

Hesston Corporation scrapbook

Section 11, Pages 301 - 330

This scrapbook from 1951-1967 is a collection of Hesston Corporation employee materials, promotional pieces, article clippings, and publications. Donated by Barbara Weaver. This publication funded by the National Historical Publications and Records Commission through the Kansas State Historical Records Advisory Board.

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Don
Granger

Talk of the Town

I'VE ALWAYS ADMIRE Bill Tarant's imaginative approach to the use of language. He was talking about Paul Kitch recently and said—
"Paul has a soft voice but whenever I talk to him I seem to hear the sound of hand grenades in the distance."

MORE CONVERSATION—Overheard in an elevator:

"John's brother is coming for a visit tomorrow and I am just now getting the kitchen clean up from the Mother's Day breakfast my family fixed for me."

HATS OFF—To Clarence Sommerfeld. While many Wichitans calmly ignored a car on fire at First and Broadway last week, this visitor from Hesston whipped out a fire extinguisher, controlled the fire and then used his car (and chain) to pull the still smoking auto to a garage up the street.

Wouldn't take any money. Just a friendly act. We need more people like Clarence Sommerfeld.

ANOTHER USE for newspapers has been discovered by a fifth grade class at College Hill school. They climaxed their study of Hawaii with a big luau served on mats made of Wichita Becons cleverly folded and plaited.

SPEAKING OF SCHOOLS—Don't worry about the younger generation. Five English classes taught by Mrs. Hope Shackleford at Mead Junior High are engaged in a contest to see which group can bring in the most paperback books. Not as competition for the school li-

brary but as a supplemental collection to encourage reading.

CURTIS YOUNG, one of the competitors, said a special screening committee had to be set up for each class to weed out the unsatisfactory, sensational and just plain dirty books that keep popping up.

The kids don't want to read that kind of junk. They are collecting books such as "Red Badge of Courage," "Moby Dick," and things like that. See?

ANOTHER YOUTH STORY—The merchants of Montezuma are going to get a fresh hard look at themselves and their city soon as the result of the enterprise of the Brown Brothers of WSU.

Ray Brown (a senior in the journalism department) and his brother Marvin (a junior in the school of business administration) have combined their interests and sold Montezuma businessmen on the idea of a survey of buying habits.

They ran a full-page questionnaire in the Montezuma Press last week with 40 questions prepared on the basis of brother Marvin's experience in the school of business.

The results will be tabulated this summer by both brothers and before school begins again the merchants should have a complete and fascinating picture of where and why and how subscribers to the Montezuma Press shop.

The Brown Brothers have thus set up summer employment for themselves and at the same time provided material for term papers both in journalism and business administration next year.

BEACON - 5/17

Methods Engineer Selected

Wichita Eagle 5/29/66

HESSTON, Kan. — Max E. Bennett, former manufacturing manager for Cross Manufacturing Co., has joined Hesston Manufacturing Co. as senior methods engineer.

Bennett is in charge of developing efficient tooling and manufacturing processes, according to Ed Melcher, manufacturing director.

Bennett, 32, was with Caterpillar Tractor Co., Joliet, Ill., for 12 years before joining Cross in 1964. In 1965, he was a state director, Kansas junior Chamber of Commerce.



BENNETT

Joins Firm At Hesston

HESSTON — Max E. Bennett, former manufacturing manager for Cross Manufacturing Co., has joined Hesston Manufacturing Co. as senior methods engineer.

Bennett will be in charge of developing efficient tooling and manufacturing processes in the Hesston plant leading to optimum product quality.

Bennett, 32, was with the Caterpillar Tractor Co., Joliet, Ill., for 12 years before joining Cross in 1964. He is a native of Pleasant Hope, Mo.



Bennett

Sparkman Qualifies

Hesston Corporation scrapbook

Manhattan—Kansas Power and Light Company is constructing a new \$225,000 division office at Manhattan. The 6,300-square-foot one-story total electric structure is expected to be ready for occupancy in January 1967. The building was designed by F. O. Wolfenbarger, Manhattan architect. Exterior of the fireproof structure will be of masonry construction utilizing native Kansas limestone and concrete.

