

Shop Talk newsletter

This newsletter from Shop Talk is a quarterly publication by the Hesston Corporation for active and retired employees. Topics in the newsletter include: 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.

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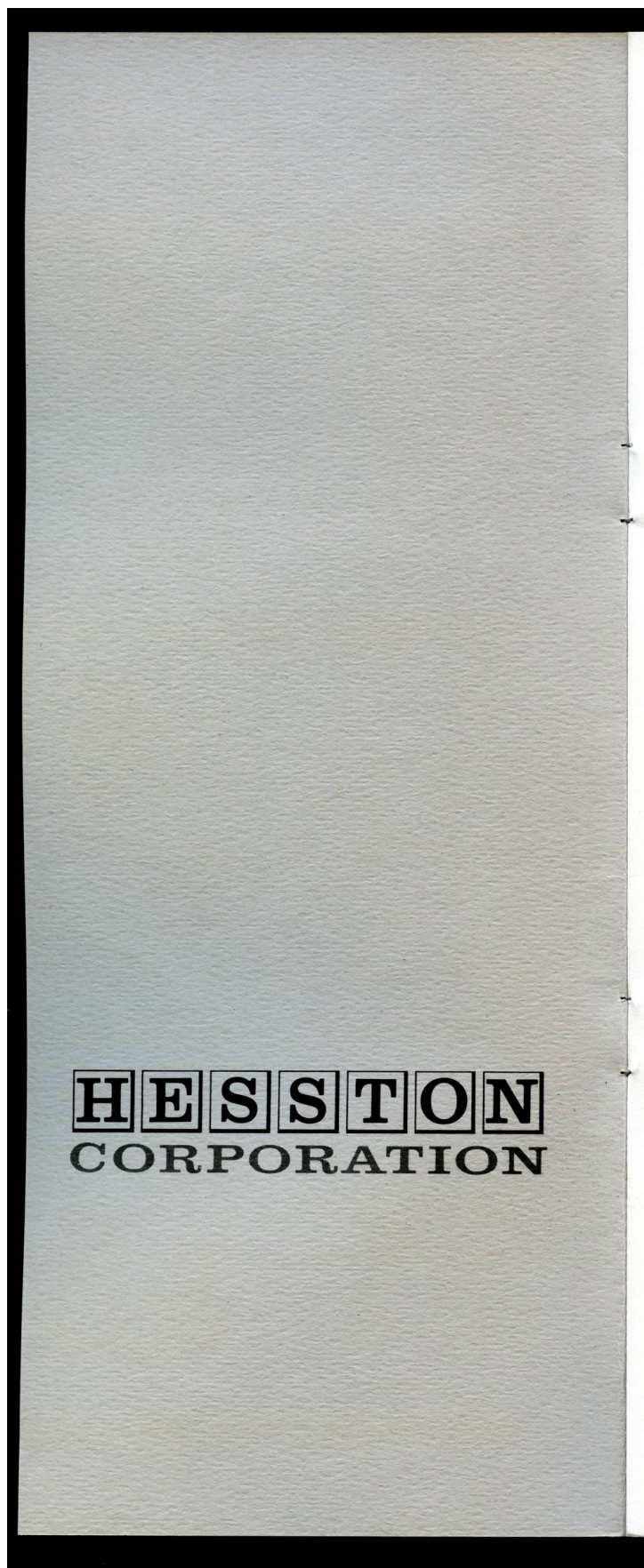
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TO THE **HESSTON** FAMILY OF FINE HAY EQUIPMENT







shop talk

... published by the Marketing Services Department, Hesston Corporation, 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 Corporation, Hesston, Kansas.

Staff...

