

Shop Talk newsletter

This newsletter, Shop Talk, from May 1966 was published monthly by the Hesston Corporation for active and retired employees. Topics in the serial includes: company and employee news, retirements and service anniversaries. This publication funded by the National Historical Publications and Records Commission through the Kansas State Historical Records Advisory Board.

Creator: Hesston Manufacturing Company

Date: May 1, 1966

Callnumber: Hesston Public Library

KSHS Identifier: DaRT ID: 448442

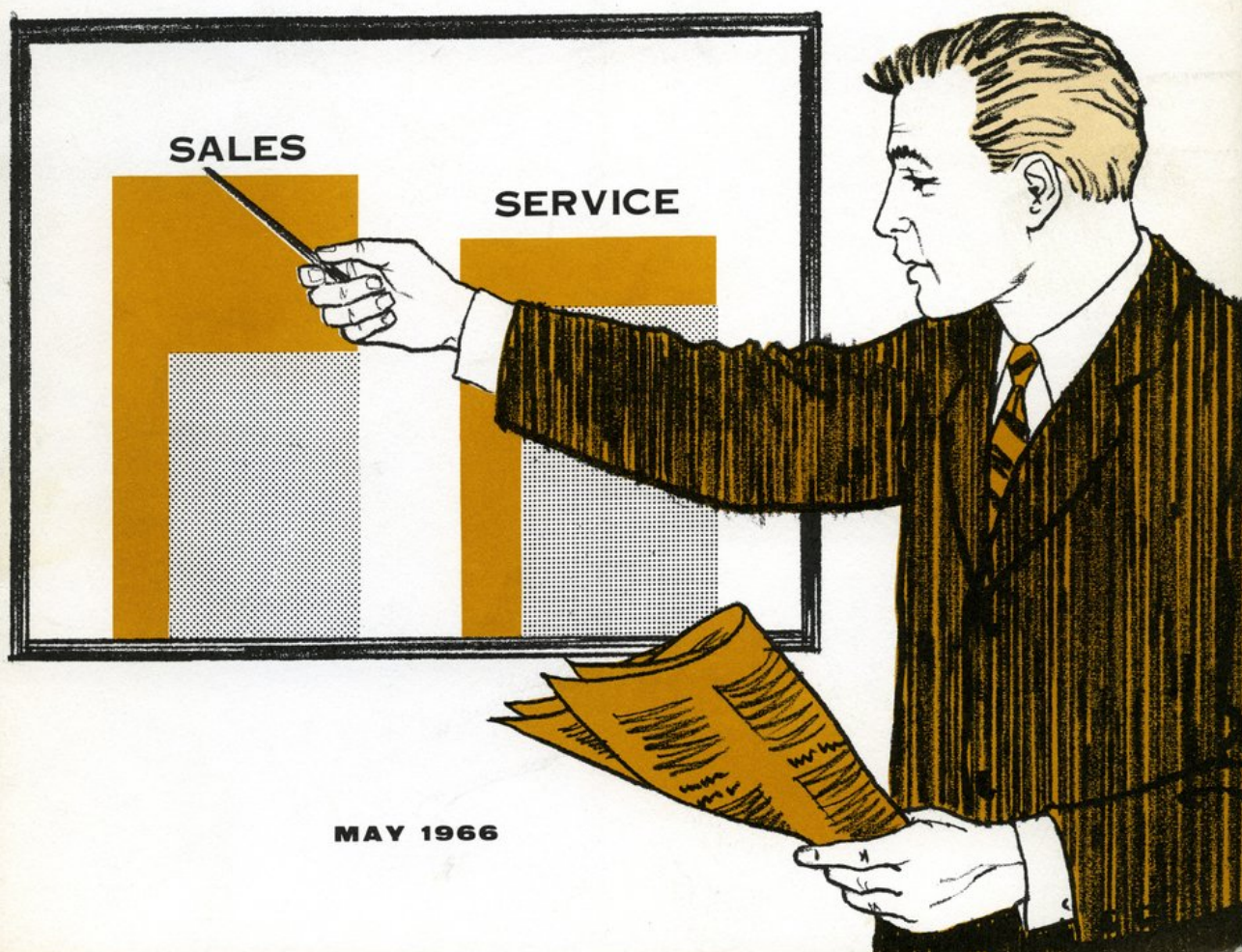
Item Identifier: 448442

www.kansasmemory.org/item/448442



shop talk

THE HESSTON MAGAZINE

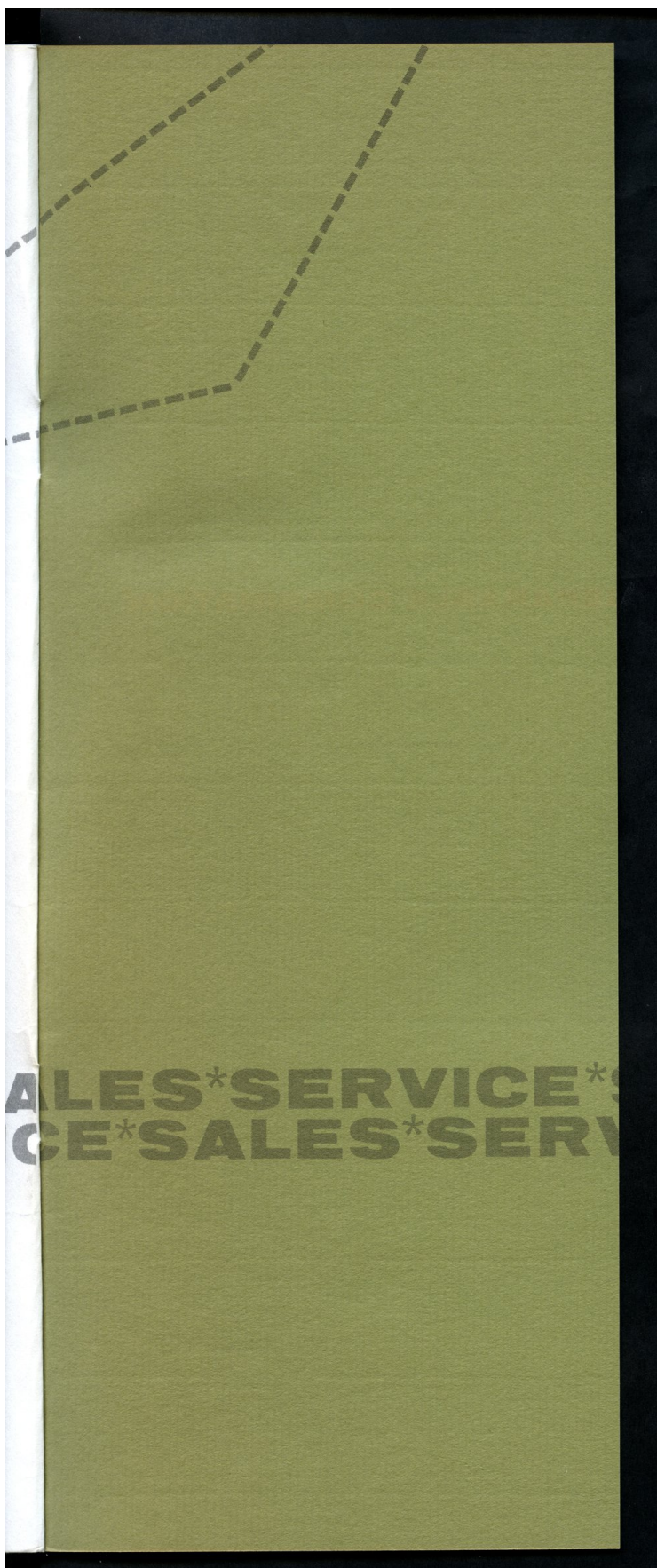


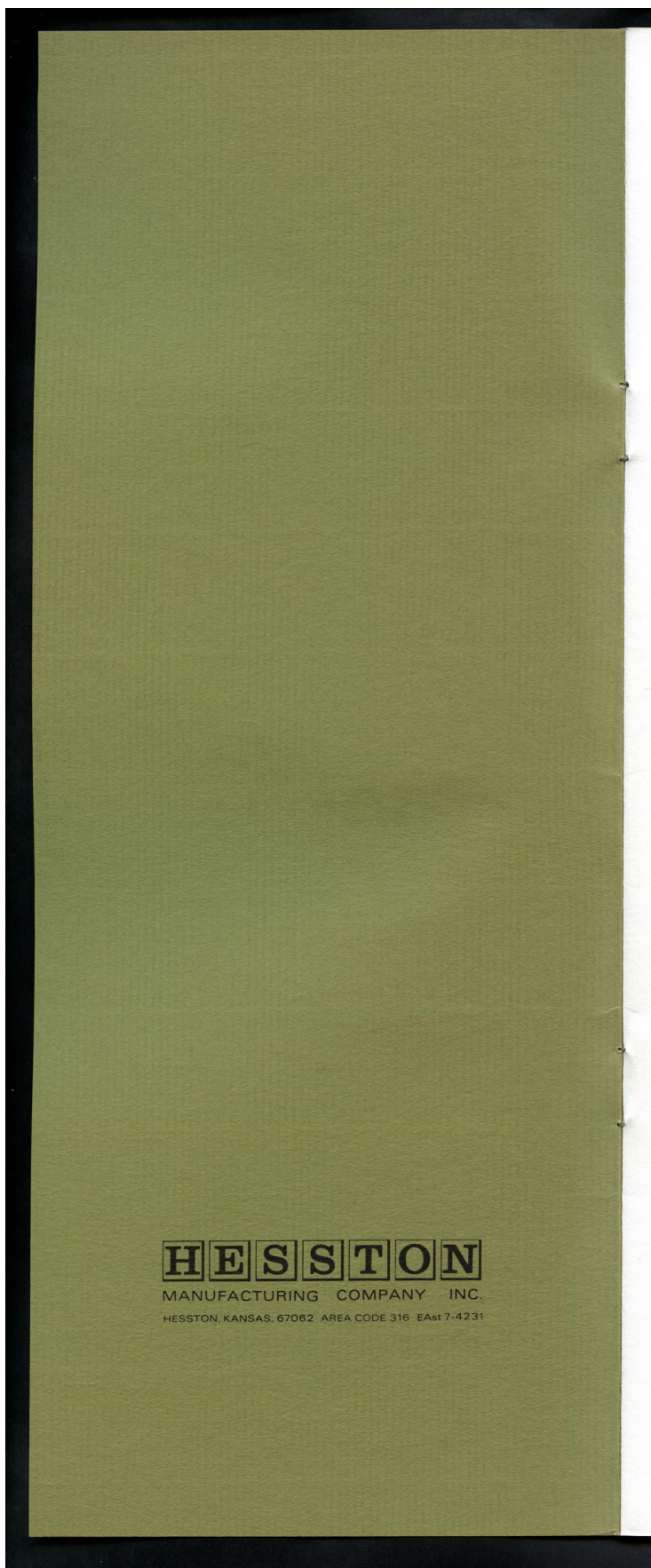
MAY 1966



***THE INSEPARABLE COMBINATION**

***SERVICE *SALES*SERVICE*SALES*SERVICE*SALES*SERVICE*SALES*SERVICE**







shop talk

published by the Marketing Services Department, Hesston Manufacturing Company, Inc., Hesston, Kansas and distributed to employees and dealers. Readers are encouraged to submit pictures and stories that they feel would be of interest to other people. Address correspondence to SHOP TALK, Hesston Manufacturing Company, Inc., Hesston, Kansas.

Staff...

EDITOR _____ M. Gene Countryman

EMPLOYEE EDITOR _____ Nelson Galle

ART DIRECTOR _____ Curtis Buller

STAFF ARTIST _____ D. Forrest Cox

LITHOGRAPHY _____ Willie Smith

SALES AND SERVICE AT THE GRASS ROOTS LEVEL

by Gene Knutson

It has been Hesston's philosophy through the years that to be successful as a specialized farm machinery manufacturer you must produce equipment that the farmer and rancher needs and it must perform to the customers satisfaction. Our field sales and service personnel play a vital role in this concept. Not only do we require these men to be highly knowledgeable of the products they sell and service, but we must constantly strive to pass this knowledge on more fully to the dealers and customers. One very effective method to accomplish this is to hold educational meetings for present and future Hesston machine owners, usually at the dealer's place of business. This approach was and is definitely being expanded this current year.

