

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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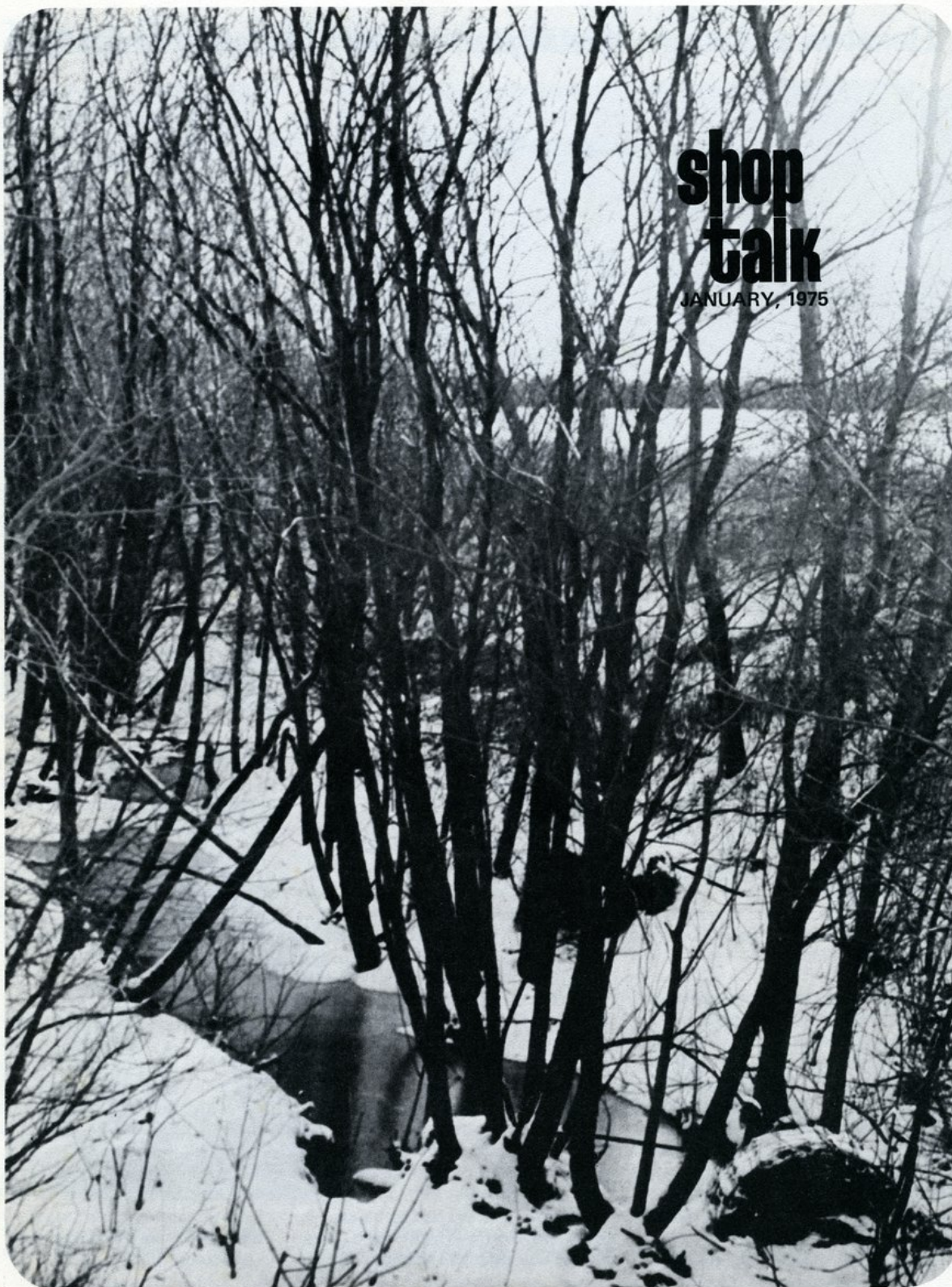
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HISTORICAL
SOCIETY



"Hesston & change synonymous," says 25-year employee



Lois Hershberger at her 25th anniversary party.

"There's always been some kind of a change or improvement every year I've been here," said Lois Hershberger on her twenty-fifth anniversary with the company. "I think Hesston is synonymous with change and that's why the company is where it's at today."

