

## Hesston Lines newsletter

This newsletter, from the Hesston Corporation, includes articles and photographs discussing the company's agricultural machinery from June 1971. Highlighted in the newsletter is a testimony from Hesston customers. This publication funded by the National Historical Publications and Records Commission through the Kansas State Historical Records Advisory Board.

Creator: Hesston Corporation

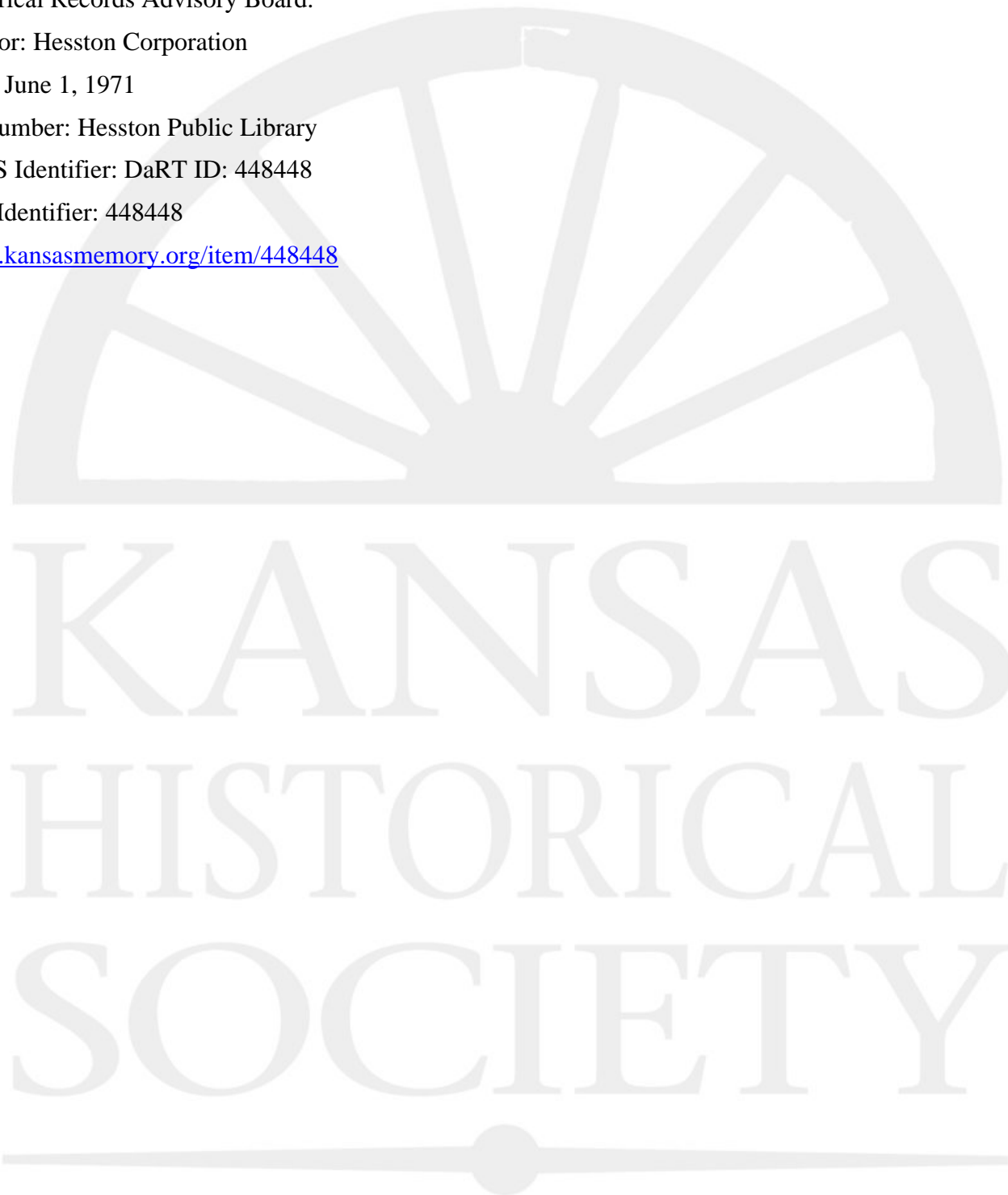
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HESSTON CORPORATION