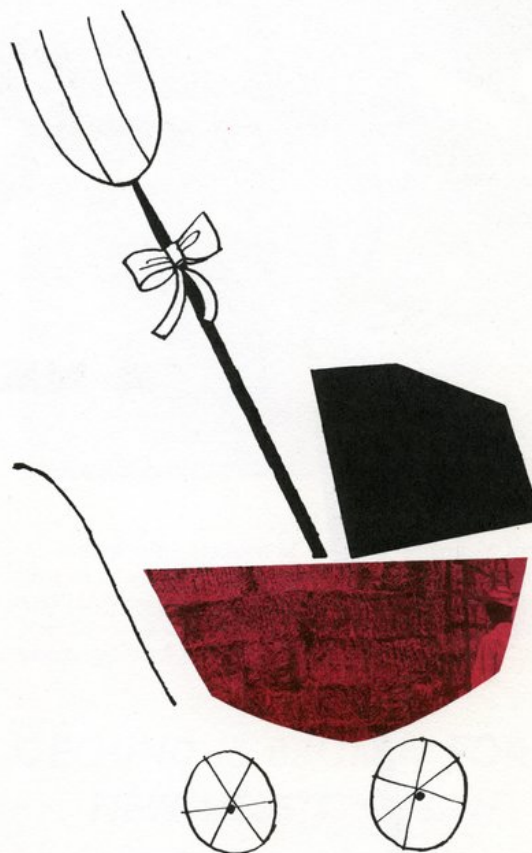
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EMPLOYEE EDITOR _____ Nelson Galle

ART DIRECTOR _____ Curtis Buller

STAFF ARTIST _____ Dennis Schmidt

LITHOGRAPHY _____ Willie Smith



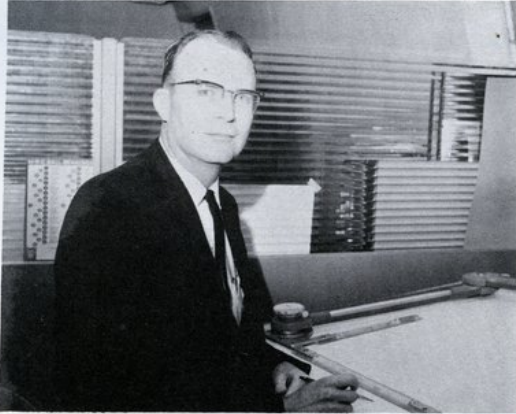


A NEW HAY HANDLER FOR HESSTON

Ezra C. Lundahl, Inc., of Logan, Utah, manufacturers of specialized hay-handling equipment, has been acquired by Hesston Corporation.

The purchase of patents, equipment and manufacturing rights was announced August 16 by Lyle Yost, president, who commented, "We have plans to purchase a tract of land for the construction of a new building facility." He said the goal is for production to begin in the new plant before the end of 1966.

Lundahl has been producing a manual bale wagon, and is now working on advanced designs of other hay-handling equipment. Ezra C. Lundahl, president, will be retained to continue



Keith Garrison

work on product development for Hesston. Cordell Lundahl has been appointed to a position in a sales capacity.

Two Hesston men have been assigned to executive positions at the new plant: John Fleming, former quality control manager, has transferred to Logan as plant manager; Engineer Keith Garrison became chief engineer.

"We hope to retain all personnel formerly employed at the Lundahl plant who choose to join Hesston's Logan operation," Fleming said. Initial employment is expected to be about 15, but expansion is expected to increase this number.

"Hesston officials are impressed by the design and quality of equipment made by this company, and by the market potential for this type of equipment," said Yost. "We feel this is the type of product which relates well to our present product line and distribution outlets."

Ezra C. Lundahl, Inc., is the second Utah company acquired by Hesston in little over a year. The purchase of Gemco, Inc., of Ogden in the spring of 1965 launched Hesston's line of sugar beet harvesting equipment. These products are being manufactured at the main Hesston plant.

Groundbreaking ceremonies for the new Hesston plant were recorded by Edith Morgan of the Logan, Utah, Herald Journal as follows:



John Fleming



An outstanding feature of the new wagon is its ability to stack 8 to 10 tons of hay at one time and later reload the stack for transporting or loading on a truck. These operations are all accomplished automatically.

GROUND IS BROKEN FOR NEW HESSTON PLANT

A cold rain failed to dampen the enthusiasm of the large crowd which attended the groundbreaking ceremonies for the new Hesston plant in Nibley this morning. Expressions of high hopes for the future of the enterprise mingled with those of good will, cordiality and appreciation.