Hershberger, who has employee number seven, celebrated 25 years of service with Hesston January 25th. The company's first full-time female employee, she is one of a handful of people who has seen Hesston grow from a small operation in the back of a quonset hut to a diversified, multi-million dollar corporation.

"You know, I was thinking just the other day about some of the changes that had taken place as I was watching the new carpet being installed in the Marketing area. I recalled that the floor in the building where I first worked was gray concrete. Then, a red wax was put over the concrete -- which, incidentally, made your shoes red, too. Even then Hesston liked red!"

Hershberger began her Hesston

career as a part-time office assistant for 75 cents an hour, a job that quickly changed to full-time.

"I worked on orders, dealer lists, mailings, files; in short, I did a little bit of whatever had to be done."

In 1953 she was made office supervisor and later worked in sales promotion. When President Lyle Yost wanted to begin an employee publication, Hershberger was named editor. She edited SHOP TALK for 10 years, from 1953 to 1963. After a year's leave of absence to be secretary to Hesston College President Roy Roth, she returned to Hesston again as office supervisor. In 1960 she moved into the Accounting area as order and billing supervisor, a job she's held ever since.

"There have been some tremendous changes in the order-billing area," she noted. "In the beginning, we wrote orders on a flexiwriter and used a billing machine for bills. This meant that we had to handle every order and bill by hand. It was a great day when we got data pro-

cessing equipment because of its tremendous capacity. Now we're planning to go to a direct line order entry system on the computer and bypass keypunch completely."

Asked what was the most impressive thing she's seen during her almost three decades at Hesston, she replied, "Of course, the growth has been impressive; but the people I've worked with have impressed me quite a bit, too. They've been considerate, helpful, innovative and open to new ideas."

Friends and co-workers honored Hershberger at a party where she received an engraved silver tray, a three-tiered silver serving dish and a cake.

Thanks to you, it's working

Results from Hesston's United Fund drive for 1975 indicate employee contributions were up 62.7 per cent over last year.

According to Gary Van Dolah (Personnel), who coordinated the company's payroll deduction drive, employee contributions totaled \$12,778, an amount matched equally by the company.

Because each employee's contribution goes to his home county, the money donated will be divided among United Fund agencies in Harvey, Marion, McPherson, Reno, Sedgwick and Butler counties. Van Dolah added that employee contributions increased in every county except one and that most of the donations were through the Fair Share Program, rather than in one lump sum.

Toews, Rupp join Hesston retirees

Two Farm Equipment Division employees with over 30 years of service between them joined the ranks of Hesston retirees recently.

Frank Toews of Material Control retired December 30. He began working at Hesston in April, 1959 as a trades helper. Other jobs he held include packager and loader, stock clerk and stock control clerk.

A hard-working individual, Toews listened modestly to tributes from his supervisors and co-workers at his retirement party. Then he paid his own tribute.

"The thing I've liked best about working here is the people. You just couldn't find a better, friendlier bunch of people and that's what I'm really going to miss."

When asked what he was going to do with so much free time, he replied, "As little as possible. Right now, I'm just going to do what I feel like."

Toews received a wristwatch from his fellow employees, a weather station from the company



Frank Toews admires the watch given to him by his co-workers.



Wilson Rupp reminisces about his experiences with Hesston as his family listens.

and a \$50 savings bond from the Hesston Worker's Association.

Wilson Rupp, with employee number 130, began working for Hesston in April, 1952 at 85 cents an hour. In December, 1956 he resigned, but a year later was rehired as a tool and die maker, a job he's held ever since.

At Rupp's retirement party, a lot of stories were told about his experiences with Hesston, particularly about his friendship with Ray Schroeder, also in Tooling. Then Rupp got up and told a few stories of his own.

"I asked Ray (Schroeder) if we'd be friends to the end and he said, 'Sure.' So I asked him for \$5. I think that was the end!"

Rupp has a hobby shop and plans to keep busy by doing machine work and odd jobs. In addition, he's going to help a son rebuild three buildings on his farm that were destroyed by the tornado that hit last spring.