HESSTON, KANSAS 67062

JUNE 1971

### An Applied Philosophy:

## There Must Be a Return on Investment

Mike Calhoun of Puzzlewood Ranch in East Texas preaches a philosophy for his operation: as a business it must yield a return on his investment. Mike is using Hesston's StakHand-StakMover-StakFeeder system to put into practice what he preaches.



One man moves stack

Grapeland is the site of the 4000-plus acres owned by Mike and his father Vernon, and judging by the looks of his cattle, equipment, and buildings, it's working. All are clean and in good shape. And concerning those cattle, they fit right in with Mike's plan: to market his forage crops through the sale of high-quality stock.

Mike grows coastal bermuda and oats. His goal - - or one of his goals - - is to average a head per acre of land and make it pay. And here is where Hesston and Mike Calhoun complement each other. During haying season, seven 21-day crops are possible. That's a lot of hay! By making stacks from Hesston 620 windrows, Mike can smooth out the peaks and valleys of hay-making

and hay consumption. He has increased the capacity of his ranch in making and stacking hay, as well as number of cattle he can support. And the more cattle he can support, the more he can sell. And the more he can sell - - well, that's where return on investment pays off.

It used to take six men and three trucks to make and feed baled hay and silage. With Hesston's system, Mike now does it with one man and one machine; and he can feed the same quantity of hay in half the time.

Just as the Great Plains farmers applied technology to the production of corn, so has Mike Calhoun applied it to the profitable production of forage crops and livestock in East Texas.

### **Inaugural Issue**

*There's a lot going on in every part of the country where the Hesston line is sold. This is the first issue of Hesston Lines, the publication that will let you know what other Hesston users are doing with their machines.*

*If you would like additional copies to use in spreading the word even further, write or call Public Relations, Hesston Corporation, Hesston, Kansas, 67062, (316) 327-4000.*



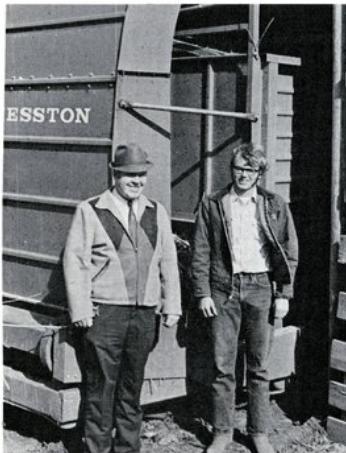
Calhoun cattle feed free choice



## HESSTON

### Stacked Cornstalks Make Valuable Feed for Iowan

Dale Spencer, vo-ag instructor and farmer in Villisca, Iowa, bought a Hesston StakHand 30 last fall and used it to custom stack cornstalks for winter feed. Advantages mentioned by Dale include the use of a former waste product that would have been used for pasture feeding or plow-down, and avoiding a labor problem that would have been required by putting up 10,000 bales of hay, the equivalent of what he stacked using only one man.



Dale Spencer, Randy Jackson, and StakHand 30

The cornstalks have the same TDN as alfalfa hay, although they are lower in protein. Dale worked out some interesting - and cost-saving figures for comparison:

1 lb. soybean oil meal added to 20 lbs. of stacked cornstalks will winter a 1200 lb. cow (5 cents per day saving over alfalfa)

4 lb. alfalfa hay added to 20 lbs. of stacked cornstalks will winter a 1200 lb. cow (7 cents per day saving over alfalfa)

17 lb. alfalfa hay will winter a 1200 lb. cow, no supplement.

With 340 acres of his own, Dale and Randy Jackson spent some time working 10 acres of alfalfa at home. He plans to run corn, milo, soybeans, alfalfa, and oats this year. But mostly he anticipates custom cutting (with a Hesston 500 windrower) and stacking.

