

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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Girl Scouts



Kansas Children's Service League

shop talk

SEPTEMBER, 1977



Harvey County Day Care Association



American Red Cross



Salvation Army

Your donations to the United Way go to support the above agencies and 10 others in Harvey County. See story, back cover.

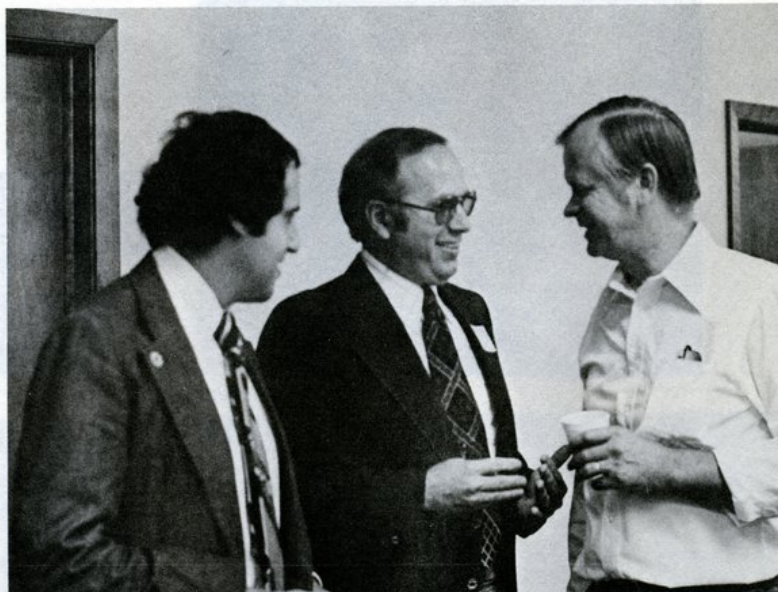
Agriculture Sec. Bergland, Dan Glickman visit Hesston

Secretary of Agriculture Bob Bergland and 4th District Congressman Dan Glickman paid a brief visit to Hesston Saturday, September 24.

While at Hesston, the two men talked with top company officials, toured the Corporate Offices and the Engineering building and shop, saw a product display and viewed several product films.

Each was given an attache case containing current product literature, the company's last two annual reports and the latest interim report.

Secretary Bergland noted that he was no stranger to Hesston products, having bought his first Hesston swather in 1958 for his farm in the Red River Valley. He said he was pleased to have the opportunity to visit Hesston and would like to have stayed longer if his schedule had permitted it.



4th District Congressman Dan Glickman (left) and Secretary of Agriculture Bob Bergland (right) chat with Hesston Operations general manager Nelson Galle during a tour of the Engineering building.

Retiree Allen White will stay busy



Allen White examines a retirement present of a clock radio.

Allen White, a familiar face at Hesston for over 20 years, retired August 26. An advanced project engineer, White had worked in the Engineering Department during his entire Hesston career.

"Except for nine months when

my family traveled as a singing family, I've worked at Hesston full-time since 1953," White said.

He added, however, that prior to working at the company full-time, he had done some outside work for Hesston in his industrial engineering lab in Peabody.

As an advanced project engineer, the new retiree worked on a number of Hesston engineering projects, including the StakHand 10, bean bucket, big square baler and the trim steering for the windrower.

Now that he's retired, White doesn't plan to 'take it easy'. "I'm just going from one full-time job to another," he stated. "I'll continue to be the full-time minister at the Christian Church in Peabody where I've been minister since Christmas."

In addition, he will set up a research and development shop in his lab in Peabody where he plans to work in the area of energy and, also, to do some follow-up work

for Hesston's Engineering Department.

At his retirement party, White reminisced about his early experiences at Hesston and told humorous anecdotes about some of the "old timers" who still work here.

He prefaced his remarks by saying, "I'm not going to preach more than a two-hour sermon and I've made a few notes to keep it short," and he whipped out a notepad full of notes.