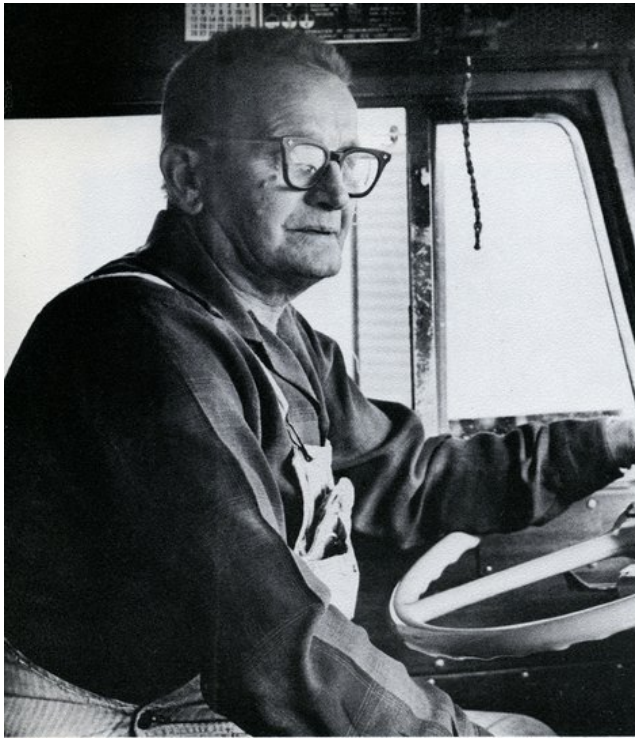
Rupp's wife, two sons and their families were on hand to see him

receive retirement presents of a home and shop vacuum from co-workers, a savings bond from the Hesston Worker's Association and a weather station from the company.

Listen to these radio stations

If it becomes necessary to shut down Hesston plant operations because of blizzard conditions, power failure, or other conditions beyond company control, the following area radio stations will be notified as soon as the decision to shut down has been made. If storm conditions exist, tune your radio to one of these stations for information:

Hutchinson	KWBW & KWHK
Newton	KJRG
Wichita	KFH & KFDI
McPherson	KNEX



Perry Burkey: ready for another trip.

He climbs up into the cab with the ease and agility of someone who's been doing it for years. He takes off his jacket, puts down his logbook and settles into the big, familiar seat.

After starting the engine, he listens for a moment, checks the gauges on the dash and pulls slowly away from the dock, getting the feel of the load. Satisfied it's all right, he's on his way -- this time to Iowa. Last week, it was Canada; next week -- who knows?

Perry Burkey is a truck driver for Hesston. At 61, he's the oldest of the Farm Equipment Division's 11 drivers. He's also the most experienced.

"I joined Hesston in March, 1954. With the exception of the first five months when I worked in the shop, I've driven a truck the entire time. In fact," he added proudly, "I was the company's first full-time driver and the only driver for about a year."

Only five feet, eight inches tall with a quick smile and a twinkle in his eye, Burkey looks more like your typical grandfather than the driver of a tractor-trailer rig.

But don't let his size fool you. Once he's inside the cab of his Peterbilt, size makes no difference. He can maneuver his truck as easily as a 90 pound teenager can maneuver a sports car.

View from the top

During his first 10 years with Hesston, Burkey drove in all four Canadian provinces and 31 states. Now he goes "where the loads and pickups are."

He noted that he doesn't have a favorite route, but he added that he didn't like driving in Chicago. "Why, it used to take two-and-a-half hours just to get through downtown Chicago. Now, though, with the interstates, it's not so bad. The interstates make a big difference."

Roads aren't the only changes that have taken place during the Hesston employee's 21-year driving career. Back in the "good old days" reminisced Burkey, the Interstate Commerce Commission's (ICC) rules and regulations weren't nearly as stringent as today. A driver could drive as long as he wanted and rest as much or as little as he felt like.

"Today, you can drive a maximum of only 10 hours a day or 60 hours in any seven-day period. And you have to rest a maximum of eight hours for every 10 hours you drive."

"And look at this," he said, opening a thick, black notebook, revealing at least 30 various printed certificates. "These are all permits of one type or another," he explained. "It used to be that a driver was required to keep a logbook only for Kansas; once you got out of the state, you didn't have to keep any records."

"Now, you have to keep a logbook for the whole trip, showing the number of miles traveled and the amount of fuel purchased in each state. Plus you have to separate the toll miles from the non-toll miles. And that's only the beginning."

Asked if he thought the rules were too restrictive, he said, "Not really, but I wish they'd be imposed on the drivers of automobiles. Here's why."

"I'm a professional driver; that's my job. Now, as a professional, I'm allowed to drive only 10 hours a day and required to rest eight."