Dale stated that he began stacking stalks after the first frost but while they were still green. Some of the stacks were fed 6 months later and the cattle ate them as heartily and completely as they did hay. Also, he felt the stacked stalks were easier to eat because the StakHand 30 chopped more finely as it picked up.

Other observations by Spencer and Jackson included:

- Cattle that ate directly from the stacks left little waste.
- Stacks made and dropped in poor ground areas helped feed the soil as well as the cattle.
- Some stacks were made and deposited alongside a feed bunk; simple forking put the material within reach of the cattle.
- In using the StakHand 30, compression of the stacks was about the same as for hay. Sometimes only one compression was needed for a stack.

### '63 Hesston Still on the Job

Al Swanson, farmer in Delano, California, bought a Hesston Model 500 windrower, Serial No. HS3-360, in 1963, to handle his crop of alfalfa. He is using the same machine today to harvest his 130 acres, and it's almost the same machine it was eight years ago.

"I replaced one tire (right outside) awhile back and I have an extra sickle I alternate with the original. Of course, I've replaced all the belts, and I had to get a new chain on the conditioner drive, and I replaced the wheel bearings, although I'm not sure they needed it. And I've put guards and plates on the cutter. Otherwise, all I've done is grease it and run it," recalled Al. Not bad for an eight-year-old machine.

The 500 is powered by an air-cooled Wisconsin engine, Serial No. 3504329. "It runs," states Al neutrally.

He uses the windrower about three days a month during the seven-month haying season. Al also farms cotton.

Jack Campbell, Sales Manager at Central California Equipment Company, Hesston dealer in Delano, is keeping his eye on Al's 500 with hopes of putting him in a new machine. At this rate, he may have a long wait.

Dale Spencer feels that baling hay is a thing of the past for him. With the money and labor savings he has experienced so far, plus the "bonus" of stacking and feeding cornstalks, he looks for increased production for his own farm as well as increased income from his custom work in the surrounding area.



LINES

### TIMELY TIP



Anybody who gets something new wants to try it out immediately. It's a natural tendency, especially if that new item satisfies a strong desire or fills a special need. We've found this to be true with our Hesston machinery, too. So, may we make a suggestion about that piece of new, red equipment you buy.

Every Hesston unit comes with an Operator's Manual. We can't stress enough the absolute necessity of studying it thoroughly BEFORE beginning operations. Set-up, operation, maintenance, and safety procedures, correctly followed, do wonders in prolonging the life of the machine and the well-being of its owner. And ALL these procedures are shown in the Manual.

It's as simple as that. Read the Manual to get the proper start in using the best machine you've ever owned!

### Send Us a Line

*Are you proud of how your Hesston equipment is performing? Would you like to share your success story with others through Hesston Lines?*

*Write or call collect to Public Relations, Hesston Corporation, Hesston, Kansas 67062, (316) 327-4000. There may be someone, somewhere, who can profit from your experience with Hesston and we'd like to be the go-between in passing along the information.*

*Send us a line.*



Reuben Liemer and 4000 grinding corn

## Forage Harvester Does Double Duty

Reuben Liemer of Bancroft, Nebraska, harvested 400 acres of corn with his Hesston 4000 self-propelled forage harvester last season. But work for the machine was not over. It has been grinding corn - - about 7000 additional bushels - - regularly ever since.

Liemer stored the combined corn in 6 bins, each holding just over a thousand bushels. When grinding time came, he took off the snapper head and faced the 4000 up to the bin. Using a John Deere corn sheller drag, he pulled

the ears up to the 4000 through a home-built hopper and into the chopper. The corn was blown into a truck, transported to the silo, stored, and then mixed with haylage for feeding.

Reuben Liemer makes his money on the sale of his cattle. He says this method of grinding and feeding is cheaper - - about 14 cents to 15 cents cheaper per pound of gain on his cattle. Getting double use from his equipment plus a little workshop ingenuity has paid off for Liemer.