Neodesha—Airosol Co., Inc. is adding two buildings to its expanding operation in Neodesha. The new brick and concrete units being constructed will cover an area of 290,000 square feet. One will serve as a warehouse for loading, shipping and receiving service and the other will be for the manufacturing division. Products of the company include pharmaceuticals, deodorizers, repellants, insecticides, and spray products. According to John Matthews, company president, Airosol has many government contracts including the overseas shipment of insecticide sprays to troops in Viet Nam.

Hutchinson—A factory expansion program at Cessna Aircraft Company's Industrial Products Division in Hutchinson will result in a 40 percent increase in plant area. The 132,000-square-foot addition will be financed by industrial revenue bonds. In five years the Industrial Products payroll has increased from \$3,870,000 to \$11,000,000. Employment has soared from 670 to more than 1,700.

Arkansas City—A \$380,000 building is being constructed at General Electric's complex located at Strother Field, midway between Winfield and Arkansas City. W. B. Spear, manager, said the building will cover 54,000 square feet and will bring the General Electric aircraft shop operations area to 110,000 square feet. Approximately 85 percent of the company's current business is military. The cities of Winfield and Arkansas City are financing the new building along with use of revenue bonds.

Wichita—Beech Aircraft Corporation has introduced the King Air A90, the second generation version of the pressurized turbine-powered Beechcraft corporate twin that stands as the pacesetter in sales among the world's new breed of high-speed, high-performance executive airplanes. Prime features of the new model include a cabin pressurization system that assures passenger comfort up to almost 25,000 feet, and increased engine horsepower to give the King Air A90 greater performance and versatility.



Addition Will Double Hesston Office Space

HESSTON—General office space of Hesston Manufacturing Co., maker of farm equipment, will be more than doubled this year with the construction of a 20,000-square-foot facility, according to an announcement by Lyle E. Yost, president. When completed the new general office will appear similar to the artist's sketch. Old and new office quarters will be tied together by an 80-foot hallway. The basic shape of the new office facility is a square with a central courtyard which will be visible from any of the four surrounding office areas. Nine executive offices will surround the courtyard as well as an executive conference room. These offices will be separated by secretarial space, walled by large glass panes to give an open view of the court at all times from inner office areas. The new construction is part of a five-year projection for development which allows for a growth potential which would substantially increase the size of the company which now employs more than 900 people.



Deliveries Scheduled for Musketeer Super III

WICHITA—Initial deliveries of Beech Aircraft Corporation's Musketeer Super III, one of three new models in the Musketeer family of single-engine sport and training aircraft, have been scheduled. Production of the new Beechcraft Super III at Liberal, home of the entire Musketeer line, followed FAA certification, which was received in early March. The Musketeer Super III, introduced last October at the Beechcraft International Sales Meeting, is a four-place, "top-of-the-line" member of the Beechcraft Musketeer family, and is powered by a Lycoming 10-360 fuel injection engine providing 200 horsepower at 2700 rpm.

Atchison—Midwest Solvents Co., has added a new plant process and is now producing wheat paste in a powder form for wallpaper hanging, according to Cloud Cray, Jr., president. Current production of 250,000 pounds a month will be increased to 500,000 pounds per month. The paste will be distributed nationally under a number of different labels.

Liberal—Plans calling for the installation of a new 16,000 KW gas-fired turbine-generator at Western Power & Gas Company's Cimarron River Station near Liberal have been announced by H. V. Rathbun, vice-president—operations at Great Bend. The new addition will increase the station's generating capacity from 60,000 KW to 76,000 KW and will cost approximately \$1,650,000. Completion is scheduled for late spring 1967.

Wichita—Bond Bread Bakery plans a \$250,000 three-phase expansion program expected to be completed within the next 12 months. First phase will be new bakery equipment, pans and machinery. Second phase will be a new \$195,000 addition to the present building. Third phase will be installation of modern equipment for wrapping and packaging the company's products.

Great Bend—Allan Pump & Supply Co. has purchased Precision Pump and Valve Service of Salem, Ill., and is moving its production facilities to Great Bend. Tom Allan, president, said the Great Bend plant is being expanded to include the manufacturing equipment of the Illinois firm. Two additional employees will be added immediately, and possibly others later. Allan Pump and Supply manufactures oil field sub-surface pumps and accessories plus safety equipment.



