

## Hesston Corporation newsletter

This newsletter from the Hesston Corporation includes articles about their products and customers using their products. This publication funded by the National Historical Publications and Records Commission through the Kansas State Historical Records Advisory Board.

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HESSTON CORPORATION

HESSTON, KANSAS 67062

APRIL, 1972

## StakHand® 30 Saves Labor . . .

"In the corn belt, a man could raise cattle on corn plus supplement, and forget about hay. He could use a sorghum-sudan in the summer." It's an interesting thought put forth by Floyd Funk of Roodhouse, Illinois. He's already made 125 cornstalk stacks with his Hesston StakHand 30, purchased just last September. He bought it to save labor and has gained back half the price of the machine just this season so far. He has put up some haystacks, too, from 200 acres of third-cutting grass mixture.

Another advantage of the cornstalk feeding, says Funk, is the clean and dry bedding provided by the stalks. The 10% of the stacks the cattle don't eat becomes a great place for calving. Four cows calved the day LINES visited Funk Farms.



Floyd Funk and Kenneth Tillery have no complaints about the quality of cornstalk feeding. Their StakHand and StakMover make it easy.

## . . . and Feeds Inexpensively

This ground was just as muddy as could be. Funk Farms cattle were high and dry where stacks had been placed for feeding.



Funk and his partner, Kenneth Tillery, have found other uses for stacks, too. One was put in a wash area to let the cattle tramp around while eating and pack the ground to stop erosion. Another use, not necessarily recommended, was to place a stack on top of a clump of blackberry briars to kill them.

Perry Farm Equipment in Perry, Illinois, is the Hesston dealer serving Funk Farms. With 2000 acres between the two owners of the land, you can be sure Floyd Funk and Kenneth Tillery will be on the lookout for all the labor-saving machinery they can get. They're now interested in a StakFeeder 30 to go with their StakHand 30 and StakMover 30.



## HESSTON



Ralph and Wilma Turner recall visit with other dealers and President Yost in Hesston, Kansas. Service to the customer still rates high.

## Long-time Hesston Dealer Slows Pace Reluctantly

One of Hesston's first retail dealers is giving up his franchise in Fairbury, Nebraska. "With the Stak-Hand system just taking hold here, I hate to do it. But it's just getting to be too much to handle," says Ralph E. Turner as he looks back on 33 years in the business and 16 years with Hesston.

Turner will stay in business with several short lines; the Hesston line will go down the street to another implement dealer. "I couldn't just retire completely and go home and sit down," he said. "There are still too many opportunities."

Turner graduated from Fairbury High School in 1916 and farmed the area for 20 years before opening his own dealership. The first Hesston product Ralph and his wife, Wilma, sold was a milo bar back in 1956. A cylinder V-bar and milo head were other early products, and then in 1959 Turner sold his first Hesston self-propelled windrower,

a Model 220. Since 1960, he figures he's delivered over 80 windrowers, all but two within 50 miles of Fairbury.

The Turners began their business in the same building they occupy now and have been there all but three years. It formerly was a livery stable. At one time, Ralph sold Hudson automobiles and has been associated with many major and short lines throughout the years.

The Turner family has become involved with Hesston, too. Their son, a helicopter pilot, lifted large vents onto the first major manufacturing facility at Hesston in Kansas. Their grandson works in the dealership.

The Turners have served Hesston customers in southeast Nebraska for two-thirds of the time Hesston has been in business. It has been a rewarding experience for both company and customer.

## A PLAN FOR DEMONSTRATING

Dave Heyen, Hesston dealer in Dorchester, Illinois, wanted to demonstrate to farmers in his area just how the Hesston StakHand 30 worked in harvesting cornstalks. Here's how he went about setting up the demonstration.

First, he set a date, February 10. Then, working with his territory manager, Marvin Marshall, they invited all the prospects who would be interested in cornstalks for feeding. They used Heyen's StakHand 30, one already promised to a customer, and his IH 1066 tractor.

Then they contacted Mike McKee in nearby Carlinville about using his field of stalks. The arrangement was to let McKee have all the stacks made in return for hosting them.

Then, before the demonstration, some stacks were put up in the field for the farmers to look at. On the actual day of the meeting, only one stack was actually made. It was snowing, and both the ground and the material were frozen. One of the main points was that feed could be made throughout the winter in spite of the weather.

Following the field work, the dozen farmers went to McKee's house for coffee and about two hours of informal discussion and question-answering.

One week later, that demonstration stack was in perfect shape. McKee pointed out that the hay paddles had been used; the material was shredded better, but not cut off as cleanly as with the stover kit. He also noticed that some material was broken loose at harvest which allowed cattle to graze successfully anytime later.



LINES

## Cornstalk Feeding Keeps Cattle Fit, Wallet Full

Robert Lansink of Meredosia, Illinois, doesn't own a Hesston Stak-Hand 30, but he believes in cornstalk stacks and feed the StakHand produces. Stacks on his valley farm were put up by the Hesston dealer in Perry, Warren McCulloch.

