

FORD TRACTORS



GO FORD AND SAVE

WAIVER of INTEREST Until JAN. 2, 1985	9.75% APR	CASH Up To \$5000⁰⁰	USED TRACTORS 9.75% or Waiver	FREE MOWER With LGT's or LT's	36 MONTH FORD TRACTOR CARE TW5-TW15-TW25-TW35
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See Your Local Dealer Now

PENNSYLVANIA

Dover, PA
STRALEY FARM SUPPLY, INC.
 717-292-2631
 292-4443

Emmaus, PA
BECK BROS. TRACTOR & EQUIP.
 215-965-5277

Halifax, PA
SWENGARD BROTHERS
 717-896-3414

Hanover, PA
SALTZGIVER'S INC.
 717-632-9119

Ivyland, PA
WM. HOBENSACK'S SONS
 215-675-1610
 343-2101
 NJ PH:
 800-435-7336

Klingerstown, PA
STANLEY'S FARM SERVICE
 717-648-2088

Lancaster, PA
LANCASTER FORD TRACTOR, INC.
 717-569-7063

Lebanon, PA
KELLER BROS. TRACTOR CO.
 717-949-6501

Mechanicsburg, PA
J & R FORD TRACTOR SALES
 717-766-0708

New Holland, PA
ALLEN H. MATZ, INC.
 717-354-2214

Reynoldsville, PA
MCGARVEY EQUIP., INC.
 814-653-9637

Rome, PA
ALLIS HOLLOW EQUIP.
 717-247-2601

Shippensburg, PA
CUMBERLAND VALLEY CO-OP, ASSN.
 717-532-2191
 532-7811

Tamaqua, PA
CHARLES S. SNYDER, INC.
 717-386-5945

Wellsboro, PA
BENEDICT'S FORD TRACTOR
 717-724-2839

MARYLAND

Churchville, MD
Walter G. Coale, Inc.
 301-734-7722
 301-879-1434

Frederick, MD
SPERRY NEW HOLLAND CERESVILLE
 301-627-4197

Hagerstown, MD
ANTIETAM FORD TRACTOR
 301-791-1200

Upper Marlboro, MD

GATEWAY FORD TRACTOR, INC.
 301-627-6400

DELAWARE

Cheswold, DE
DEL-MAR FORD TRACTOR, INC.
 302-678-8484
 800-441-8000

Security Ford Tractor, Inc.
 Baltimore, MD
 301-247-9600

NEW JERSEY

Andover, NJ
ANDOVER TRACTOR & EQUIP., INC.
 201-786-5525

Bridgeton, NJ
LESLIE G. FOGG, INC.
 609-451-2727

Trenton, NJ
TRENTON FORD TRACTOR, INC.
 609-883-7360
 215-752-0867

Washington, NJ
SMITH TRACTOR & EQUIPMENT, INC.
 201-689-7900

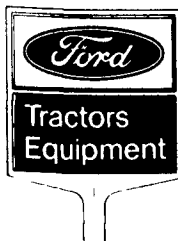
FORD MANAGER IS HONORED

TROY, Mich — John N. Churchman, marketing manager of Ford Tractor's North American Sales Operations, has been named Agricultural Marketer of the Year by the National Agri-Marketing Association (NAMA)

He received the Robert S. Kunkel Award at the NAMA Annual Conference April 3 in Kansas City. It is the most prestigious award in agricultural marketing — recognizing excellence in agricultural marketing professionalism.

Churchman is responsible for all of Ford Tractor's North American marketing activities, including advertising, sales promotion, market research service, training, planning, forecasting, distribution, systems coordination, financing and customer relations.

He was cited specifically for developing innovative marketing programs. Under his direction, Ford Tractor has implemented a wide range of "target-market" programs, expanded customer service programs, introduced "Ford Care Clinics" for tractor owners, opened a new North American Training Center for dealers, introduced special "packaged" tractors, expanded parts and accessory promotion, increased Ford Tractor's market research efforts, introduced new Ford truck purchase incentives and numerous customer financing programs, formulated Ford Tractor's first Agricultural Women's Council, and introduced "Enterprise Farming," a unique publication to help small farmers. In addition, he introduced a Ford Tractor Care program — the industry's first three-year warranty and free maintenance program.



John N. Churchman