In a more serious vein, White said he had enjoyed working at Hesston and "appreciated everyone" he had been associated with at the company. He closed his remarks by reciting a poem, "Nobody Else Can Do The Job The Lord Marks Out For You."

The new retiree received going-away presents of a watch, dictionary and clock radio from Engineering Department employees and a weather station from the company.

Fisher stove sales booming, says Henry Eaton



Fisher International president-general manager Henry Eaton (left) confers with Fisher stove designer/inventor Bob Fisher on a recent tour of Hesston's stove production line.

What began as a one-man operation in a tiny home workshop four years ago has mushroomed into a multi-million dollar business. The business is Fisher International, Inc., and the products it sells are familiar to all Hesston employees -- the Fisher wood-burning stoves.

The Fisher organization had its beginnings in late 1973 when inventor Bob Fisher designed and built his first woodburning stove in his backyard workshop in Springfield, Oregon.

Today, the stoves he designed are sold in 49 states and Canada, and Fisher International is in the process of developing markets in Scandinavia, Europe and the United Kingdom.

According to Henry Eaton, Fisher International president and general manager, stove sales are booming and have now reached over 30,000 units a month.

Eaton was at Hesston last month, along with other Fisher personnel, to discuss Hesston's stove production schedule for the coming year.

"Our sales haven't fallen off at all this summer," he said. "In fact, they've increased. We sold as many stoves in July as we did in February and all our production is sold through December."

Eaton sees the booming summer sales partly as a result of last year's severe winter weather. "I think it's more a concern about the dwindling supply of petroleum products and the high cost of electricity rather than a back to nature movement. I believe that people simply are afraid of not having heat this winter."

Although stove sales are brisk throughout the U.S. and Canada,

the biggest market is found in the mid-Atlantic states where, Eaton noted, it's not too hot or cold and houses don't have big furnaces. The next largest sales area is the Rocky Mountain states.

Since the first Fisher wood-burning stove was introduced on the market, a number of competitors have sprung up. Eaton estimated, however, that Fisher "probably sells 10 times more stoves than any single competitor of this type stove." He believes it is because of the stove's high efficiency in which the fuel is burned completely and little ash residue is left.

In addition, the stove has been tested and approved for code compliance in residential construction in western states by the International Congress of Builders' Organization. At the present time, the stoves are used primarily in homes, but Eaton noted there is also a lot of potential for industrial use -- particularly in agricultural and governmental applications.

Hesston is the single largest producer of Fisher stoves; however, there are about 35 independent contractors in the U.S. and Canada who are licensed by Bob Fisher to build the stoves. Each licensee has an exclusive territory and sets up his own dealers in that territory to sell the stoves. Of the 35 licensees, approximately 25 build their own stoves while the other 10 have agreements with subcontractors to build them. Currently, Hesston is supplying stoves to eight licensees.

All stoves built by the licensees or their subcontractors are built to rigid specifications provided by Fisher International.

Two models of the Fisher stove, the Mama Bear and the Papa Bear, are presently being manufactured at Hesston; however, the company plans to expand production to include Fisher's largest models, the Grandma and Grand-

(Continued on page 6)



Nineteen representatives from the embassies of eighteen foreign countries toured Hesston earlier this month as part of a three-day tour of Kansas industry and agriculture sponsored by the Kansas Department of Economic Development. The tour was climaxed by the Governor's Conference on International Trade held in Hutchinson September 16. Purpose of the tour and Trade Conference was to introduce foreign governments to the industrial and agricultural opportunities in Kansas and to introduce Kansas exporters to opportunities in the delegates' countries.

New systems in Purchasing are envy of other companies



Inventory control analyst John Frey (standing) and buyer Ron Ackley agree that the new purchase order and purchase requisition writing systems are big improvements over the old systems.