Lyle Yost, president of Hesston, headed the list of 20 dignitaries who participated in the ceremony. They included Ed Melcher, Hesston director of manufacturing; John Fleming, who will be manager of the Cache Valley plant; Keith Garrison, Jay Garrett, Ezra and Cordell Lundahl, whose local enterprise is being purchased by Hesston; Robert S. Welch, representing the Utah Committee on Industrial and Employment Planning; Cache Chamber of Commerce President George Judah; Dr. Daryl Chase, president of Utah State University; Cache County Commissioners Todd G. Weston, J. William Hyde and Marion Olsen; Merlend M. Hansen, mayor of Nibley and councilmen Golden Forsberg, Lamont Leishman, Robert G. Harris and S. Bryson Cook; Richard A. Chambers, mayor of Logan, and Durdell Dahle.

Jay Garrett, chairman of the new industries committee of the Cache Chamber, was master of ceremonies and introduced President Yost who called the occasion "a significant one for us."

He said that this was the first groundbreaking for a new Hesston plant outside of the city of Hesston, Kansas.

Tracing the history of his 19-year-old company, which started in the back of a machine shop, he said that the gross income of the plant two years ago was 12 and a half million dollars; last year it was 16 and a half million dollars; this year it will be 22 million and next year it is expected to be 29 million.

He affirmed his belief in the great future of agriculture and agricultural equipment in the coming years as the project of feeding the expanding world population increases.

John Fleming expressed his appreciation for the help and friendliness extended to representatives of the company since coming to the valley.

President Chase spoke of the need of close cooperation between education, industry and the political life, not only of the community, but the nation. He recounted the interest of Utah State University in the development of ideas, specifically by James Hardman and his snowmobile which has been the foundation of the present Thiokol plant situated in Cache Valley. He expressed the desire of the officials of the University to cooperate in every way with Hesston.



Prior to the groundbreaking ceremonies for the new Hesston Corporation plant in Nibley, Cache Chamber of Commerce President George Judah chatted with John Fleming, plant mgr., while Lyle Yost, Hesston president, went over

the schedule with Jay Garrett who was in charge of the ceremony. Center, the 20 dignitaries who participated. Bottom are LeGrand Johnson, Ezra Lundahl, and Mr. Garrett.

Ezra Lundahl and his son Cordell told of the beginnings and development of their plant and of their satisfaction in becoming a part of the Hesston Corp., in the manufacture of hay handling equipment.

Mayor Merlend Hansen welcomed the company to the community of Nibley.

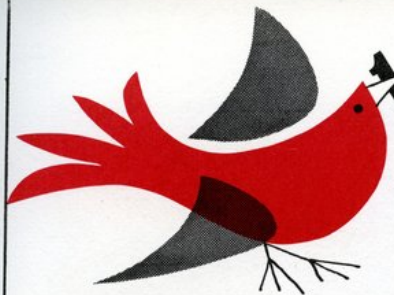
Senator Reed Bullen gave the invocation.

In addition to those who assisted at the groundbreaking, the following were guests at a luncheon held in the Pioneer Room of the Bluebird; Logan City Commissioners Nephi J. Bott and Joseph C. Jacobsen; Dr. Lloyd Hunsaker; Alton G. Dahle; Darrell Daines,

Logan City auditor.

J. Frampton Collins, publisher of The Herald Journal; Ellis Axtell, Henry R. Hurren, Ronald Hanson, Wesley R. Dickerson, N. D. Salisbury, Jack Laub, Louis Hickman. LeGrand Johnson, William Vandehei, W. W. Lundberg, E. G. Earl, Dr. Paul Winquist, Dr. Merrill C. Daines, Russell Borchert, Jim Frolich, Jack Whitlock, Alvin Hamsen, and Jack B. Parson.

At the luncheon, Director of Mfg. Melcher, Mr. Fleming; Commissioner Weston; Mayor Chambers; President Judah and Mr. Welch spoke briefly concerning Hesston and the community when expressing appreciation to the Lundahl family.



1967 WINDROWER SALES MEETING

Hesston Corporation sales people got an early start on the 1967 windrower program at a mid-August meeting attended by representatives from widely scattered parts of the U.S.

Offered in the Hesston line will be the same basic four models which combined for new sales records in the current year: the 500 auger header unit; the 280 draper header; the compact 110 for family sized farms; and the pull-type PT-10. The first three named are self-propelled.