As evidence of even more emphasis in the future in this area, a reorganization recently took effect where the past service personnel group became a part of a newly named department called Customer Services. We feel that this step will add more depth and strength to the effectiveness of conducting these "grass-root" meetings in the years to come.



SALES SERVICE

...THE INSEPARABLE COMBINATION FOR DEALER SUCCESS!

The expanding line of Hesston products has placed a high priority on the need for field sales and service meetings.

Although this is not a new concept of selling by any means (Hesston personnel have been at it for years), the meetings of this past winter were the most frequent and best attended so far.

During the winter months farmers and ranchers have the spare time to see what's new in farm equipment, and talk trade-ins in preparation for the new upcoming season.

Factory, branch, and distributor personnel fanned out across the U. S. and Canada to introduce the new Hesston-Gemco Beet Harvesters and Hesston Beet Top Saver, as well as the full line of cotton harvesters and windrowers.

It is not any easy schedule to maintain. Farmer interest is high and after all questions are answered and equipment packed away, it is often past midnight. The next meeting is frequently the following night -- and a hundred miles or more away. But the results are impressive.

Dealers sell some new equipment the same night and many more are sold as a direct result of the meetings.

When service is the main subject of a meeting, owners are resold on Hesston and what these machines can do when properly operated.

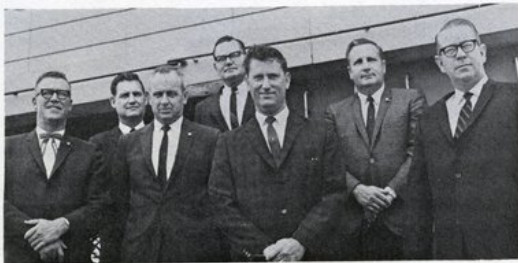
The pictures on these pages represent only a small percent of the total number of meetings held this year. Some were sponsored by dealers, some by Hesston branches, and some by Hesston Manufacturing. Although not pictured, many meetings have been held by our factory representatives John Hughes, Walt Gardner, Jim Jacobsen, Neil Gustafson, and Clark Pilgrim, in cooperation with independent Hesston distributors.