Ask Terry McCloud (Materials-Purchasing) what he thinks of Hesston's purchase order and purchase requisition writing systems and he'll tell you they're great. Of course, McCloud is slightly biased because he designed the systems and worked closely with Dave Wiebe (Systems) who wrote the computer programs.

But McCloud has good reason to be proud because the new systems have saved the company both time and money and are the envy of many larger area companies who do not have such systems.

The purchase order writing system was begun in November, 1976, and the purchase requisition writing system began a year before. Both, which had been in the development stage for a year prior to their implementation, are the first parts of a larger material procurement system on which Hesston is working.

"With our purchase order and purchase requisition writing systems, all purchase requisitions and almost all purchase orders are written on Hesston's computer,"

said McCloud. "Previously, both were written by hand."

Under the old system, writing purchase requisitions and purchase orders was a time-consuming process. Each week the material control analyst reviewed a list from the computer of all requirements for raw materials needed for the coming 12 to 18 months. The analyst then manually wrote a requisition for each item needed, including the part number, description, quantity and date required.

After writing the requisition, the analyst took it to a buyer in Purchasing who filled in the vendor's name, routing, terms, method of payment and the name of the person with whom the order was confirmed. Then a purchase order was typed from the requisition by a secretary. Each secretary spent about four hours daily typing only purchase orders.

Under the new systems, neither the requisitions nor the purchase orders are manually written. Each Monday the material control analyst receives from the computer a two-part requisition form for each part that needs to be ordered.

The top portion of the requisition provides inventory control information on the part, including the quantity on hand, if any are presently on order, the quantity to be ordered and the date due.

The bottom portion of the form lists a description of the part, the quantity and part number to be ordered, the standard cost and the due date. (There also are places for the part's purchase history and vendor quotes, but this information has not been programmed into the computer at the present time.)

If, after examining the requisition, the analyst agrees with it, he signs the form and gives it to the buyer. If he doesn't agree, he makes whatever changes are necessary and sends a duplicate copy with the changes to the computer and gives the first copy to the buyer.

The buyer, after providing the vendor number, routing, terms and unit price, signs the form and returns it to the computer for processing.

From this requisition, the computer writes a purchase order, giving the part number and description, quantity to be ordered, unit price, due date, terms, and the buyer's name and phone number. The vendor's name and address, determined from the vendor number provided by the buyer, also is printed on the form. The completed purchase order is sent to the buyer who signs it before it is mailed.

Also written at the same time as the purchase order is a receiving report which, prior to the new systems, was written manually.

In addition to eliminating hand written requisitions and purchase orders, the new systems allow the buyer and analyst to include two dates the part is due.

Under the old system, the analyst and buyer often didn't agree on a single date that a part was needed, so there were two dates -- a need date and a due date. Only one date, however, could be entered in the computer.

Explained McCloud, "The computer lists a due date at Hesston for each part, but there is a 10 day receiving and issue period included in the due date before the part is actually needed for the assembly.

"Because of this, a buyer and analyst may approve a date later than the due date stored in the computer if they know a later arrival of the part will not interfere with production. But when this happened under the old system, the analyst kept receiving exception notices from the computer, indicating the material was late."

Under the new system, if the buyer and analyst agree that a part can arrive on a later date than the due date in the computer, they can "flag" the computer.

"By putting an 'A' beside the part number," said McCloud, "the computer knows that we are aware of the conflicting dates and it will not issue weekly exception reports."

An outgrowth of the purchase order and purchase requisition writing systems has been the elimination of daily shortage control meetings.

Previously, a shortage list was manually written and typed each evening before the meeting the following morning. Now the computer generates a daily shortage list which is more accurate than the previous manually written list. The list, given to Purchasing and Material Control personnel, has both production information and purchase order information, which makes communication about parts between the two

departments easier.

"I think there's no question that the systems have been as good as our expectations," concluded McCloud, "but what's even better is that we've developed a manufacturing data base in the computer that is a springboard for other systems."