Operator safety, comfort, and longer life for wearing parts are the main objectives achieved in our major design improvements on the '67 models

The three self-propelled models will have factory-installed counterweights over the rear tail wheel and amber flasher lights. Hesston will be the first windrower manufacturer to offer these safety features as standard equipment.

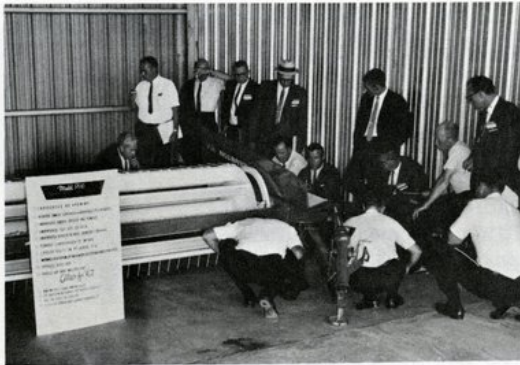
Endless drive chains on the new models will eliminate connector links on chain previously used. The 280 will have an easier riding seat, and the 110 a new seat which is both wider and higher.

The PT-10, termed highly successful through its first year in the line, has a tongue 12 inches longer and a number of changes to add strength and ease of operation to its performance.

Many speakers at the sales meeting stressed aspects of quality control and engineering research. Bob Mong, market manager for windrowers, declared that Hesston must accept its burden of leadership in haymaking by coming up with new break-throughs which the market is demanding. "That is why Hesston introduced three new windrower models in the last four years, and why they are designed to work in more types of crops, particularly the successful new hybrids like sorghum-sudans," Mong said.

Gene Knutson, manager of branches, was in charge of the meeting. He predicted an even greater demand for windrowers -- relating it to the upward trend in farm income, the in-

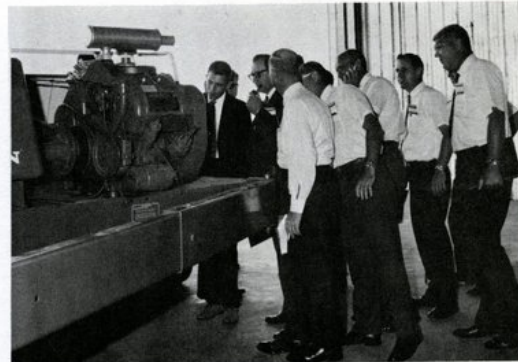




creasing average yield of feed crops, and the growing world demand for food products.

Hesston's extensive program of hay-drying tests and the possible effect on engineering design innovations of future windrowers was reviewed by Allen White, advanced product engineer.

"Our goal is to find positive answers on how to dry hay rapidly and still retain high nutrient values," White explained. He added that a lot has been learned about the best width and height of windrows, the relation of stem size to adjustment of conditioner, and the effects of rain and dew on windrowed hay. "The over-riding conclusion of our tests is that hay dried and cured in windrows definitely holds more of its nutrient value than any other method of harvesting," he stressed.



The initial event of the day, following a 6 a. m. breakfast, was a 2-hour examination of the four windrower models to be offered in 1967. Major improvements over 1966 models were reviewed in detail. From five to ten significant improvements were noted on all 1967 models.

The 1967 advertising and promotion program was presented by Bob Hobson, M. Gene Countryman, and assisted by Pres Huston of Associated Advertising Agency.

Included in the presentation was the introduction of the entire "Head-Start" program with a 28-page, full-color brochure, an entirely new direct mail program for dealers, and a color sound film, "Green Horizon."

The meeting was concluded with an address by Charles Cullen, Chicago, nationally known author and lecturer on sales effectiveness.





10 Front L. to R. - Doug George, Albert Hulsey, Jim Yingling, Max Mayhill, Don Knoll. Back L. to R. - Walt Rogers, Harold Bayless, Bob Waddail, Mgr., George Olsen, Glennon Decker, Gordon Kolseth

INTRODUCING THE



40 Front L. to R. - Curt Green, Mgr., Joe Newland, Bob Greer, James Lott. Back L. to R. - Jerry Ross, Ken Taylor, Bob Blankinship, Don Priddy, Tommy Peters