Develop New Drug

MANHATTAN—Dr. Earle E. Bartley, a dairy nutrition specialist at Kansas State University, has developed a new drug called poloxalene, which has been found to be 100 percent effective in preventing legume bloat in cattle. Bartley's success is of tremendous economic importance to the world's cattle industry as bloat annually causes losses of nearly \$100 million for U. S. farmers and ranchers. Poloxalene, K-State agricultural officials believe, will cut sharply into bloat losses and result in economic gains for the cattle industry. The housewife also should profit from Bartley's research. Savings in cattle production costs are expected to be passed along and bring better buys for beef and dairy products users.

Master Teachers Named

Seven teachers were named Kansas Master Teachers by Emporia State Teachers College. Dr. Kenneth E. Anderson, dean of the School of Education at the University of Kansas, spoke at the annual recognition dinner in Emporia and presented awards to: Miss Eva M. Chalfant, social science, El Dorado Junior High; Louis A. Coppoc, mathematics, Belpre High; Miss Helen Glaser, mathematics, Coffeyville High; Mrs. Evelyn R. Harper, reading teacher, Atchison High; Maurice Little, vocational agriculture, Goodland High; Mrs. Iona Ramey, elementary principal, Olathe; and Wesley E. Simpson, science, Salina High.

Powder Puff Derby Stop

Kansas City, Kansas, has been designated as one of 13 stops for the 20th annual Powder Puff Derby all-women transcontinental air race. Contestants racing the nation's largest handicap speed air race will be arriving at Fairfax Airport, July 3 through July 5 on a 2,766 mile flight.

The annual contest is sponsored by the Ninety-Nines, Inc., international organization of women pilots. Mary Ann Noah, of Fairway, twice winner of the Derby, and her co-pilot Peggy Wright, Overland Park, will be among those entered in this year's competition.

Headquarters to Kansas

Kansas City, Kansas, is becoming the operating headquarters for the entire 8,000-mile Rock Island Railroad system. The single operating center will be in direct command of 10,873 of the Rock Island's 14,000 employees. About 1,200 workers with an \$8 million annual payroll will be in Kansas City.

District operating headquarters in Des Moines, Iowa, and El Reno, Okla. have been shut down and their executive staffs moved to Kansas. Other employees are being transferred from Chicago and Rock Island, Ill.

Industry Displayed

A new display case at the municipal building in Pratt will hold exhibits of products of the many local industries and manufacturing concerns.

Aviation Equipment Show

Takeoff time for a show-and-sell exhibition of aircraft maintenance and communications equipment of advanced U. S. design has been set for next fall at the U. S. Trade Center in Tokyo.

The sales target is Japan's fast-growing aviation industry. The U. S. Department of Commerce, Bureau of International Commerce, will launch the show September 19-27 and invites U. S. manufacturers to reserve space.

Japan offers U. S. exporters a two-fold market. A recent market survey conducted for BIC in Japan showed that civil aircraft of advanced U. S. design is in strong demand and that ground support and maintenance and repair equipment is needed for both U. S. and Japanese designed planes.

Four airlines and more than 200 airports serve Kansans within state borders.