"There's no reason to buy hay when good roughage is sitting right here in my field," says Lansink. "After I've combined the corn, there's still 60% of the food value left in the field."



Robert Lansink takes time out from transferring shelled corn in bin to trucks to describe cornstalk stacking and feeding in Illinois.

He went on to say that his cattle were in as good condition, if not better, after feeding on stalks and molasses as they had been on grass and brome hay last year. His feed costs were below what they were the year before.

Lansink said that he might have to fertilize his 150 acres of corn land a bit more next year since he wouldn't be plowing the stalks under. However, the net gain of feeding the stalks would still prove profitable with the elimination of buying feed.

*The way things are being done in Washington these days reminds me of the fellow who sawed off a board three times and it was still too short. — Jacob M. Braude*



TIMELY  
TIP

There are people—farmers, businessmen, customers—around you who don't know what's happening. If you're selling and using Hesston equipment, there should be a lot happening that's new and exciting. Why not let everyone in on it?

How?

There are other people around you who are professional communicators. Newspapers, magazines, and radio and TV stations are in the business of spreading the word. In many cases they want to know what's new but don't have the staff to find out. And that's where you come in.

You need not be a professional reporter or photographer to get in the news. All you need to be is within reach of the telephone. Ask for the editor or news director and explain briefly and simply that something unique, interesting, profitable, helpful, fantastic, or whatever is happening. Newspaper and broadcasting people are always ready to report on a new StakHand System. Or forage harvester with big capacity. Or windrower working under an irrigation system. Or .....

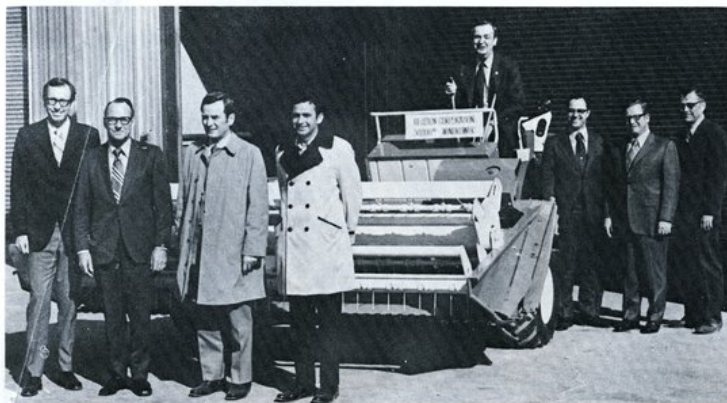
Better yet, keep a camera loaded with black-and-white film handy. For the price of a roll of film, plus a dollar or so to make a 5x7 print, you can often get one of your better shots printed in the local paper. Or invite the TV station out to film a stack being made. Red sure looks nice on color TV. Again, call the editor, tell him what you have, and he'll take it from there.

Remember, Hesston Has It. So you have it, too. Share it.



*LINES*

### WINDROWER MILESTONE . . .



On March 2, the 50,000th windrower—a 420—rolled out the door at Hesston. Seventeen years have passed since the first one, a Model 100, was produced. On hand were Jerry Landers, product manager; Woodie Grotewold, sales manager; Ray Adey, vice-president engineering; Cecil Case, product engineer; Ed Melcher, vice-president manufacturing; Rich Huxman, production manager; Dillyn Culp, quality control manager; and Kenny Dreier, Plant III foreman.

### . . . AND A GROUNDBREAKING



Lyle E. Yost, president; Ed Melcher, vice-president manufacturing; and Kenny Dreier, Plant III foreman took the first shovelfuls of dirt during groundbreaking ceremonies March 13 for a \$1.3 million addition to production facilities at Hesston. StakHand production will occupy most of the 86,400 square feet to be constructed. This is part of a four-million dollar expansion program to be completed by the end of 1973.

### Forage Harvester 2000 Fills Custom Operator's Needs

Merle Winings of Atkinson, Nebraska, completed his second season of custom forage harvesting last October. He used a Hesston Model 2000 behind an A-C 220 with about 160 PTO horsepower. Having been in the business for almost 10 years, and having had several harvesters, he considers his Hesston the top of the line.

Winings further says he wouldn't trade it for anything. It just won't plug; it'll kill the tractor engine first. He has a 2-row head and sets it for a 3/8" cut. When the silage wagon is full, he estimates it weighs about 27,000 pounds. The first year with the 2000 he cut about 13,000 tons of silage; the second year was close to 9,000 tons, or about 300 tach hours.

Maintenance and repairs on the machine have been minimal. One bearing was replaced and the knives have been sharpened regularly with his in-head electric grinder. No belts have worn out. "My philosophy of running a piece of equipment is to find its top capacity right away, and then back off a gear and run steadily at that speed. It's kept me running for nine years now with not a full day down ever," Merle reported.



Merle Winings uses a 3/8" cut and hasn't replaced a belt in 2 years on his Model 2000 forage harvester.