20 Front L. to R. - Gary Otte, Don Dunn, A. K. Williams, Cal Maxwell, Gel Hague, Paul Williams, Mgr. Back L. to R. - Bob Hay, Gene Corman, Pete McConkey, Blackie Harimon, Max Jacoby, Henry Loepp



30 Front L. to R. - Leonard Leuhne, Sam Banman, Les Downing, Leland Skow, Woodie Grotewold, Mgr., Dick Bowerman. Back L. to R. - Don Lambrecht, Robert DeJong, Curt Jorgenson, Floyd Hammer, Al Morgan, Weldon Jensen, Fred Borth



50 Front L. to R. - Walt Gardner, Bob Knuth, Loren Westberg, Frank Gallauresi, Jack Fraser, Ken Ide, Mgr. Back L. to R. - Earl Engle, Richard Hanson, Chet Piotrowski, Flick Wirasnik, Richard Ring

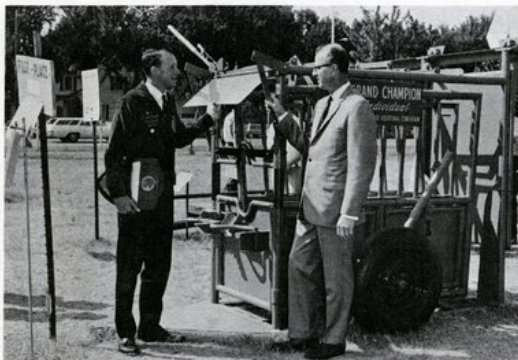
NEWS

EVENTS
AND
PEOPLE OF
INTEREST

WINFIELD SENIOR WINS HESSTON SCHOLARSHIP

Winfield High School's F. F. A. chapter swept the field in the vocational agriculture competition at the Kansas State Fair taking the top ribbon, and its president winning top individual honors.

Individual grand champion was Lester Priest, president of the Winfield F. F. A. group. His entry was a cattle squeeze chute which took a year to build and cost \$165 in materials. All the work was Priest's, and the design was largely his. He has been in F. F. A. work four years.



Priest received a plaque on the stage in the Kansas Farmer arena from John Siemens, director of industrial relations at Hesston Corp. The award entitles Priest to the annual \$500 college scholarship awarded by Hesston. This is the third such annual award given by Hesston.

Alternate for the scholarship was a clubmate of Priest's. He is Stan Nichols, whose project

was a wooden portable loading chute. Other individual winners for projects were Loyd Pickering, Kinsley, second; Jim Wilson, Hanston, third; Stan Nichols, Winfield, fourth; Wayne Whitehill, Winfield, fifth; Frank Kroboch, Ellsworth, sixth; Ray Jones, Palco, seventh; Nolan Swift, Winfield, eighth.

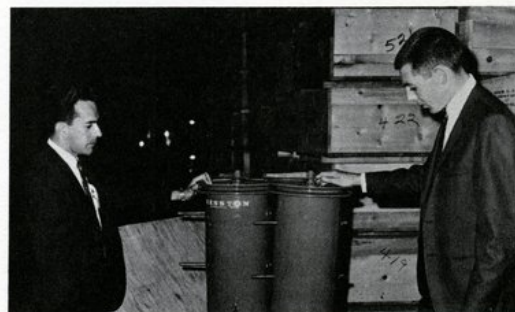
Vocational agriculture instructor and chapter adviser is Rich Treadway (Winfield High School).

Thirteen schools had a total of 65 entries in the vocational agriculture competition this year.

Rankings on the chapter projects, in order of placing--and including the name of the chapter adviser; Winfield, Rich Treadway; Palco, Gale Seibert; Ellsworth, Lester Crandall; Goessel, Lloyd Barnett; Wilson, James Patry; Haven, John Akers; Buhler, Julian Johnson; Kinsley, Don Elson; McCune, Ira Johnson; Newton, Larry Erpelding; Hope, Calvin Stafford; Hanston, John Medders; Natoma, R. B. Feldkamp.

AMICO REP VISITS HESSTON

On Sept. 20, Mr. Fabio Herra of AMICO visited Hesston. Mr. Herra has made many quotations on our corn harvester to overseas users, but had never had the opportunity to see the equipment or the factory which produces it. It is very probable that in the near future Mr. Herra will be the field sales representative for AMICO in parts of South America which is one of the major sales areas for Hesston Corn Harvesters. AMICO is the international sales agent for this particular product line. Mr. Herra is pictured at left: Bob Shelton, international manufacturing manager at right.