Purchasing Manager Gary Sneed agreed. "The purchase order and purchase requisition writing systems have allowed us to switch our time from more routine matters to more profitable cost savings items. Secretaries now are more flexible and can assist the buyers more and buyers can really become managers in their own areas with the information from this system.

"We're getting real benefits from the program now, but we'll get even greater benefits in the later phases when they are implemented."

Important notice about paychecks

The new union-management contract and general wage increase will go into effect Saturday, October 1. Because this date is in the middle of a two-week pay period, employees will not be paid the same rate for both weeks.

Although your new pay rate will be indicated on your check stub of October 12, only the hours worked between October 1 - 9 will be computed at your new rate. Hours worked between September 26 - 30 will be paid at the old rate.



Activity Committee News

FISHING CONTEST WINNERS

Winners of the August fishing contest were: Dean Tatum, Fab (904), with a 6 lb. 3 oz. large-mouth bass; Dale Lawrence, Tooling, with a 2 lb. 13 oz. flat-head; Mel Wiggers, Plant I, with a 4 lb. 10 oz. walleye; Norman Alexander, Tooling, with a 13 lb. channel catfish; and Dave Rowland, Tooling, with a 5 lb. 6 oz. channel catfish caught with a limblime.

Note of thanks

We want to express appreciation for the retirement party you gave Allen on August 26. The gifts were very much appreciated. Also, the cake, coffee and punch were very much enjoyed. Your kind words and best wishes for the future were appreciated. We thank you very much for all the expressions of best wishes from management, secretaries and shop employees that were present. This was most certainly a time to be long remembered. Thanks again.

Allen and Edna White

(Continued from page 3)

pa Bears, on or before January 1.

Commented Eaton, "I feel our relationship with Hesston will result in increased business between the two organizations and that our basic stove products will lead to the development of new markets and products in the field of heating."

Fisher International has sales offices in Eugene, Oregon.

Coming next month!

An interview with
Bob Fisher, inventor
of the Fisher stove

Swap Shop

FOR SALE

Spanish-style bedroom suite -- double headboard and frame, five-drawer chest, nightstand, and double dresser with twin mirrors; \$200; call Char Jost, ext. 667 or 327-4104.

Firewood -- seasoned, split, ready to burn; also, wood cut to length for Fisher stoves; call Gary Sippel, ext. 846, or John King, ext. 874.

Blessing trumpet and case -- two years old, excellent condition; call ext. 608 or 283-6475.

Late 1972 Honda CL350 -- 11,000 miles (8-9,000 highway miles), excellent condition; \$495; call 327-4422 or 327-4480 evenings.

"Little Gem" 36" pickup topper -- \$250; 9' x 12' nylon tent -- \$125; see Gloria McCloud, Dept. 989, or call 283-8407 after 4 p.m.

Car or implement trailer; LR 7015 radios in good condition; antiques; see Jay LeMay, Rt. 3, Potwin, or call 752-3423 after 5 p.m.

1973 18 ft. tri-hull Cobalt boat with OMC jet-drive 245 hp 307 Chevrolet V-8 engine; call Harold Funk, ext. 273 or 283-3693.

1976 Ford Explorer F-150 four-wheel drive pickup -- blue, automatic, power, air, AM/FM radio and tape, white wheels; call ext. 258 or 277 or 327-4828 after 5 p.m.

FOR RENT

Two bedroom basement apartment -- completely furnished, utility bills paid (except phone), available October 1; call Charles Ford, ext. 635 or 283-9043.

Service Anniversaries

20 YEARS

Earl Neufeld, Industrial Engineering

15 YEARS

Leo Stahly, Tooling

Richard Oursler, Production Control

Alvin Thiesen, Fab (905)

Paul Funk, Welding (909)

Harold Jay, Welding (919)

10 YEARS

Rex Weigand, Engineering

Fred Bartel, International, n.p.

Scott Weber, Tooling

Robert Phillips, Welding (909)

Bennie Brooks, Assembly (917)

Vernon Oesterreich, Central

Division, n.p.