U. S. Government Contract Awards to Kansas Firms

March 1966

Electronic Research Co., Overland Park, crystal unit, quartz	\$210,000
Mobile Earth, Inc., Colby, construct multiple purpose structure	135,027
Cessna Aircraft Co., Mil. Aircraft Div., Wichita, missile pylon assemblies	563,672
Ross Industries, Inc., Wichita, flour, wheat, hard	39,852
Enmar, Inc., Wichita, enamel, gloss, alkyd, interior and exterior use	62,000
Lane Myers Co., Protection, barbed wire, concertina	680,250
Enmar, Inc., Wichita, paint	Indefinite Quantity
The Boeing Co., Wichita, test evaluation, landing gear	30,024
Beech Aircraft Corp., Wichita, flap assembly applied to F/RF4 aircraft	38,941
Kramer Machine & Engr. Co., Leavenworth, MK 10 propellant grain containers	178,350
Beech Aircraft Corp., Wichita, cover assembly and trailing edge, applied to F/RF4C aircraft	27,106
Shore & Sons, Burden, construction of floodwater retarding structure	224,216
Airosol Co., Inc., Neodesha, insecticide pyrethrine	579,200
Cessna Aircraft Co., Mil. Aircraft Div., Wichita, shell assembly XM3 dispenser	217,385
The Coleman Co., Inc., Wichita, mantle gasoline lantern	28,410
The Boeing Co., Mil. Airplane Div., Wichita, dome, engine nose	64,148
Cessna Aircraft Co., Mil. Aircraft Div., Wichita, Qual. tests and Engr. chgs., T-37 aircraft	56,246
Hankamer Asphalt Co., Inc., Topeka, repair of taxiway	102,051
Troy Cannon Const. Co., Inc., Dodge City, reroute transmission line	43,941
Enmar, Inc., Wichita, dope and lacquer thinner	62,500
Electronic Research Co., Overland Park, crystal set and carrying case	48,700
Ross Industries, Inc., Kans. Milling Co. Div., Wichita, flour, wheat, hard and soft	59,677
Earl F. Stephenson, Leavenworth, exterior carpentry repairs	62,687
Julius Kaaz Const. Co., Inc., Leavenworth, construct GCA and weather observation station	85,036
Total	\$3,599,419

U. S. Government Contract Awards to Listed States—March 1966

	Defense Agencies	Non-Defense Agencies	Total for March	Fiscal Year 1966 to Date
Missouri	\$9,984,716	\$1,214,308	\$11,199,024	\$400,932,703
Kansas	3,071,735	527,684	3,599,419	67,563,479
Iowa	7,777,995	553,353	8,331,348	75,928,986
Totals	\$20,834,446	\$2,295,345	\$23,129,791	\$544,425,168

Source: SBA—Kansas City, Mo., April 6, 1966.



Approve On-Job Training

Olin-Dixon, Inc., Coffeyville, and The Boeing Company, Wichita, have been approved by the Department of Labor for on-the-job training of 1,477 unemployed or under-employed workers under projects of the Manpower Development and Training Act.

The Wichita division of Boeing will train 1,363 persons in four-week courses for helpers in tool and die making, sheet metal and other jobs related to the aircraft industry. Boeing will offer a 35-week course for general machine operators.

Olin-Dixon, Coffeyville, will train 114 persons in a six-week program for aircraft jobs as sheet metal helpers and sub-assemblers. The firm will offer a 26-week course for general machine operators.

The Labor Department will reimburse Boeing with up to \$163,771 for costs of its training course and the Coffeyville firm up to \$13,188 to help defray training costs.

Farm-City Day Reversed

Arkansas City's annual Farm-City day this year will be done in reverse. Set for August 6, the program calls for businessmen to visit the country rather than the usual custom of farmers entering the city, Chamber of Commerce officials said.

Businessmen, riding in air conditioned busses, will visit various farms in the area. Also scheduled is a steak fry with the farmers footing the bill. On previous occasions, businessmen have paid cost of the meal.

Announce Building Plans

Plans for a \$100,000 state headquarters building in Topeka were announced at the 60th annual convention of the Kansas Pharmaceutical Association. The headquarters office building of the Association will also house a continuing education center for pharmacy students and registered pharmacists, and a Kansas pharmacy museum.

Feedlot Industry Tour

Governor William H. Avery has announced plans to tour the cattle feedlot industry in the Chase-Lyon county areas on May 17.

The tour will start at 10 a. m. at the Crofoot Cattle Company, Strong City. A luncheon in Swope Park, Cottonwood Falls, will be sponsored by the Cottonwood Falls and Strong City Chambers of Commerce. Following an address by Governor Avery there will be a discussion of the importance of promoting meat products in Kansas.

From Cottonwood Falls, the group will move to the Anderson Cattle Company in Emporia. The tour will end at 3 p. m. following an inspection of the new Armour & Co. packing plant in Emporia.

Kansas livestock and meat packing industries pump nearly \$1 billion annually into the Kansas economy.

Directory of Kansas Manufacturers And Products Published by KDED

How many Kansas industries manufacture farm machinery and equipment? Where are boats, dental smocks, rocket propellant and over 2,000 other products made in Kansas?

These, according to Jack Lacy, KDED director, are questions answered by the 1966-67 edition of the "Directory of Kansas Manufacturers and Products," published by the Kansas Department of Economic Development.