SECRETARIAL SEMINAR



Friday, September 16th, Hesston again scored another first. The members of management, recognizing the impossibility to send the majority of their workers to a seminar for educational growth, brought a seminar to Hesston.

Ruth Gallinot, a noted leader in the National Secretaries Association and frequent speaker at the American Management Association's Seminars for Executive Secretaries, was featured in a one-day seminar. She met with all levels of management, clerical, and secretarial employees of Hesston giving them an insight on the challenges and opportunities which are available today.

She brought out several points of interest to all pointing out that advancement opportunities within the company exist. The key to obtaining these advancements is not sitting and waiting for someone to give you a break, but to constantly do your best in the job you are in and earning the chance to advance.

Miss Gallinot pointed out that a progressive company like Hesston grows through a team,

efforts of everyone working together and striving for the advancement of the company and not personal recognition. She also mentioned that a person must set their sights on a goal they want to attain, it is then up to the person to reach this goal by making their own breaks through hard work, long hours, and dedication to the company which has given us the opportunity.



Highlighting the luncheon at the Colonial House was a fall fashion show, "Color Me Autumn," narrated by Lu Achilles. Donna Overton, organist, set the mood playing, "My Coloring Book." Modeling the lovely fashions furnished by Bryan Holloway & Merwin Hapgood of Stanleys in McPherson and Marietta Shop in Newton were: Barbara Bolton, Carol Hall, Wilma Pebbles, Jan Schroeder, Charlotte Williams and Donna Worden. The last page of the autumn coloring book closed with "I Feel Pretty" sung by Joan Schmidt.



FISHING CONTEST GETS RESULTS



Vernon R. Clithero, 1st shift welding, proudly displays the 27-pound flathead he caught near Peabody on August 20. Vernon took this 40" long giant on rod and reel using goldfish for bait.



SAFETY SLOGAN WINNER



Our safety slogan winner for this month is

FRANCIS KRUGER

MAKE LIFE LAST -

PUT SAFETY FIRST.



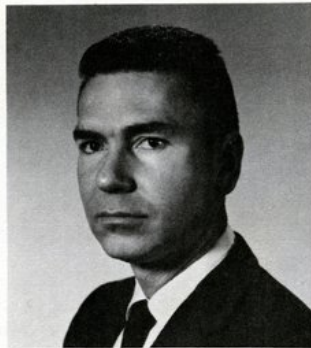
On September 20, 1961 MR. JOHN A. LOHRENTZ began work for Hesston Corporation as a Drill Press Operator and now is a Machinist.



MR. SAMUEL E. MOHN began work for Hesston Corporation on September 18, 1961 as a Drill Press Operator and now is a Machinist.

HESSTON MEN TRANSFERRED

FLEMING



MR. JOHN FLEMING, who began working for Hesston Corporation September 11, 1961 as Quality Control Engineer, was transferred to Hesston's new plant in Logan, Utah as Plant Manager.

John, his wife Jean, and their 5 children, will surely enjoy their new location because they are all camping enthusiasts. Flemings are also very active in the Christian Church.

All of us here at Hesston wish them the very best in their new undertaking.

GARRISON



Keith Garrison, an engineer with Hesston for the past six years, has been promoted to Chief Engineer at the Logan, Utah plant. He graduated from K-State college and has been very active in the Trinity Heights Methodist Church.

Keith and his wife, Evelyn, have 4 children. He enjoys such things as woodworking, water skiing and golf.

All of us here at Hesston wish them the very best.

NEW PERSONNEL JOIN HESSTON

KEENAN



Pete Keenan, newest addition to the Personnel Department, began work July 18, 1966 as Employment Supervisor. He is a former teacher and coach. His most recent assignment, before joining Hesston, was at Hoisington High School, Hoisington, Kansas.

Pete received his elementary and high school education in Hoisington, and earned his B. A. degree in Secondary Education at Southwestern College, Winfield, Kansas.

Pete and Gail, his wife, and their two children are making their home in Newton. Pete enjoys playing semi-pro baseball and he also plays basketball, golf and tennis.