All meetings made extensive use of visual aids including product films, Hesston's corporate film "The Beginning," slides, charts, etc.

They were, we believe, professionally presented and well received.

They are another facet in our total sales and service program that offers convincing evidence that truly "There is Something Special about a Hesston."

SALES MEETING SCENES FROM COTTON COUNTRY



TEXAS

Posing in Corpus Christi, Texas before starting a cotton harvester introductory tour are from left: Bob Waddail, Branch Manager; Earl Sears, Market Manager-Cotton; Perry Roberson, Service Education Supervisor-Cotton; Don Priddy and Bob Blankenship, Territory Managers; D. D. McCurry, District Manager; and Gordon Kolseth, Territory Manager.



OKLAHOMA

Branch 10 territory manager Harold Bayless (left) with his cotton dealers; Martin Graumann of Graumann Implement Co., El Reno, Oklahoma; Harvey Gibson, Gibson Pontiac and Implement, Carnegie, Oklahoma; and Lucky Leavell, Jr., Leavell Co., Porter, Oklahoma.



TEXAS

Front Row... L to R: Mrs. Anna Grace Biffle, Biffle Brothers Supply, Gainesville; Clifford Gilstrap and Malcolm Evans, Ben Griffin Tractor Company, Dallas; Travis Brown, J. A. Penney Implement Company, Corsicana.

Second Row... L to R: Alford France, Henslee Hardware, Cooper; Bomar Woods, Biffle Bros. Supply, Gainesville; Murray Underwood, Clemons Tractor Company, Ft. Worth; J. A. Penney, Jr., J. A. Penney Implement Company, Corsicana; Richard Stallings, Stallings Kaufman Farm Store, Kaufman; Leonard Gardner, Gardner Truck and Tractor Company, Itasca; Edward Stallings, Stallings Implement Company, Terrell; Douglas George, Territory Manager, Dallas.



Pictured left to right are: Don Knoll, Branch 10 Territory Manager; Ray Burklund, Ken Johle, Doug Phillips and J. W. Tharp, all of Capitol City Oliver Company, Austin, Texas; A. M. Berg Truck and Implement Company, New Braunfels, Texas.



Pictured left to right are: H. B. and Harold Boening, Farm Machine Shop, Peggy, Texas; Weldon Berger and Allen Balderson, Balderson-Berger Equipment Company, Taylor, Texas; Burt Hanson, Capitol City Oliver Company, Lockhart, Texas and Don Knoll.

...more cotton meetings



TEXAS

Pictured L to R: John Stockbauer, Jr., Victoria Farm Equipment Company, Victoria, Texas; Jim Gardner, Branch 10 Territory Manager; Daniel Warzecha and Johnny Kusak, also of Victoria Farm Equipment Company; and Charles Schoener, Jr., SP-50 owner and Hesston booster.



TEXAS

From left to right are: John Beach, Gulf Tractor Company, Corpus Christi; Jim Zoplac and John Clemons, Hill Machinery Company, Alice; Bob Blankinship, Branch 10 Territory Manager; Adolph Bomer, Mathis Feed and Seed, Mathis; E. L. Streb, Frontier Industries, Inc., Raymondville; Harold Freeman, Mathis Feed & Seed, Mathis; and Elton Ray, Frontier Ind., Raymondville.

Not shown are: V. M. Lee, Lee Motor and Implement Company, Harlingen; W. L. Hughes and Charlie Vauthier, Ray Jackson Tractor Company, Sinton; and C. A. Ordner, Gulf Tractor Company, Corpus Christi.

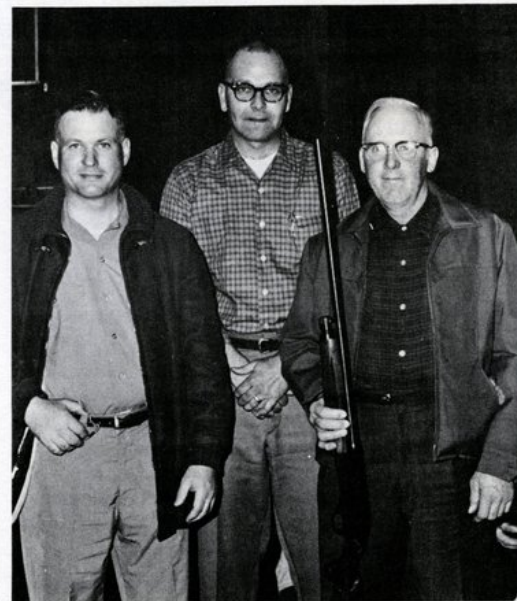
BEEET HARVESTER SALES MEETINGS ...UP NORTH



NORTH DAKOTA

Hesston-Gemco dealers in the Red River Valley each awarded a Winchester shotgun as a door prize at their beet harvester meeting.

Farmer interest, such as this group in North Dakota, was high.



NORTH DAKOTA

Mr. Jon Hills (center) of Hills Inc., Grafton, North Dakota and gun winner Joe Anderson, also of Grafton, and Alex Brown of Cavalier, North Dakota. Mr. Brown won a riveter, also awarded as a door prize.



MINNESOTA

Branch 30 Territory Manager Welden Jensen (left) and Market Manager of Special Products Merle Helferich, prior to holding a beet harvester meeting in Minnesota.

The snow drift courtesy of the blizzard of '66.



Manager Vern Holland (left) and Duane Kiroshus, Salesman of Norman County Implement, Ada, Minnesota, award gun to Walter Beiswenger of Fisher, Minnesota (center).



Bob Nelson of Nelson Motor Company, Warren, Minnesota (right) presents door prize to Clyde Munger also of Warren.



MINNESOTA

Vance Kroeber (left) of Kroeber Equipment Company and door prize winner, Adelbert Johnson both of Moorhead, Minnesota.



NORTH DAKOTA

At right, Hannes Kristjanson, Manager of Hills Oliver Implement Company, Grand Forks, North Dakota is shown awarding a gun to John J. Nece of Ardock, North Dakota.

Continued

SERVICE SCHOOLS FOR WINDROWERS

Hundreds of product service schools, such as pictured below, are held each fall and winter across the U.S. and Canada.



OKLAHOMA

Branch 10 Service Manager Max Mayhill detailing the important features of the entire windrower line.



Chickasha, Oklahoma owners get a close look at a 1966 Hesston 500 following a Branch 10 service meeting held at Powers Inc.



SALES ON WHEELS

Most Hesston products are a little too big to carry around on dealer calls, but at least one is working out just fine.



Branch 10 Territory Manager Harold Bayless (on left) demonstrates a straw chopper to Mr. Wendell Wilkins of Wilkins Equipment, Ponca City, Oklahoma.

The chopper is mounted in the back of Harold's personal pick-up truck and provides the next best thing to a field demonstration.

Harold, whose home is Yukon, Oklahoma, used this method to introduce some 40 dealers to the Hesston unit in less than 30 days with excellent results.

Following this demonstration, Wilkins Equipment became another new straw chopper dealer.



Another rolling sales aid is this panel truck sales office owned by Bennett Implement in Elgin, Nebraska.

Salesman Pat Bennett, whose brother Leonard owns the dealership, is shown by the panel.



