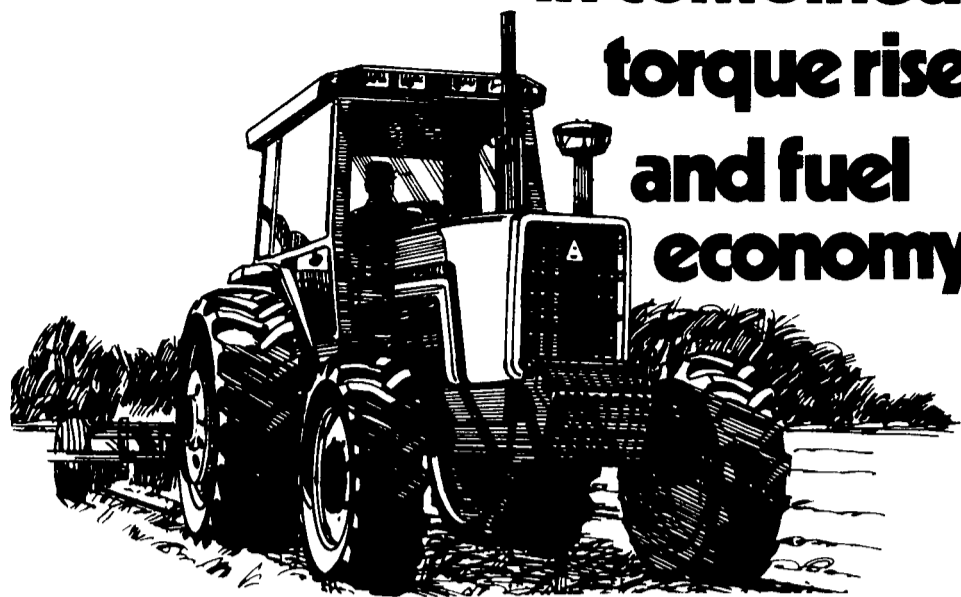




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**Saums & Sons
serves Flemington N.J.**

When John N. Saums outgrew the building along Main Street in Flemington, N.J. that housed his appliance and refrigeration business, he built a new building and added farm equipment to his inventory.

In 1945 Saums moved his appliances to his new building along Route 31 and in 1946 he obtained an Allis-Chalmers dealership.

John N. Saums & Sons moved again in 1977, but this time they took only the farm equipment. The business now offers new and used farm equipment and a service department.

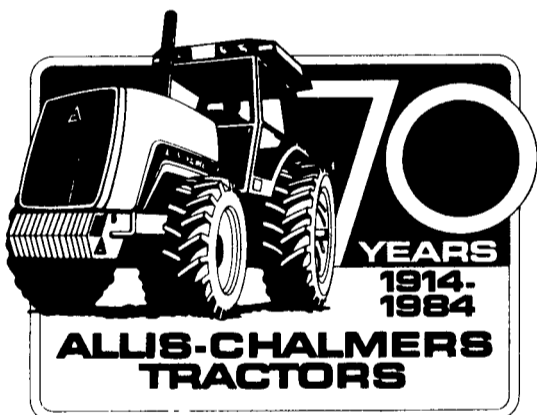
John's son, Jack, became president of the business when his

father retired 17 years ago. Jack says the sales volume has increased most years, but added that the last few years have been a little slow.

On March 1, Saums entertained about 200 people at their annual open house. The business serves the area within a 50-mile radius, Saums said.

Jack's wife, Ella, is the bookkeeper and his brother, Ken, is the vice-president. Head mechanic Joe Simon has been with the business for over 20 years - "longer than I have been," Jack observed.

In addition to the family, Saums has four other employees, including parts man, Jim Smith.



**JOHN M. SAUMS
& SONS**

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*Manufacturer's estimated maximum observed PTO horse power at rated engine speed
Power Director is an Allis-Chalmers trademark