IDE



Kenneth J. Ide joined Hesston Corporation on June 20, 1966 as Manager of Branch 50 in Syracuse, New York. Before becoming associated with Hesston, Ken had worked as a salesman and retail store manager for the Ralston Purina Company; and for the past 19 years he has been employed by the J. I. Case Company as a territory supervisor, sales manager, and branch manager.

Ken received his elementary and high school education in Lowville, New York, and attended Cornell University, Ithaca, New York.

Ken and his wife, Regina, are parents of three children. They live in Syracuse. In his leisure time he enjoys golf, football, basketball, and music. He is a member of the New York Farm Equipment Club.

GREEN



Manager of the newly created Branch 40 is Curtis G. Green, Jr. Curt took over the reins on July 25, 1966. He has a rich and varied background in sales and management, his most recent position being in the Dallas office of Hewitt-Robins, Inc., Jones Machinery Division. He also has had experience as a sales engineer for Morse Chain Company and as an engineering test pilot for the Boeing Company, Wichita.

Curt attended elementary school in St. Louis, Missouri; high school and college prep at Gulf Coast Military Academy, Gulfport, Miss. He majored in Mechanical Engineering at Purdue University, Lafayette, Indiana.

Curt and his wife, Yvonne, and their three children live in Dallas. For relaxation he enjoys swimming, fishing, hunting, and raising English Pointer bird dogs. He is also active in Boy Scouts.



ELDON D. "PETE" McCONKEY
Territory Manager, Northern
Illinois and Eastern Iowa. 20



RICHARD BOWERMAN 30.
Territory Manager, Southern
third of Wisconsin.



TOMMY PETERS 40
Branch Service Manager



FRANK GALLAURESI 50
Branch Credit and Admini-
stration Manager.



EARL ENGEL 50
Branch Service Manager.



FLICK WIRASNIK 50
Territory Manager, New
England states.



BOB KNUTH 50
Territory Manager, Southern
Michigan, Indiana, and West-
ern Kentucky.



LOREN WESTBERG 50
Territory Manager, Ohio, West-
ern Pennsylvania, part of
Kentucky and West Virginia,



CHET PIOTROWSKI 50
Territory Manager, Eastern
Pennsylvania and parts of
adjacent states.



JACK FRASER 50
Territory Manager, North-
eastern New York.



WALT GARDNER 50
Territory Manager,
Western New York.



DICK HANSON 50
Territory Manager, North-
ern Michigan.



Rollin Camp to Crew Chief, Welding, 2nd Shift.
Keith Kaufman to Crew Chief, Welding, 2nd Shift.
Jesse Diener to Crew Chief, Machine Shop, 1st Shift.
Edward Strausz to Crew Chief, Machine Shop, 2nd Shift.
LeRoy McElhiney to Crew Chief, Machine Shop, 2nd Shift.
Eugene Toews to Crew Chief, Fabrication, 2nd Shift.
Olin Hall to Crew Chief, Fabrication, 3rd Shift.
Charles Butin to Crew Chief, Quality Control, 2nd Shift.

Richard Ring to Sales Order Supervisor, Branch 50, Syracuse, New York.



A SON, Michael Scott, was born to Mr. & Mrs. Glenn Pankratz on August 11 in Goessel. Glenn is employed in the Service Parts Department.

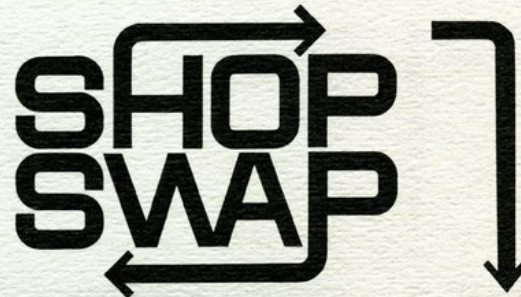
A SON, Gene Donnell, was born to Mr. & Mrs. Merle Becker on June 11 in Newton. Merle works in Welding and his wife, Ruby, was previously employed in Branch 20.

A SON, Jacque Louise, was born to Mr. & Mrs. Bobby Gawith on August 23 in Newton. Bobby is employed in the Traffic Department.

A DAUGHTER, Denis Rae, was born to Mr. & Mrs. Dennis Strasser on August 12 in Marion. Dennis is employed in Material Preparation.