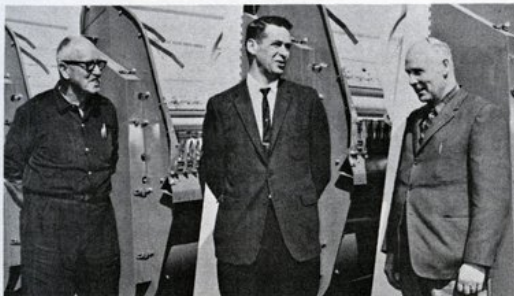
Picture of van doors open shows the desk area and bins which Pat keeps stocked with parts. This service is especially appreciated by the farmers and ranchers who are often 20 or 30 miles out in the sand hills.

NEWS

EVENTS
AND
PEOPLE OF
INTEREST

CANADIAN VISITORS

Two Canadian guests stopped in for a visit in late March. Mr. Freese MacLean (on right), Route 1, Napanee, Ontario, raises corn, hay and oats, and operates a dairy with the help of his Hesston 280 Windrower.



Mr. Frets (left), a retired farmer, and Mr. MacLean toured the factory with Jim Watson, Hesston's Service Education Supervisor-Windrowers. Both guests, along with their wives, were returning from a two-month vacation.

PRESIDENT APPOINTED

One of the key committees of the Farm and Industry Equipment Institute is headed this year by Hesston's President Lyle E. Yost.

Mr. Yost, a member of the F.I.E.I. Executive Committee, was appointed chairman of the Markets and Management Council, whose main function is to conduct a semi-annual forum at which top-level executives gather to discuss trends and major problems of the equipment field.

He is a director of F.I.E.I., whose 375 member-companies produce about 90 percent of all farm equipment manufactured in North America.

HESSTON WINS AWARDS

Two of three entries by Hesston Manufacturing Company won awards from the National Agricultural Advertising and Marketing Association in annual competition this year.

Hesston placed first in the Direct Mail category with its series of four mailing pieces designed for distributors to send to dealers and prospective dealers of the company's line of windrowers.

Hesston's entry in the Movies category (Cotton: Miracle and Management), a 15-minute film on cotton production, received a "merit award," along with entries by New Holland Machine Company, J. I. Case Company, and Massey-Ferguson. M. Gene Countryman, Hesston Sales Promotion Supervisor, directed production of the film. The film, which follows cotton production from seed selection to ginning, was photographed primarily at the Ames Plantation, Grand Junction, Tennessee. Other locations include Alabama, Missouri, Texas, Arizona and Oklahoma.

Bob Hobson, Hesston Marketing Services Manager, and Darrell Cowell, Account Executive for Associated Advertising Agency of Wichita, were present at the annual Farmmarketing Seminar in Chicago to receive the award certificates.

The competition included entries from hundreds of U. S. companies in the farm machinery, farm chemical, and allied fields.



Pictured L to R: Darrell Cowell, Hesston Account Executive, Associated Advertising Agency, Wichita; M. Gene Countryman, Hesston Sales Promotion Supervisor; Ken Endicott (seated), Art Director, Associated; and Bob Hobson, Hesston Marketing Services Manager, discussing the award winning projects.

Bob Gaughan (not pictured), Creative Director, Associated, assisted with the preparation of both the direct mail program and the film.

WINDROWER OWNER TOURS HESSTON PLANT



Mr. Elmer Rossi, on right, Bakersfield, California, was a plant visitor in early April. Mr. Rossi, shown touring the windrower assembly line with Market Manager-Windrower Bob Mong, was in Kansas to get his Beech King Air.

Mr. Rossi has owned several Hesston windrowers over the years and at the suggestion of John Hughes, our Western Sales Representative, used the visit to see our plant.

Hesston owners and dealers are always welcome and are encouraged to stop in anytime.

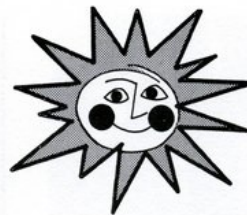
LINDSBORG C.of C. VISITS



Among the many March visitors to Hesston was a group representing the Lindsborg, Kansas Chamber of Commerce.

The group, some thirty strong, lunched at the Colonial House and toured our facilities.

Marketing Services Mgr. Bob Hobson welcomed chamber members with a brief luncheon address and presented Hesston's film "The Beginning."



ACTIVITY COMMITTEE REPORT

APRIL MEETING

FINANCIAL REPORT

At the April Employee Activity Organization Committee Meeting the treasurer reported a balance of \$1,176.36.

HESSTON PAYS GREEN FEES

It was decided that green fees will be paid for those employees interested in playing golf at Halstead and Newton Municipal Golf Courses.

Green fee tickets are new this year and can be obtained from: Gayle Swanson, Production Office; Sharell Ediger, Personnel Office; and Joyce Schowalter, Engineering Office.

'PUDDLE' JUMPING

Plans were discussed with Pete Schrag for this season's activities at "Pete's Puddle." New identification cards will be issued for admittance to "Pete's" and other company activities.

FISHING CONTEST PLANNED

Catagories for the up-coming Fishing Contest will be somewhat different this year. They are: (1) FLATHEAD AND CHANNEL CAT - (Pole), (2) FLATHEAD AND CHANNEL CAT - (Limb Line), (3) BASS - (White or Black), (4) CRAPPIE, and (5) WALLEYE PIKE.

130 SEE ICE CAPADES

It was reported that some 130 tickets were obtained for the Ice Capades during the weekend of April 8 - 10.

BOWLING TOURNEY RESULTS

Women's High 30, Carol Hall, Marketing (488)
Women's High 10, Fran Krueger, Production (200)
Men's High 30, Frank Musser, Tooling (594)
Men's High 10, Rusty White, Welding (223)
First Place Team: Glenn Otte, Melvin Wiens, Henry Wedel, Kermit Banman, and Ray Klatt.

Trophies were given for High 10 and 30. Cash prize of \$5 was awarded each member of the first place team.

ARTICLE I
Name: The name of this organization shall be "The Hesston Manufacturing Employee Activity Organization." The location shall be in Hesston, Kansas, or other location in which the Company has its employees or more.

ARTICLE II
Purpose: It shall be the purpose of this organization to (1) provide wholesome, social and recreational activities for employees of the Hesston Manufacturing Company; (2) promote employee participation with management in planning employee activities; (3) protect all employees of the organization to become better acquainted in a non-working situation and (4) promote good labor-employer relationships and good morale.

ARTICLE III
Officers: The officers of this organization shall be elected by the members of the organization at the annual meeting held on or about the first day of January of each year. The officers shall be: President, Vice President, Secretary, Treasurer, and a Committee of five members.

**1966 REVISED
CONSTITUTION
AND
BYLAWS
of the
HESSTON MANUFACTURING CO.
EMPLOYEE
ACTIVITY
ORGANIZATION**

ARTICLE IV
Membership: Any employee of the Hesston Manufacturing Company who is at least 18 years of age and who is a resident of the United States may become a member of this organization by paying the initiation fee and the annual dues.

Chairman: It shall be the responsibility of the Chairman to preside over the annual meeting, to call special meetings, to administer oaths to carry out the duties of the organization, to preside over the election of officers, and to preside over the election of members. The Chairman shall also be responsible for the conduct of the organization's affairs.

Assistant Chairman: The assistant chairman shall assume the duties of the chairman in the chairman's absence.