"But what about the guy who gets off work at 3:30 p.m., loads up his car, then drives all night without any sleep to get to Denver, for example, or

—of a truck, that is

someplace else for a vacation. I ask you -- who's the safest driver?"

Burkey said he liked the improvements that had been made in trucks during the past 21 years, citing increases in horsepower and in load carrying capability as major changes.

"Cabs have changed quite a bit, too," he said. Then he asked, "Would you like to see?"

So, with Burkey's assistance, this reporter climbed up to take a look. Once inside, the overall-clad driver pointed out the features of his home away from home -- special gauges on the dash, indicating air pressure, among other things; twin seats with the driver's having air shocks for maximum comfort; air conditioning vents; the sleeper behind the seats.

"The engines used to be out front," he observed. "Now you sit on top of them. And the old cabs didn't have good heaters, so you had to wear lots of clothes in winter." Pointing to the air conditioner, which older trucks didn't have, Burkey recalled a story.

"I remember the first time I drove to California. It was in July and I had to drive across the Mohave Desert. I stopped at a cafe -- it wasn't air conditioned, either -- and I remarked about how cool it was. Everyone looked at me like I was crazy; it was 120°."

Although Burkey usually travels alone, sometimes a fellow driver will accompany him. On these trips he prefers to stop at a motel to sleep, if possible, rather than using the sleeper, despite its thick mattress. "It's difficult trying to sleep while the truck's moving because of the bumps and noise," he explained.

Noise level is one thing that hasn't changed much, he commented. Although there is a radio in the cab, he doesn't often listen to it. "I have a full-time job driving and I can't devote all my attention to driving if I listen to the radio. Besides, it's noisy enough without adding any more."

One big difference in his job now than when he started in 1954 is that he used to help load the

trailers. "But now with a shipping crew, I don't have to do that. However, I do sometimes help with the loading when I make a pickup, usually to check for proper weight distribution."

He commented that he's reached the point where he can pretty much tell just by the feel if he's overloaded when he pulls away from the dock.

What does he like best about his job? "The opportunity to travel to different parts of the country and meet so many different people. I especially enjoy meeting the dealers and talking with them."

Is there any other job he'd rather have? "I can't imagine myself doing anything other than operating a four-wheel vehicle. Once truck driving gets in your blood, there's just no getting rid of it!"



Before leaving, Burkey checks the permits he'll need for each state he travels through.

Truck fleet plays important role at Hesston

Here's an interesting and little-known fact. Last year Hesston's truck fleet traveled a total of 1,568,482 miles or -- 62.7 times around the world!

This incredible mileage was accumulated by 67 company vehicles -- 33 trucks and 34 trailers -- belonging to the Farm Equipment Division, Danuser, Field Queen, Hesco, Logan and Woods.

Of these 67 vehicles, nine power units (tractors) and 13 trailers are utilized by the Farm Equipment Division's Traffic and Shipping Departments. Two additional trucks are used by Purchasing and one tractor and one trailer by Engineering.

Although each fleet is managed separately by each division, all the records, except Woods, are kept at the Farm Equipment Division's Traffic Department.

According to Gary Sneed, physical distribution manager, the truck fleet plays an important part in the operation of Hesston Corporation and the Farm Equipment Division.

"We use trucks to bring materials into the plant and to deliver parts and equipment to dealers and branches," he said. "With the trucks we can control the movement into the plant of goods we purchase and also get "hot" items here quickly."

The Farm Equipment Division truck fleet tries to operate on a two-way haul (using material and finished goods) as much as possible. Usually the trucks run outloaded almost 100 per cent of the time and close to 100 per cent loaded coming back. According to Sneed, "Our goal is to have as few dead-head (empty) miles as possible."

Chicago is the major supply area from which the trucks haul, but frequent trips also are made to Iowa and northern Indiana.

The two trucks used by the Purchasing Department go mostly to Wichita and other towns within a 70-mile radius of Hesston. Used daily to haul outside production



Driver Perry Burkey gets a permit from Kaye Hind, fleet secretary.

parts (non-routine items), these trucks will occasionally pick up items for Tooling and Engineering.

Just like commercial trucking firms, Hesston prorates its fleet each year. Prorating is a system used by states to tax trucks for the use of their highways.