On August 20, 1966, Vernelle Derksen, Branch 20, and Dale Koehn, were united in marriage at the Hesston Mennonite Church, Hesston, Kansas. Mr. & Mrs. Koehn are presently living in Hesston.



FOR SALE OR TRADE

FORD V-8; flathead engine (came out of 1948 pick-up) and 4-speed transmission...\$15 each.

E. W. Awernheimer
Weld Shop

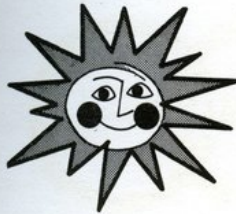
FOR SALE

1962 Bel Air CHEVY V-8, white with red interior, automatic transmission and air conditioner...\$1,050.

Harold Jay
Welding - Plant III

1959 Impala CHEVY, 2-door, American Mags, roll and tuck interior, 348 cu. in., tri-power, standard transmission, vibrasonic radio.

Gary Hunsaker
101 Oliver Avenue
Newton...AT 3-6142



ACTIVITY COMMITTEE REPORT

The Hesston Corporation Employee Activity Organization Committee met on September 14. Treasurer's report of \$633.12 was read with a bill to Pete's Puddle outstanding. The committee confirmed the annual closing date of October 1 for the Spring and Summer Fishing Contest and the paying of green fees for the golf courses. Plans were discussed for a fall trap shoot and a tentative date of Saturday, October 1 has been made.

Candidates for the oncoming October election, for three committee members to replace Gayle Swanson, Don Gingrich and Pete Ediger were discussed. The candidates are as follows:

Hourly Production - 1st Shift

Sylvia Schmidt & Francis Kruger

Hourly Service Parts, Tooling & Engineering

Frank Musser & Clark Graber

Hourly Production - 2nd Shift

Dale Lawrence & Larry Watts

Ballots will be placed in the September "Shop Talk" to elect one committee member from each category. Ballot boxes will be placed near the time clocks.



GOVERNMENT SERVICE

The following employees left for Government service this month:

Duane Duerksen
Dwight Ewert

Lee Grochowsky
Roy J. Kaufman

VOGT PLACES SECOND IN AREA COMPETITION



Gary Vogt, engineering expeditor, finished in second place for the 1966 racing season at 81 Speedway in Wichita, Kansas.

Vogt, driving semi late model stock car no. 66 sponsored by Yoder Ford Inc., of Hesston, again won the sportsmanship trophy of the season. This was the second year in succession that the trophy was awarded Gary by the vote of the spectators.

A field of fifty semi late model stock cars raced at 81 Speedway every Saturday night during the five summer months. Competition allowed any stock production engine built prior to 1961. Car no. 66 was powered with a stock production 312 cu. in. Ford engine. The successful season was the result of Gary's excellent driving ability and skillful mechanics, Lavern Schneider of Yoder Ford, and Roger Vogt, owner of the car.

Ez Yoder, manager of Yoder Ford Inc., was formerly with Hesston Corporation's Service Department.

BALLOT

EMPLOYEE ACTIVITY COMMITTEE

MARK THIS BALLOT IMMEDIATELY AND DEPOSIT IN BALLOT BOXES PLACED NEAR TIME CLOCKS (Plant) OR IN RECEPTION LOBBY (Office)

HOURLY PRODUCTION 1ST SHIFT



SYLVIA SCHMIDT

☐☐

FRANCIS KRUGER

HOURLY SERVICE PARTS & TOOLING



CLARK GRABER

☐☐

FRANK MUSSER

HOURLY PRODUCTION 2ND SHIFT



DALE LAWRENCE

☐☐

LARRY WATTS

NEW **HESSTON** CAP & JACKET

YOUR SALES AND SERVICE PERSONNEL WILL ALWAYS PRESENT A NEAT APPEARANCE WITH THESE EYE-CATCHING RED HATS AND JACKETS. JACKETS ARE 100% COTTON, WASHABLE, AND ARE VERY EFFECTIVE AT SHOWS AND FAIRS. PRICED AT \$3.95 EACH. INSULATED CAPS ARE ALSO WASHABLE. \$1.35 EACH. SPECIFY SIZES.