Secretary: The secretary shall be responsible for the minutes of the organization and shall be responsible for the collection of dues and the payment of dues to the members. The secretary shall also be responsible for the collection of dues and the payment of dues to the members.

Treasurer: The treasurer shall be responsible for the financial affairs of the organization and shall be responsible for the collection of dues and the payment of dues to the members. The treasurer shall also be responsible for the collection of dues and the payment of dues to the members.



ARTICLE I.

Name: The name of this organization shall be "The Hesston Manufacturing Employee Activity Organization." The location shall be in Hesston, Kansas, or other locations in which the Company has ten employees or more.

ARTICLE II.

Purpose: It shall be the purpose of this organization to (1) promote wholesome, social, and recreational activities for employees of the Hesston Manufacturing Company; (2) promote employee participation with management in planning employee activities; (3) permit all employees of the organization to become better acquainted in a non-working situation and (4) promote good inter-employee relationships and good morale.

ARTICLE III.

Membership: Any part-time or full-time employee of the Hesston Manufacturing Company, Inc., or wholly owned subsidiary thereof is automatically a member and is free to participate in all organization activities.

ARTICLE IV.

Committee officers, Duties, and Election: The organization shall be headed by a committee of five members to be elected from the eligible members. One committee member shall be elected from each of the following categories: (1) hourly paid factory employees from the first shift; (2) hourly paid factory employees from the second shift; (3) employees from the general office other than Engineering; (4) employees from Engineering, Tooling, Parts, and Service Departments; (5) salaried employees at large. The Director of Industrial Relations and the President of the Company shall serve as ex-officio members of the committee. There shall be five officers: (1) chairman; (2) assistant chairman; (3) secretary; (4) treasurer; and, (5) activity reporter. Their duties shall be as follows:

Chairman: It shall be the responsibility of the chairman to preside over all regular committee meetings and special meetings. The chairman may appoint special committees to carry out special functions as needed.

Assistant Chairman: The assistant chairman shall assume the duties of the chairman in the chairman's absence.

Secretary: The secretary shall maintain adequate minutes and records of all meetings and business transactions. The secretary will also prepare minutes to be posted on the bulletin boards.

Activity Reporter: The activity reporter will be responsible for posters and other advertising material required to keep the employees informed on activities and transactions. The activity reporter shall also serve as organization reporter to "Shop Talk."

Treasurer: The treasurer shall serve as custodian of all organization funds and is responsible for maintaining adequate financial records. The treasurer is responsible for paying all bills. He shall keep the committee members informed on the financial status of the organiza-

tion and make a financial annual report to all employees. The treasurer will be bonded and the books shall be audited biennially at the time of transfer to the new treasurer. He shall assist the committee in developing an annual budget.

The Committee: It shall be the function of the committee, as a whole, to: (1) plan and direct all activity organization functions, (2) take the responsibility of providing adequate canteen services to employees and delegate responsibility to various company employees through the company management organization, and (3) provide leadership and give direction to all social and recreational activities in accordance with the objectives of the organization.

The number of new members elected each year shall alternate between two and three. Three new members shall be elected and will take office the first meeting in October. The following year two new members shall be elected. Each member shall serve a two-year term.

The first meeting in October shall be chaired by the previous or outgoing chairman. The constitution and bylaws shall be discussed at that meeting. This meeting shall serve as an organizational meeting at which all offices shall be filled. Officers of the committee are appointed by the previous chairman to a specific office for a one-year period with the exception of the treasurer which will be for a two-year period.

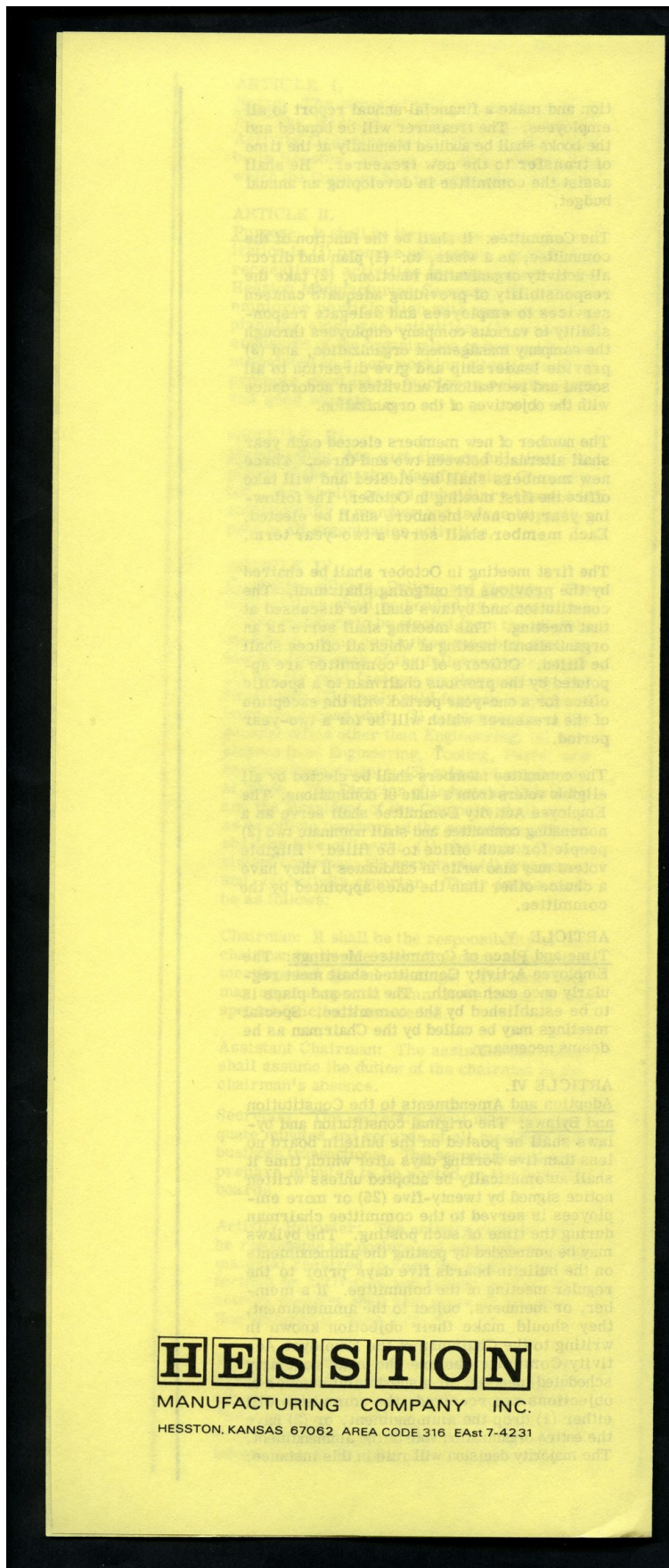
The committee members shall be elected by all eligible voters from a slate of nominations. The Employee Activity Committee shall serve as a nominating committee and shall nominate two (2) people for each office to be filled. Eligible voters may also write in candidates if they have a choice other than the ones appointed by the committee.

ARTICLE V.

Time and Place of Committee Meetings: The Employee Activity Committee shall meet regularly once each month. The time and place is to be established by the committee. Special meetings may be called by the Chairman as he deems necessary.

ARTICLE VI.