## ON THE BLOCK . . .

Lyle Yost,  
President

We've grown. We've grown and we've changed. In 25 years, we've added products, people, and places I never dreamed of when Hesston began.

Growth and change inevitably bring about that loss of personal contact I've found so important. This publication will help keep us together and communicating as Corporation and customer.

Through ON THE BLOCK, I hope to let you know my thoughts on subjects that concern us all. Communication is a two-way street, and we need to know your thoughts, too. We'll never grow too big or change so much that we can't listen to you on whom we depend so much. Our philosophy of business holds: to provide machines to fill needs. And you can help us define the needs.

Either directly or through your local Hesston representative, keep in touch. Our need to communicate will never change; it will continue to grow.



*LINES*

### StakMover 30

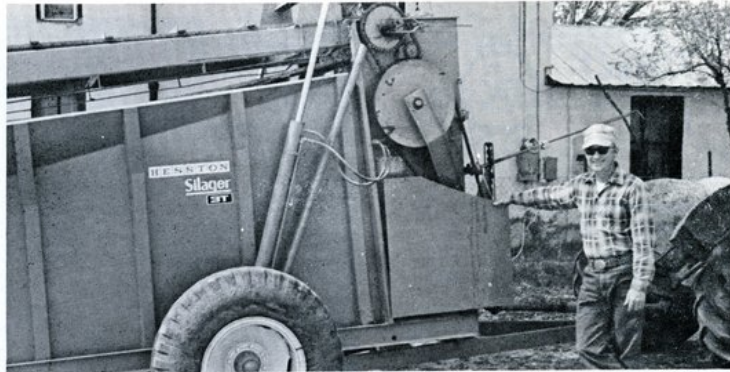
Question: If you made a 6-ton haystack with Hesston's StakHand 60, what would you use to move it to your stackyard, perimeter storage, or feeding area? Answer: the StakMover 60.

Question: If you made a 3-ton haystack with Hesston's StakHand 30, what would you use to move it to your stackyard, perimeter storage, or feeding area? Answer: the STAKMOVER 30.

That's right. Released last month, the STAKMOVER 30 is just the thing for the StakHand 30 owner for rounding out his haying system. And it does everything (on half the scale) the StakMover 60 does now. Only the method is a bit different.

Tilting action works off tractor hydraulics; powered chains on each of the five box-steel beams work from a self-contained hydraulic motor. The chains move forward and backward for loading and unloading. There's no gear box and no PTO shaft.

Beam ends at the rear are pointed and have wide skid shoes. The tractor operator merely aims



Eugene Patteson and time-saving Silager

### Silager Cuts Loading/Feeding Time

Eugene A. Patteson of Patten Dairy in Fredericksburg,

the STAKMOVER 30 at the stack, tilts the rear of the bed down, and pushes it under the stack while the chains pull. In a minute or less the stack is loaded and ready to go.

Question: If you needed to move some 3-ton haystacks, what would be your best buy? Answer (which you already knew): the Hesston STAKMOVER 30. Check it out.

Texas, made and fed about 700 tons of corn silage last year. It used to take him two hours a day for the feeding chore with a front-end loader.

Mr. Patteson now has a Hesston Silager 3T. The same amount of feeding now takes him 45 minutes from parking shed to silo to feed bunk and back to parking. Next year he plans to put up about 1000 tons.

Located in the cool foothills of south-central Texas, Patteson Dairy has 220 cultivated acres: 80 in corn, 80 in oats, and about 60 in Higuera sorghum. Forty additional acres are used up with the dairy, home, and attractive woods and ponds. Patteson runs 130 head of cattle, including a 70-head Holstein dairy herd.

His trench silo is cut into a hill just back of the feed area. It has a dirt floor, but Patteson says he picks up less dirt with the Silager than he did with the front-end loader. He also mixes in some alfalfa roughage and ground milo with concentrate for a balanced feed ration.



StakMover 30

*Money isn't everything -- sometimes it isn't even enough.*