James Harmon, Eastern Division, n.p.

5 YEARS

Roger Thomas, Material Control

Mike O'Halloran, Engineering

Jim Reber, North American Sales

Ronald Smith, Eastern Division, n.p.

Peggy Sadowsky, Systems

Joe Salmans, Tooling

Fred Kuestersteffen, Maintenance

Arnoldo Cavazos, Maintenance

Robert Winchester, Receiving

Guadalupe Martinez, Stockroom

Floyd Bowes, Parts

John Marshall, Parts

Brad Riffel, Machine Shop

Ronald Wiebe, Machine Shop

William Brandt, Assembly (917), n.p.

Robert Whiteside, Packaging (924)

Organizational Changes

Sam Welty, material contract clerk, Shipping, to traffic coordinator, International

William Jeffs, regional service manager to divisional service manager, Western Division, n.p.

Donald Koebnick, service representative to territory manager, Western Division, n.p.



NEUFELD



STAHLY



THOMAS



O'HALLORAN



MARSHALL



RIFFEL



OURSLE



THIESEN



REBER



SADOWSKY



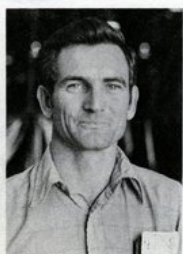
WIEBE



WHITESIDE



FUNK



JAY



SALMANS



KUESTERSTEFFEN



WELTY



WEIGAND



WEBER



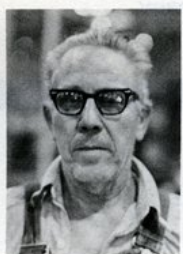
CAVAZOS



WINCHESTER



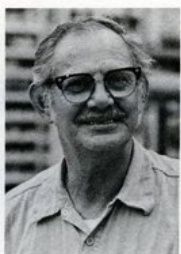
PHILLIPS



BROOKS



MARTINEZ



BOWES

shop talk

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

The United Way ... fulfilling the need since 1887



It all began in Denver in 1887 when a Roman Catholic priest, two Protestant ministers and a rabbi formed what has become the United Way concept -- a joint effort to raise funds for services needed in the community.

Today, almost 100 years later, the United Way still remains the most effective and efficient way to raise charitable dollars to meet the needs of this -- or any other -- community.

This year's goal for the Harvey County United Way is \$106,000. Money from this fund will go to support 15 Harvey County agencies, including the American Red Cross, the Arthritis Foundation, Meadowlark Homestead, Harvey County Day Care Association, and the Boy Scouts and Girl Scouts.

Other agencies receiving support include Kansas Health Museum; Mid-Kansas Developmental Services; Newton Activity Center; Newton Community Funds - 4-H Achievement; Scouting Funds for troops in Burrton, Halstead, Hesston, Newton and Sedgwick; the Salvation Army; United Cerebral Palsy of Kansas; and Community Funds for Burrton, Halstead, Hesston, Sedgwick and Walton.

A new agency has been added this year -- the Kansas Children's Service League. Founded in the 1890's, it is dedicated to helping children and parents find a solution which best serves the interest of the child.

The annual United Way campaign will be getting underway very soon. Last year Hesston employees gave \$13,225 to the United Way through the payroll deduction plan. The company matched this donation dollar for dollar, making a total contribution of \$26,450.

This contribution went to support the health, welfare and character-building agencies of the United Way not only in Harvey County, but also in McPherson, Marion, Sedgwick, Reno and Butler Counties.

To help meet this year's United Way goal, you can do your part by giving your fair share. Through the United Way, your fair share gift becomes a gift of life enabling you to touch the lives of thousands of men, women and children who need your help.

If you aren't already contributing to the United Way, why not begin today? It's easy. Simply sign a payroll deduction card for your fair share which you will be receiving very soon.

Remember, it costs so little and brings health and happiness to so many.