Adoption and Amendments to the Constitution and Bylaws: The original constitution and bylaws shall be posted on the bulletin board no less than five working days after which time it shall automatically be adopted unless written notice signed by twenty-five (25) or more employees is served to the committee chairman during the time of such posting. The bylaws may be amended by posting the amendments on the bulletin boards five days prior to the regular meeting of the committee. If a member, or members, object to the amendment, they should make their objection known in writing to the Chairman of the Employee Activity Committee before the next regularly scheduled meeting. If a substantial number of objections are received, the committee will either (1) drop the amendment, or (2) have the entire organization vote on the amendment. The majority decision will rule in this instance.



HESTON

MANUFACTURING COMPANY INC.

HESTON, KANSAS 67062 AREA CODE 316 EAst 7-4231

HESSTON EMPLOYEES COMPLETE COURSES

Pictured are some of our employees who have taken advantage of opportunities offered by the Central Kansas Area Vocational School in Newton. It is the policy of the company to pay the enrollment fee of approved courses completed by employees. These courses help to improve skills on your present job or prepare you to qualify for a better job.

ABC STENOSCRIP SHORTHAND:



Karen Dimmitt completed the eight week shorthand course instructed by Mr. Evans of Newton.

HUMAN RELATIONS IN SUPERVISION



Shown L to R: Teacher Nelson Galle, Arnold Goertz, John Schrag, Ivan Welty, Fred Smith, and Mel Wiggers. Those not pictured: Gordon Dimmitt, James Thurston, and Bob Vogt.

WELDING:



Left to Right: Rodney Berg and Billy F. Burke.

SHEET METAL LAYOUT:



Pictured L to R: Dennis Carpenter, Teacher Dale Anderson, Loren J. Unruh, Lawrence Long, Edward Goering, and Max Brewer. Not shown -- Charles E. Butin.

PRECISION MEASUREMENT:



Front Row L to R: Thomas R. Marshall, Eugene R. Toevs, and Harlan R. McCart.

Second Row L to R: Teacher Dillyn Culp, Jerry A. Robinson, Larry L. Peal, Harold E. Johnson, Andy J. Harms, and Warren Glenn Unruh.

GATES BELT COMPANY HOLDS SEMINAR

Twenty-seven Hesston employees participated in a belt seminar on March 15. This seminar was sponsored by representatives from Gates Belt Sales Division. Topics presented were: History of Belt Drives, Basic Principles of Drive Design, Belt Torque and Tension, Maintenance of Belts and discussion of specific belt problems.



CAVINESS

On March 7, 1966, Charles P. Caviness began work at Hesston as International Marketing Manager. He was employed as sales manager with Borg-Warner International Corporation, Norge Appliance Division.

Charles attended Principia College, Elsau, Illinois, and the University of Chicago, Graduate School of Business.

Mr. and Mrs. Caviness and their two children reside in Newton. Charles enjoys the piano very much along with swimming, skin diving, and tennis.



LONG

On February 28, 1966, John E. Long began working with Hesston as Customer Services Manager. Before coming to Hesston, he was connected with Wheaton Plastics Company in district sales.

John attended Pennsylvania State University and graduated with a B.S. degree.

John's wife, Mariana, and their four children are still living in Naperville, Illinois. They plan to move here after this school term is finished. John enjoys most sports, but his hobby is photography.

NEW PERSONNEL JOIN HESSTON



HIEBERT

Mr. Lewis Hiebert joined Hesston as Production Work Order Supervisor on March 23, 1966.

Lew received his elementary and high school education in Hillsboro, Kansas, continued his education at N. Y. A. School in Wichita, and Benson Polytechnic in Portland, Oregon. Extra curricular activities especially appealing to him were music and debate.

He is active in P. T. A. and Chamber of Commerce work. In his leisure time he enjoys fishing, hunting, bowling, and flying radio-controlled model aircraft.

Lew, his wife Margaret, and their two children live in Hillsboro.



McANULTY

Hesston's new O E M Sales Representative, Melvin McAnulty, hails from Bettendorf, Iowa. He was employed as district sales representative for Continental Oil Company in Davenport.

Melvin graduated from St. Joseph Junior College and the University of Missouri.

Mel, his wife Donna, and their four children are planning to reside in Newton. He enjoys golf, tennis, ice skating and skiing in his spare time.

HAVE YOU MET THESE BRANCH TERRITORY MANAGERS?



DON L. KNOLL
Houston, Texas

10



BOB GREER
Plainview, Texas



KEN TAYLOR
El Reno, Okla.



JERRY ROSS
Childress, Texas



MAX E. JACOBY
Parkville, Missouri

20



CONRAD HARIMON
Scottsbluff, Nebr.



FRED BORTH
Billings, Montana

30



WELDON D. JENSEN
Grand Forks, N. D.



CURT JORGENSON
Huron, South Dakota



LELAND A. SKOW
Cavour, South Dakota

RUCKER RETIRES

Henry A. Rucker came to work at Hesston Manufacturing Company on October 7, 1958. He retired on March 23, 1966 as Quality Auditor.



During his years at Hesston, he also served as General Foreman and Quality Control Manager.

Henry has no definite plans for the future, but has been traveling and just enjoying his leisure time. We want to thank Henry for his years of faithful service to the Company. Knowing Henry, we know he will be engaged in many activities. We wish him well.



SAFETY
SLOGAN
WINNER

WAYNE
SWARTZENDRUBER



Only Fools Break Safety Rules --
You Wise Men Know Their Worth,
The Prize You Get Is The Best One Yet:
Long Life Upon This Earth!



Hesston has adopted the policy of publishing the names of men on leave of absence from the company for active duty in Government Service.

Stanley Bartel	Stanley T. Jost
Carl Bontrager	Marshall Koehn
Ervin Buller	Robert Nickel
Tom Burrow	Leonard Pelton
Arvin Carney	Calvin Preheim
Larry Chambers	Roger Ratzlaff
Donley Duerksen	Larry Siemens
George Ens	Arlo Schmidt
James Epp	Charles Schmidt
Herman Franz	Dennis Schmidt
Arlee Gaeddert	Lynn Schmidt
Darrell Hanson	Robert Schmidt
David Hershberger	Vernon Schmidt
Royce Jantz	Philip Troyer
John Jost	Paul Zehr

THIS MONTHS ADDITIONS

Jerry Barkman	Pat V. Grochawsky
Ronald Decker	Jerry D. Klassen
Gordon Dimmitt	Danny Mull
Clayton Ediger	Larry Smiley
Melvin Ens	Michial E. Smith
Larry Funk	Kenneth Umholtz
Gerald Gaeddert	Robert Walton
Herman Goertzen	Weldon Wenger

This roster will be ammended monthly. Those wishing to correspond with these men may obtain their current addresses by contacting the Personnel Department, Hesston Manufacturing Company, Inc., Hesston, Kansas.



1959 Ford Galaxie, 4-door, factory air with new compressor, power steering, power brakes, and new battery. Rebuilt Cruis-O-Matic and 352 engine. Contact Henry Loepp, Branch 20 EA 7-4921.

1965 Hicks Mobile Home (10' x 55') 2-bedroom, coppertone kitchen appliances, solid oak built-ins, birch paneling throughout. Contact Melvin Gaeddert, Engineering, Ext. 278.

Thomas Jones has been promoted to third shift Crew Chief of the Paint Department.