Sneed explained it this way: "Each state has fuel road taxes. If a truck buys its fuel outside the state, obviously that state won't get any fuel taxes. Prorating allows you to tell how many miles a truck will be driven in a state and from that, the state can determine how much to charge. Hesston prorates ahead of time if we drive routinely through a state. This year we're prorated in 15 states."

The Farm Equipment Division tries to buy about half the fuel used by its truck fleet and store it in a bulk tank. A new underground storage tank and service area for this purpose was completed recently northwest of Plant IV.

"Last year we used 374,077 gallons of fuel, both diesel and gasoline (excluding Danuser)," said Sneed. "Luckily, we've been able to buy fuel when we want it; however, fuel costs have increased about 60 per cent in the last year."

Trucks operate under the rules and regulations set by the Department of Transportation and the Interstate Commerce Commission.



One of Hesston's trailers being loaded for another trip.

Each state has its own restrictions regarding height, weight, length and width of the trucks using that state's highways. Although these limits vary from state to state, restrictions on federal highways are usually the same.

"If a truck or load being carried will exceed a state's normal limits, a special permit must be obtained," Sneed explained. "You also have to get trip permits for states in which you'll be traveling, but in which you aren't prorated."

"We can get permits from all states, except Kansas, via a transceiver in the Traffic Office. We simply call the state from which we want the permit, giving Hesston's name, make and serial number of the truck, load being carried, what limits are being exceeded, the route to be taken, when the truck'll be traveling through the state and the final destination."

"In a few hours, the permit will come over the transceiver in printed form. Each permit is good only for 72 hours and must be in possession of the driver while he's traveling through that state."

According to John Snyder, fleet supervisor, the department has 10 drivers, ranging in age from 31 to 61. Nine of the drivers are assigned to their own tractor.

Each driver is responsible for keeping his truck clean, both inside and out and for reporting to Snyder when the truck needs service and repairs.

After a driver is given his destination and arrival date, he selects the route to take. From experience, the driver becomes familiar with the restrictions in each state, which routes have low bridges, and so forth.

In accordance with ICC regulations, drivers fill out a daily log and file a trip report at the end of each trip. The law requires that these logs be kept on file for one year. Limits are also set by the ICC on the length of time a driver can drive and the amount of time he must rest.

Both Sneed and Snyder emphasized the importance of a truck fleet establishing a good reputation, not only for having quality equipment, but also for complying with the ICC and states' regulations. Hesston has an outstanding reputation in both areas, they added.

"The appearance of our trucks in the field and the appearance of the drivers is representative of the quality of the products we build," commented Snyder. "That's why we stress that the trucks be clean and that the drivers look neat, too.

"Our drivers are people who take pride in their work and in their company and who have a knowledge of our products," he continued. "Many times our drivers are the only contact that suppliers have with Hesston; therefore, it's important that they present a good image. Frankly, we're proud of our drivers and the way they sell Hesston."



"Trucks enable us to get 'hot' items here quickly," said Gary Sneed, physical distribution manager.

Farmers' records key to good census

The 1974 Census of Agriculture, the largest agricultural statistical project of the past five years, got underway this month with the mailing of approximately four million report forms to farms and ranches in the 50 states. It is

being conducted by the Bureau of the Census, part of the Department of Commerce's Social and Economic Statistics Administration.

Farmers and ranchers are being asked to report on their agricultural operations during 1974. Primary emphasis will be on obtaining information about farms and ranches with sales of \$2,500 or more annually. Such operations accounted for 98 per cent of the total value of all agricultural products sold in 1969.

It is from the Census of Agriculture that data are taken to form the basis for programs of the U.S. Department of Agriculture, Congressional farm legislation, farm organization policies, farm programs established and administered by state departments of agriculture, and many other services.

Response to the census is required by law. By the same law, information furnished on report forms is kept confidential. It may be seen only by sworn census employees and may be used only for statistical purposes.



Gene Waner, standing, confers with John Snyder, fleet supervisor, about his next assignment. A truck driver for 10 years, Waner says his job is "the only way to go."

swap shop

FOR SALE

18 cu. ft. GE refrigerator; also, Gibson refrigerator -- call Libby Rinehart, Dept. 917, 1st shift, or 327-2446 after 4 p.m.

AKC registered Norwegian Elkhound pups -- discount price; call 543-2722.

