dairy

economy to one of horse farming and development. Throughout those years, Lamb's Farm Machinery has sold equipment to such far-flung locations as Canada and Saudi Arabia, but the firm's number-one priority remains providing quality International

parts, service, and sales to its Chester County customers. And Pete reminds everyone to take advantage of special price incentives on all parts and equipment during the company's Open House scheduled for March 23 and 24.



The Chester County firm of Lamb's Farm Machinery has sold equipment as far away as Canada and Saudi Arabia.

## Erb and Henry Equip., Inc. keeps on growing

When partners Thomas Houck and Randolph Henry opened the doors to their implement business in 1898, little could they know that the seed they'd planted would be alive and well 86 years hence in the form of Erb and Henry Equip., Inc., of New Berlinville, PA.

In business before the advent of the automobile, the firm sold International Harvester implements for 20 years before selling its first tractor in 1918.

In 1921 the business was purchased by William R. Erb, a New Berlinville resident who, two years later, struck a partnership with Isaac Henry, nephew of Thomas Houck and son of Randolph Henry, the original founders.

The firm of Erb and Henry continued to prosper, moving to its present location on Henry Avenue in 1947, and incorporating under the same name in 1958.

After William Erb's death in 1960, Isaac Henry managed the business until 1973, when the firm was acquired by Lawrence R. Clauss, Sr., and his son Lawrence, Jr.

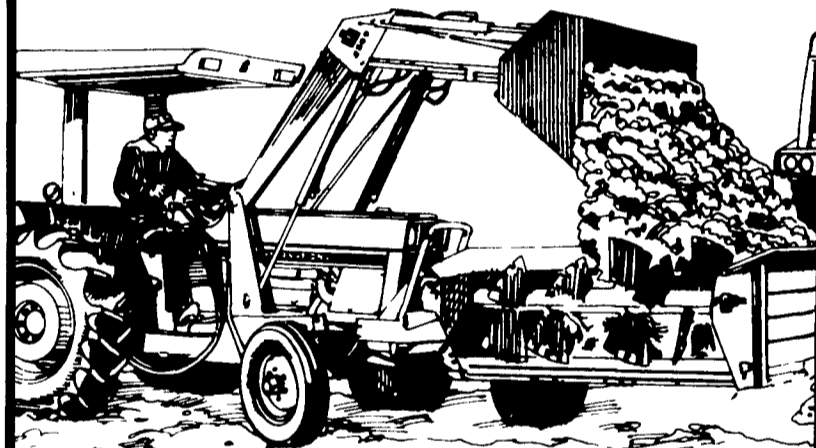
Erb and Henry's growth continued with the construction of a warehouse in 1978, and the purchase of an adjoining property in 1980 providing more warehousing and display area.

Erb and Henry continues as a family-owned corporation with Lawrence, Sr. as general manager, son Lawrence, Jr. as sales manager, and daughter Sandra R. Moser as office manager. Among the firm's 20 employees is Hen Crater, the company's parts manager with over 50 years experience in dealing with International parts.



Erb and Henry Equip.'s history with International Harvester dates back to the pre-mechanized farming days of 1898. Shown above is the firm's present New Berlinville location on Henry Avenue, since 1947.

# INTERNATIONAL



## Series 84 Utility Tractors

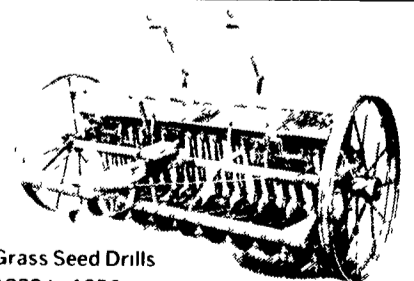
Six power choices, 42 to 72 PTO hp

- IH multi-range diesel engines with high-torque performance, proven economy and dependability.
- Synchronized speed 8F/4R transmission. 16F/8R TA transmission, available on three biggest models.
- Hydraulic disc brakes, power steering, planetary final drives, 3-point draft sensing hitch.
- Exclusive hydrostatic drive model available.



Finance plans available.

INTERNATIONAL HARVESTER



Alfaalfa & Grass Seed Drills  
Built 1939 to 1956

**LAMB'S  
FARM MACHINERY, INC.**

Thorndale, PA 19372

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