On April 6, 1966, Mr. and Mrs. Wayne Decker became the proud parents of their 3-week old SON, Braden Ray. Wayne works in Purchasing.

A SON, Jeremy Neil, was born to Mr. & Mrs. Paul Funk on April 2, 1966. Paul works in Welding.

A DAUGHTER, Patricia Ozine, was born to Mr. & Mrs. Robert Lower on April 4, 1966. Robert works 2nd shift in Material Preparation.

A SON, James Arthur, was born to Mr. & Mrs. Marion Yoder. Marion works 3rd shift in Material Preparation.

A SON, Daryl Alan, was born to Mr. & Mrs. Henry Wedel on February 20, 1966. Henry works in the Machine Shop.

A DAUGHTER, Fern Jill, was born to Mr. & Mrs. Howard Ratzlaff on April 7, 1966. Howard works in the Engineering Shop.



American waterways will be crowded with picturesque sailboats, roaring motorboats, and ordinary rowboats this year as they have never been before.



PLAY IT SAFE

BOATING IS GREAT FUN IF YOU

About one of five families owns a boat. The boating industry estimates about eight million crafts are bobbing along the nation's inland and coastal shorelines waiting to provide weekend diversion or vacation pleasure for millions of boating fans.

But boating isn't always laughs and smiles. The Coast Guard reports that about 1,000 persons lose their lives in boating mishaps annually. Accidents cost boat owners about \$8 million in property loss each year.

Safety experts have been keeping their eyes on the boating boom and the increasing congestion on the waterways.

Capsizing is the most common boating accident. Another common accident is hitting submerged objects. Many boats are lost or damaged by fire, vandalism, theft, and windstorm.

It doesn't cost much to insure a boat, but it does take some know-how to protect the lives of those aboard when an emergency occurs.

Experts agree that many boating tragedies can be prevented if water enthusiasts do the right thing quickly. If you think you're a pretty good skipper, compare your safety measures with those of the experts in these nine common boating emergencies.

FIRST EMERGENCY: You're cruising in normal fashion when your craft suddenly strikes a submerged object. The hull is punctured and water spurts into the boat.

DO THIS: Quickly appraise the situation: depth of water, distance from shore, size and location of hole. Try to shift weight in the boat so the hole is out of the water. Stuff the hole with rags or clothing. Use a bilge pump if you have one, and bail! If possible, power your craft to shore.

...

SECOND EMERGENCY: You're in open water and a passenger falls overboard.

DO THIS: Shift the engine to neutral until you're sure the fallen passenger is clear of the propeller. Toss him a line and preserver. Circle slowly along side, stop the engine, and pull him aboard. Never leave your boat untended! If you must go over the side to assist, take a line with you.

...

THIRD EMERGENCY: A sudden wind whips up high waves. Your craft capsizes and you're thrown into the water.

DO THIS: Stay with the boat; most boats float though capsized. If there are two of you, you can support yourselves across the keel by holding onto each other's wrists.

...

FOURTH EMERGENCY: You're far from shore and discover a fire aboard ship.

DO THIS: Use a fire extinguisher or, if possible, throw the burning material overboard. If the fire can't be controlled, jettison equipment so the craft can stay afloat longer. Put on a life preserver and prepare to abandon ship.

• • •

FIFTH EMERGENCY: Your outboard motor strikes a sunken object, breaking the shear pin. The motor continues to run, but the boat doesn't move.

DO THIS: Stop the engine, tilt the motor back and remove the cotter pin which holds the propeller nut. Remove the nut, the propeller, and the broken shear pin. Replace the shear pin and reassemble the unit. If you don't have an extra pin aboard, signal for assistance by raising and lowering your outstretched arms, or displaying your ensign (flag) upside-down.

• • •

SIXTH EMERGENCY: You're in open water and a sudden storm or squall develops.

DO THIS: Reduce your speed and head into the waves at a slight angle as you make for the nearest shelter or shore. If you have passengers aboard, seat them on the bottom of the boat near the centerline.

• • •

SEVENTH EMERGENCY: You're heading for shore when fog or darkness closes in.

DO THIS: Maintain your course at a moderate speed. Use your compass to assure proper direction. Give one long horn blast per minute and turn on the craft's lights. Don't anchor your boat in the channel.

• • •

EIGHTH EMERGENCY: You're boating in strange waters when your craft suddenly runs aground.

DO THIS: Don't reverse too hard or too long. You may fill your water jackets with silt or pump more mud under your keel! Check for any bottom damage or leaks. Shifting weight or rocking, or the wash of a passing boat may free you. If not, sound the bottom to see where you might pull off. Put out a kedge and set it hard. Keep line taut all the time and you may pull off with this alone.

• • •

Continued...

NINTH EMERGENCY: You're heading downstream and another craft comes toward you. It weaves a little, then holds a collision course.

DO THIS: Swing to starboard to pass the other boat. As skipper you should also give one short blast of the boat's horn.

• • •

No matter what the emergency, try to keep calm. Haste and carelessness can quickly change a boating mishap into a disaster.

Knowing how to meet a boating emergency -- what to do, and how to do it -- can help save lives and property.



SEAMANSHIP HINTS

DOCKING AND MOORING: Single screw boats with right-hand propellers will have strong tendency to go to port when backing. In docking port side to, slow down, approach at slight angle, and reverse to check headway. Reversing swings the stern in. By alternating forward and reverse, a complete turn may be made in small space. Practice turning and stopping to learn space required. Remember -- no brakes!

HEAVY GOING: Take big waves at an angle, never broadside. Slow speed is better. Don't run breaking inlets. Learn to use a drogue or sea anchor before trying big seas. Keep weight low. Secure loose objects. It is often safer to ride out a squall with your bow to the wind than to try to dock.

ANCHORING: Lower anchor carefully to avoid fouling line around anchor. Reverse slowly and pay out plenty of scope (7 times the depth of water). Take turn around bitt to snub line and set anchor. With engine in neutral, test line by hand. If anchor drags, pick up and try another spot. Secure line at bitt. Take a range on nearby objects; range will change if anchor drags. Use a buoyed trip line when anchoring on a rocky bottom.

TOWING: Don't run aground helping! Pass, tow, or float a line to the other boat. Secure your end amidships forward of rudder, if possible. A bridle will save cleats. Watch towline so that it may be cast off or cut if necessary. An easy start with a steady pull works best. Allow plenty of line to take up jerks. In heavy seas, adjust tow line to have both boats climbing seas or sliding down at the same time. Shorten line in close quarters for better control of tow. Swing wide around turns.



RULES OF THE ROAD

THE DANGER ZONE: Any vessel crossing within area from dead ahead to two points abaft your



starboard beam is in your Danger Zone. As the privileged vessel having the right of way, she must hold course and speed. You, as the burdened vessel must keep clear. Prompt whistle signals indicate intentions. Always answer signal with like signal if understood and agreed upon. If

not, signal "DANGER," stop, and proceed only after proper signals are given and answered. Never use "cross signals," that is, answering one whistle with two or two whistles with one.

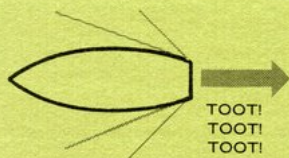


1 SHORT BLAST when meeting: "I intend to pass you on my port side (left)."

TOOT!

