

A Great Year for Gateway Ford Tractor, Inc.

It's been a great year for Gateway Ford Tractor, Inc., 15410 Chrysler Dr., Upper Marlboro, Md. Last year the progressive dealership sold 75 Ford tractors and they expect to beat that record this year.

In the used tractor department it looks like it is going to be a 90 to 100 sale year.

But sales isn't the only thing going on at Gateway — with a mechanical force of seven, plus the service manager, customer service is an important part of the business.

Working out of Beltsville, Md. from 1972 until the current facility was opened on 3 acres of land with 7,200 square feet of space in 1976, business has continued to grow.

At the head of Gateway's staff of 15 is President and General Manager Larry Groff. He is assisted by Jack Humphreys, sales manager and Edna Denning, office manager. Parts Manager Mac McLean and Service Manager Kevin Davenhall round out the management team.

They estimate that half of their business comes from the tobacco and small grains farms in the area and the rest from construction. Forty tractors and implements are

currently in the rental fleet mainly for industrial users.

If you are at the Prince Georges Fair, Sept. 13 - 16 be sure to see the

Gateway exhibit. But if you miss that one, the Anne Arundel Fair,

Sept. 19 - 23 will also have a gateway display. Stop and visit

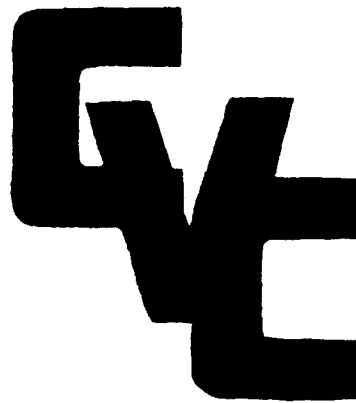
Cumberland Valley Co-op, a "Full-Service" Dealer

Cumberland Valley Co-op is a truly full-service farm center.

You can walk into the Farm Service Center at 7 W. Orange St., Shippensburg, Pa. and drive out with a new or used Ford tractor, fencing, fence chargers, animal clippers, milk supplies, a back-hoe or toys for the kids.

John Crouse, manager of the Farm Service Center said, "We are pretty diversified — a complete farm store with everything but the kitchen sink."

Cumberland Valley started in 1929 as a feed mill and eventually got into other areas of farm service. The main feed plant is now located outside Shippensburg along Interstate 81 at Exit 10. There are branches in Chambersburg, Newville, Longsdorf and Mechanicsburg.



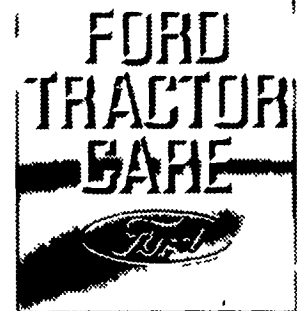
Crouse can only remember one year in which the co-op did not pay a dividend back to its customers. The board of directors, who are elected by area farmers, return profits to their customers based on the total purchases of those

customers. Henry Zajac is general manager of the co-op.

In addition to Ford sales, service and parts they also offer complete hydraulic hose service and a large lawn and garden department. The used tractor and implements department offers some great

bargains. The hardware department, pet supplies and Ford industrial equipment sales and service are also located on the Farm Service Center.

From July 22 to 28, Cumberland Valley Co-op will have a display at the Shippensburg Fair.



NEW FORD FARM POWER!

PUT A 1000 SERIES TRACTOR TO WORK



These rugged compacts come standard with liquid-cooled diesel engines and full-time live hydraulics. Options include front-wheel drive and hydrostatic or Synchronized Manual Shuttle transmissions.

Whether you want a picture-perfect estate, a high-yielding garden... or maybe both — a new Ford 1000 Series tractor is for you! There are over 50 implements available to do most garden jobs you've got. And they're so nimble and easy to operate that tractor work is almost tractor fun!

- Six models - 11.5 to 28.5 PTO horsepower
- Fuel efficient diesel power
- 10 or 12-speed transmission
- Optional front-wheel drive
- Live hydraulics
- 540 rpm PTO
- Category I 3-point hitch
- Check the features. Then stop by and test one for yourself!

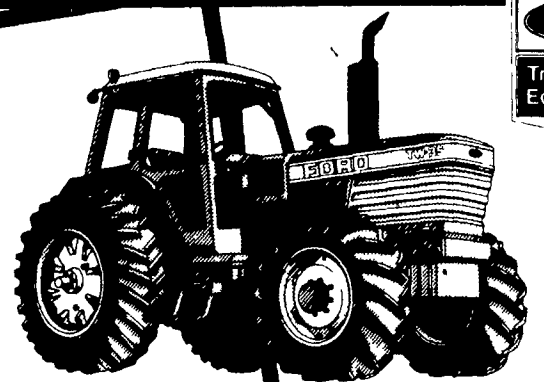
USED TRACTORS

2 Ford 2600 Diesels w/PS, On Line PTO 8 Speed Transmission.....	\$7,500
Ford 6600 1977 Model w/Factory Cab.....	\$10,800
Ford 7000 1974 Model w/Cab & Loader.....	\$11,500
Ford 3600 1976 Model w/Loader.....	\$9,500

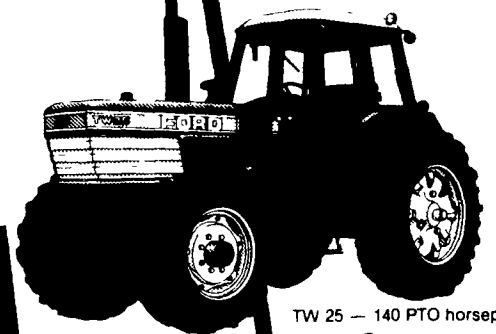
GATEWAY FORD TRACTOR

15410 Chrysler Drive
Upper Marlboro, Md. 20772
301/627-6400

NEW FORD TW SERIES!



TW 35 — 170 PTO horsepower



TW 25 — 140 PTO horsepower



TW 15 — 120 PTO horsepower



TW 5 — 105 PTO horsepower

Four models, 105 to 170 PTO hp*

The most powerful tractors ever built by Ford — and the widest choice of 100+ hp Fords ever. They're equipped to make the most of every hour in the field — from the 16-speed Dual Power transmission to the new Comfortizer seat. Plus new options like center differential front-wheel drive** and a computerized Performance Monitor.

Exclusive full 3-year warranty!

If almost anything goes wrong with your new TW Series tractor in the first three years or 2,500 operating hours (assuming normal use) Ford will fix it FREE! See us for complete details.

Free maintenance for 3 years!

Ford also provides all the lubricants and filters for scheduled maintenance for the first three years or 2,500 operating hours. Assuming proper care and maintenance — virtually all you buy is the fuel and fluids for replenishment!

Manufacturer's estimate. Not available on the TW 35 until mid 1984.

NEW TW5 IN STOCK READY FOR DELIVERY
Used 6700, low hours, good rubber, and excellent condition.



CUMBERLAND VALLEY FORD

7 West Orange Street
Shippensburg, Pa. 17257
717/532-7811