

Teamwork Is Keyword at Lancaster Ford Tractor

Lancaster Ford Tractor has been serving Lancaster and surrounding counties since 1939 with genuine Ford parts and factory-trained service mechanics.

The dealership was originally called Dorsey Ford Tractor and was located at Willow Street, Pa. until 12 years ago when it became Lancaster Ford Tractor, Inc., 1655 Rohrerstown Rd., Lancaster.

All of Lancaster Ford's service people have achieved the highest awards available in all phases of Ford's Certified Mechanic Program. And that's the secret of this dealership—people.

Starting with General Manager Larry Groff who started out changing tires and setting up equipment in 1962, the dealership's people are its most important asset. Larry worked his way up to truck driver, then mechanic, then service manager. For 11 years he was a salesman before being named general manager.

John Kauffman started out as the mechanic and partsman in 1953 and has worked just about every job in the dealership. He now devotes his full energies to managing the parts department.

Out on the road where all of the latest repair facilities are not always available is where you will find Road Service Mechanic Ray Wharton. He's been fixing Ford Tractors since 1970 and has been part of the Lancaster Ford Tractor team since 1974.

From delivery truck driver in 1974, Craig Boyer worked into being a good mechanic and then his ability to communicate with customers became apparent. That along with his knowledge of the mechanics of Ford tractors make

him an exceptional service manager

Inside Mechanic Kevin Boyer joined the dealership as a helper mechanic in 1978 and quickly moved up to first class mechanic. He has completed all the quality training programs available to him. According to his co-workers, his ability to overhaul engines and make them purr is his strong point.

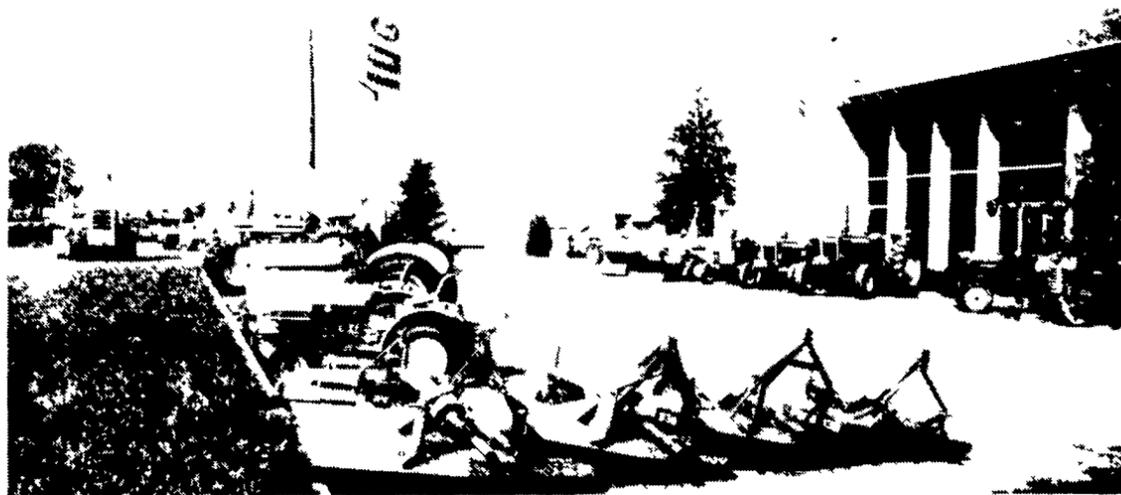
Another fully trained team member, since 1979 is Dan Martin, truck driver and mechanic. He enjoys keeping his new diesel truck rolling making pickups and deliveries.

If you want to buy farm equipment, a farmer is a good person to buy it from. Salesman Allan Herr still farms with his family part-time. This background and five years of experience give him the ability to look at a need and fill it with exactly the right equipment.

Paul Schannauer, bookkeeper, has been keeping Lancaster's accurate books since 1981 after many years of experience with another tractor agency.

In 1982 business had grown so well that Ruth Ann Groff was hired as billing and accounts receivable clerk. She answers the telephone sweetly but then sends out the bills at the end of the month.

The latest addition to Kevin Fauth who fills in, where needed, in parts, service and sales while he



This is not Lancaster Ford Tractor, Inc. It is the building in which the people who are Lancaster Ford Tractor do their work -- the people are the dealership.

mumbles, "Boy, it's nice to be needed."

And these are the people who make up the Lancaster Ford Tractor team that more and more people in Lancaster and surrounding counties are relying on for their tractor and equipment needs.

Homeowners, farmers, landscapers and contractors are all finding that Lancaster Ford Tractor is a good team to have on their side.



LANCASTER FORD TRACTOR SPECIALIZES IN FORD TRACTORS THE FULL TRACTOR LINE

**BUILT TO
WORK AS HARD
AS YOU!**



For The Home

A Full Line Of Mowers, Tillers,
Snow Blowers, Grass Catchers.

8 - 11 - 12 - 16 - 17 H.P.
30" - 38" - 42" - 48" Mowers