Two cane table lamps, cane floor lamp, Norge refrigerator, GE electric stove, three ceramic table lamps, two four-drawer chests, three twin-size beds, rollaway bed, boy's 20-inch bicycle, station wagon vinyl covered luggage carrier, record player, children's bowling set, Barbie camper, world globe, girl's winter coat (size 8); call 327-2415.

Settee made from bathtub with claw feet -- \$25; call extension 772 or 283-6778.

14 cu. ft. Frigidaire frostfree refrigerator with across-the-top freezer; call John Titus, Department 944, 1st shift, or 772-5539 after 4 p.m.

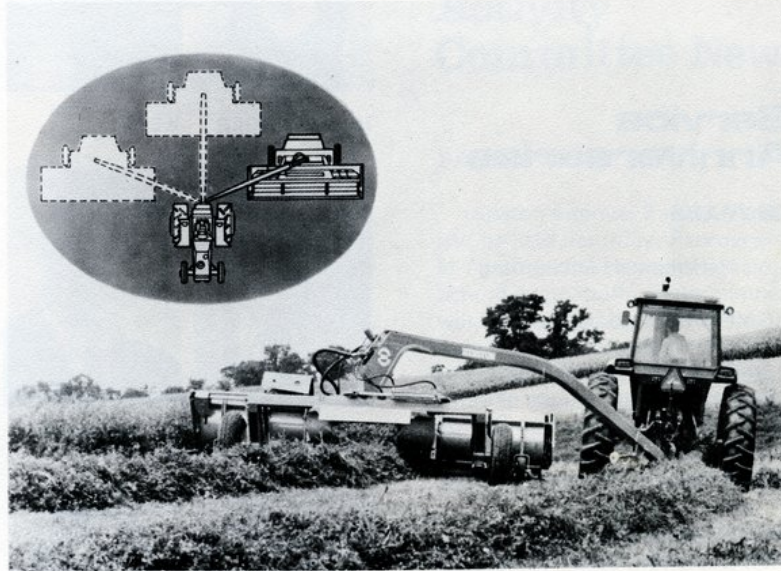
1968 Ford two-door sedan -- clean, power steering, power disc brakes, factory air; make excellent second or work car; call extension 342 or 345-8148.

Doberman Pinscher pups - male (\$35) and female (\$30); call 345-8135.

Ford 240 engine for pickup; radiator, automatic transmission for 1964 Ford Galaxie; call Lou Harder, 947-3026, Hillsboro.

14 x 65 mobile home -- two bedrooms, den, shop, carport, stove, refrigerator, dishwasher, tied down and skirted, located 55 Country Club Estates; call Arlen Wiens, extension 134 or 283-7102.

Introducing the Center Pivot Hydro Swing



Windrowing hay crops on either side of the tractor with a pull-type windrower is now a reality with Hesston's new Center Pivot Hydro Swing.

Hydraulically driven, the Hydro Swing windrower has an arched tongue which is the hydraulic reservoir having a 24-gallon capacity. The tractor PTO drives a motor which supplies power to the auger, 57-inch conditioner, four-bat reel and sickle. Tractor hy-

draulics control positioning and header lift. Header widths are 12- and 14-feet.

The Center Pivot Hydro Swing windrower incorporates all the proven qualities of its predecessor, the 1014 Hydro Swing. Its ability to cut on both sides is the result of centering the tongue on the main frame and using a longer cylinder stroke.

Minimum recommended tractor power is 50 hp.

SERVICES

Babysitting -- 2nd shift; one child, \$15 weekly; two children, \$25 weekly; 140 Fairview, Newton; call 283-6772.

RIDE WANTED

From Riverside area of Wichita, 2nd shift; call Cris Borger, Department 909.

About the cover: The first snow of the new year brought to mind these lines by poet Robert Frost:

The way a crow
Shook down on me
The dust of snow
From a hemlock tree
Has given my heart
A change of mood
And saved some part
Of a day I had rued.

Service Anniversaries

25 YEARS

Lois Hershberger, Accounting

15 YEARS

Jacob Wedel, Assembly (907)
John Ruebke, Shipping
John Renfro, Fabrication

10 YEARS

Don Schmidt, Controllers
Neil Gustafson, Sales Training

5 YEARS

Ed Arter, Product Proving
Arthur Blount, Syracuse, n.p.
Sam Zuercher, Personnel
Al McDougold, Calgary, n.p.