2 SHORT BLASTS: "I am directing my course to port (to left)," or "I intend to pass you on my starboard side." A sharp swing of the bow shows what action will be.

TOOT!
TOOT!



TOOT!
TOOT!
TOOT!

3 SHORT BLASTS: "My engine is going astern." Also used as a signal for draw bridges.

4 or more SHORT BLASTS: DANGER!

OVERTAKING AND PASSING: The overtaking vessel is always the burden vessel until she has passed ahead and well clear. **YOU ARE RESPONSIBLE FOR DAMAGE CAUSED BY YOUR WAKE OR WASH!** Vessels (going downstream with current) have the right of way on Western rivers.

SAILBOATS have right of way except when overtaking. Close-hauled boats have right of way. Close-hauled boats on starboard tack (wind over starboard bow) have right of way. When running free, boat to leeward has right of way. Sailboat with wind aft shall keep clear of other sailboats.

MOTORBOATS under way give their fog signals on whistle (or electric or air horn). One prolonged blast every minute on inland waters; every 2 minutes on high seas. At anchor, ring bell for 5 seconds every minute.

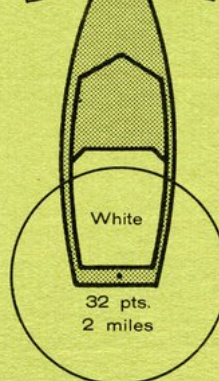
A **LONG BLAST** is used as a warning signal when leaving slip or approaching bends in a winding channel.

SAFETY FIRST: In narrow channels, keep to the right! Safe guidance of the boat is the main duty of the man at the wheel. Rules apply to every boat underway. Exchange signals when danger of collision, doubt or uncertainty exists.



LIGHTS REQUIRED

comb. 20 pts.
1 mile



32 pts.
2 miles

LIGHTS are required on boats underway between sunset and sunrise. Boats at anchor must display anchor lights except those in special docking areas. Row boats shall have a white light ready to be temporarily exhibited in time to prevent collision. **Caution:** It is unlawful to flash a searchlight or other blinding light onto bridge or pilot house of any boat underway, or to carry any light that will interfere with distinguishing required navigational lights.



MARINE FIRE SAFETY

FIRE PREVENTION: A half teacup of gasoline can be as explosive as a stick of dynamite. Gasoline fumes are heavier than air and will settle to the lowest part of the boat. If you can smell gasoline, use extra caution until the source is located and the bilge, cabin, and motor compartment are thoroughly ventilated. Do not smoke, start a motor, or close a switch which might produce a spark. Never smoke when boarding a boat which has been closed.

FIRE EXTINGUISHERS as required by law should be placed where they can be reached from any part of the boat. Check them frequently. Extinguishers using carbontet or other toxic vaporizing fluid are not approved for use on boats.

FUEL TANKS should be properly vented over-side and should have cut-off valves in the fuel line. Outboard motor tanks should be filled on the dock and should be secured to avoid shifting or tipping when underway. Batteries should be fastened and covered to prevent shorting.

REFUELING: Extinguish all smokes, stoves, open flames. Cut off motors, fans, or anything which might produce a spark. Close all ports, windows, doors, hatches, and ventilators so that gas vapor cannot flow into bilge. Keep hose nozzle in contact with fill pipe to prevent static sparks. Flush and wipe up any spillage, then open up and ventilate thoroughly for five minutes. Don't start until all gasoline odor has gone.

EXHAUST FUMES: Allow ventilation thru your cabin and cockpit, especially if your side curtains are down for foul weather. The after air drag may pull exhaust gases inside and cause severe headache or nausea.



REQUIRED EQUIPMENT

EQUIPMENT: The Coast Guard requires certain minimum approved equipment. Varies with class or motorboat. Lights are required on all boats. A horn on motorboats over 16 feet. A bell on motorboats 26 to 65 feet. A life preserver or life saving device for every person aboard. Flame arrestors on gasoline engine carburetors (except outboard motors). Ventilation on motor boats (except open boats with no closed spaces). Fire extinguishers (one or more, depending on class of boat).

AHOY!

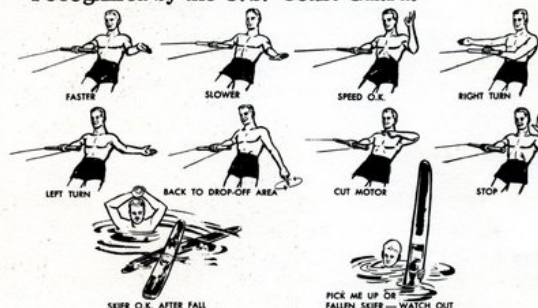
One of the best ways to broaden your boating skills is to attend one of the hundreds of courses offered free by the U.S. Coast Guard Auxiliary and the U.S. Power Squadrons, the Outboard Boating Club, and the American Red Cross.

OUTBOARD BOATS must meet same general minimum equipment requirements for inboards of same length -- except ventilation, flame arrestors and fire extinguishers. (Extinguishers not required on outboards under 26 feet, if of open construction with no closed spaces, and not carrying passengers for hire.)

OTHER EQUIPMENT: Though not required, you should also carry: two anchors with line, dock lines, bilge pump, fenders, boat hook, searchlight, flashlight, binoculars, barometer, life ring, first aid kit with instruction book, emergency signal kit, and tools. For spare engine parts: spark plugs, fuses, coil, condenser, breaker points, shear pins, cotter keys, wire and tape.

•WATER SKI SIGNALS•

These are the new hand signals adopted by the American Water Ski Association. They are recognized by the U.S. Coast Guard.

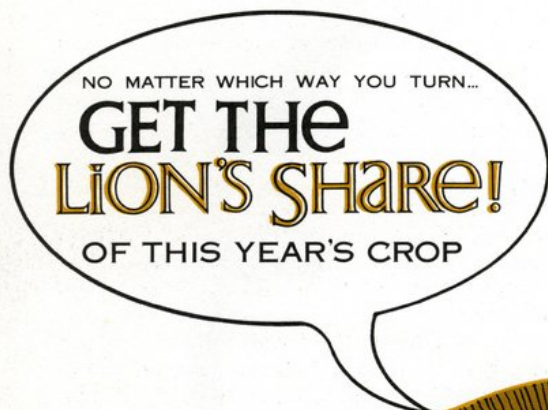


Caution: Before Water Skiing this season, check with an authoritative source on Safety Rules and courtesy procedures.



MANNERS AFLOAT

IF YOU ARE A GUEST: Wear soft, skid-proof shoes, or remove your hard soles while aboard. • Don't scratch varnish work, or take chances of slipping. • Fresh water is limited. Waste not! • Be sure you know how to use the "head." If not, ask. • Don't obstruct the view of the helmsman. At night, do not flash a light in his range of vision. • Don't volunteer with lines or anchor unless you know what you are doing. • Don't throw empty bottles overboard. • Save your garbage and trash for shore disposal. • Puncture cans at both ends so they will sink in open water. • Don't board boats unless invited, nor stare into cabins as you pass. • Respect private docks, beaches and clubs. Don't presume on their courtesy unless invited. • Be quiet evenings in crowded harbors. Radios, generators, horns or search lights can be nuisances to others trying to sleep. ❄



... with HESSTON^{*} TRIM-STEERING 

^{*} STANDARD ON HESSTON SELF-PROPELLED WINDROWERS