New Salaried Personnel

Park Kirk, territory manager,
Minneapolis, n.p.
James Strachan, Jr., territory
manager, Fresno, n.p.
Jeffrey Hylton, junior industrial
engineer, Industrial Engineering
Leo Carney, accounting systems
manager, Corporate
Paul Vega, systems engineer,
Systems
David Kongs, product designer,
Engineering
Gilbert Korpela, senior product
engineer, Engineering
Duane Haun, senior industrial
engineer, Industrial Engineering
Dennis Land, service representative,
Indianapolis, n.p.



HERSHBERGER



WEDEL



RUEBKE



RENFRO



SCHMIDT



GUSTAFSON



ARTER



ZUERCHER



HYLTON



CARNEY



VEGA



KONGS



KORPELA



HAUN



HIGHSMITH



BASE



HARDER



BULLER



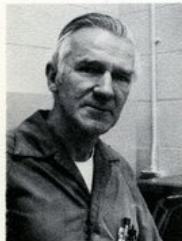
HOFFMAN



OTTE, G.



OTTE, L.



GUHR



CHAMBERS



GRABER



DECKER



DIVELBISS



FRIESEN



HOLLOWELL



RAWLINGS

Promotions

Dennis Highsmith, EDP machine operator, Systems, to inventory control analyst, Inventory Control

Jonas Base, foreman, Assembly (917), to general foreman, Plant III

Steve Jones, service representative to service manager, Atlanta, n.p.

Gary Robinson, parts warehouse clerk to parts manager, Atlanta, n.p.

Peter McMillon, service manager to territory manager, Atlanta, n.p.

Fenton Harder, senior field test technician, Product Proving, to designer, Engineering

Randy Stehman, material clerk, to field test technician, Product Proving n.p.

Roger Buller, branch accounting manager, Accounting, to Pacific region controller, International

Roger Hoffman, tool and die maker to shift foreman, Tooling

Glen Otte, production manager, Manufacturing, to materials manager, Purchasing

Lloyd Otte, engineering shop manager, Engineering, to production manager, Manufacturing

Henry Guhr, tool and die maker, Tooling, to lab test technician, Engineering

Bob Chambers, Clark Graber and Jerry Decker, inventory control analysts to inventory control supervisors, Inventory Control

Ernie Divelbiss, parts control manager, Material Management, to inventory control manager, Inventory Control

Vern Friesen, senior lab test technician, Engineering Lab, to quality control engineer, Quality Control

Dick Hollowell, from general accounting supervisor to general accounting manager, Accounting

Steve Rawlings, from general accounting manager to branch accounting manager, Accounting

Employee Activity Committee News

FAMILY NIGHT

Hesston's annual Family Night will be held Saturday, February 22, at 7 p.m. in the Hesston High School gymnasium. Entertainment will be provided by the Tonyon Family, and a number of door prizes will be given away to both children and adults. Plan now to attend!

NEW ACTIVITY CARDS

New employee activity cards will be issued to all employees the first two weeks in February. Employees should bring their old cards to the employment office in the Personnel Department in exchange for new ones.

CANOEING GROUP

The Hesston canoeing group will hold its annual meeting Sunday, February 9, at 2 p.m. at Goessel Preparatory School. Old and new canoeing enthusiasts are invited to attend. For more information, call Hans Penner, extension 205.

shop talk

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Lithography, Gary Blankenship



Member of Kansas Business Communicators and International Association of Business Communicators.



1975 HESSTON calendar

JANUARY							FEBRUARY						
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PAYDAY ☐

HOLIDAY ☐

New phone number

Effective February 1, there will be a special telephone number designated for reporting absences and for employee emergency calls. The number is **327-6868**. It will be available any time and will be answered by Plant Security/medical personnel who will take your message and relay it to your supervisor.

You must call this number when you will be absent without previous notice. Reports must be made within the first two hours of your shift.

Social Security taxable wage base increases

The taxable wage base on which the federal government draws Social Security increased to \$14,100 yearly, effective January 1. The percentage of money withheld remains the same -- 5.85 per cent.

Gross annual income subject to the Social Security tax was \$13,200 in 1974 and is expected to increase annually due to escalator provisions in the law. In 1975 all employees will be experiencing a normal pay-roll deduction of 5.85 per cent until they reach a gross income level of \$14,100 for the year.

The maximum to be withheld from an employee's paycheck this year will be \$824.85, compared with \$772.20 in 1974. As in the past, the new amount will be matched dollar for dollar by the company.