The directory, prepared by the KDED Commerce Division, is a valuable source of information for locating suppliers, for industrial studies, for marketing analyses, and for studying the growth, character, and location of Kansas industry.

The 216-page book, the eleventh edition, is a storehouse of up-to-date information on Kansas industry, listing a total of 4,018 firms, a gain of 126 over the previous edition.

Each Kansas manufacturer is listed three times: Alphabetically by name; by



city location; and by industrial classification (SIC).

Here are some facts on Kansas industry revealed by the 1966-67 directory:

- A total of 262 firms employ 100 or more persons.

- Over 2,000 types of products are made in Kansas. Products types range from A to Z, from abdominal supports to zinc sulphate.

- There are 526 Kansas firms that export some portion of their products to foreign countries. These are designated in the alphabetical listings.

- 417 of the state's 623 incorporated cities have industries listed.

- Of the 433 standard industrial classifications for manufacturing industries, 281 have production in Kansas.

The directory is now available for distribution and may be purchased for \$5.00 a copy from the Kansas Department of Economic Development, State Office Building, Topeka, Kansas. (Please use order form at bottom of this page.)

ORDER FORM

TO: State of Kansas
DEPARTMENT OF ECONOMIC DEVELOPMENT
State Office Building
Topeka, Kansas 66612

Enclosed is remittance for \$_____. Please send me _____ copies of the DIRECTORY OF KANSAS MANUFACTURERS AND PRODUCTS, 1966-67 edition, at \$5.00 each. Make remittance payable to DEPARTMENT OF ECONOMIC DEVELOPMENT.

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Highway Troopers Trained to Promote Kansas

The travel promotion program in Kansas received a big boost this spring when the Kansas Highway Patrol included a public relations selling course in its in-service training.

All uniformed personnel of the Highway Patrol have been given basic classroom instruction in ways to better serve the traveling public and thereby improve the Kansas image.

Travel and recreation are among America's fastest growing industries. This year, tourists traveling up and down all parts of the country will spend roughly between \$25 billion and \$30 billion.

By offering courteous and friendly suggestions on places to go and things to see, the state troopers will play a major role in increasing the travel dollar for Kansas.

A concerted effort is being made to encourage motorists to stop and Play-a-Day in Midway U. S. A.

Dale McCollum, KDED Travel Division chief, conducted a four-hour public relations selling course which was attended by nearly 250 Kansas troopers. Sessions were held at the training center in Salina.

Other instructors presented refresher courses in first aid, handling abnormal people, law enforcement, water recovery, accidents, photography and patrol policy.

The Kansas Highway Patrol is one of many departments which joins with hotel and motel operators, service stations, eating establishments, highway associations, various news media, chambers of commerce and civic groups in an all out travel promotion program to See and Sell Kansas.



State troopers are prepared to offer courteous and friendly suggestions on places to go and things to see in Kansas. Highway maps are checked to determine the best routes to the historic, scenic and recreation points of interest. Motorists are encouraged to stop and Play-a-Day in Midway U. S. A.



Basic classroom instruction in public relations was included in the recent in-service training for Kansas Highway Patrol troopers held in Salina. Dale McCollum, KDED Travel Division chief, conducted the four-hour course which was planned by Lt. Tim Edwards, KHP safety education-training officer, standing, extreme left.

KANSAS DEPARTMENT OF ECONOMIC DEVELOPMENT

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Economic Report

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ASSOC. ADVERTISING AGENCY
700 COLO-DERBY BLDG.
WICHITA 2, KANSAS



KANSAS ECONOMIC DEVELOPMENT

Report

GROW with Kansas the **GREAT** state

May 1966

See and Sell Kansas

The Governor's Annual Travel Promotion Conference will be held at the Lassen Hotel, Wichita, on May 13.

In announcing the annual event Governor Avery said, "Kansas has increased its activity in the travel promotion field and we are progressing; however, we need to put more emphasis into promoting this important segment of our economy."

"See and Sell Kansas," is the theme for the one-day meeting. The Kansas Department of Economic Development will coordinate the presentations commencing at 10:00 a. m. and adjourning by 2:30 p. m. Mark D. Robeson, KEDC chairman, will preside.

The morning session will open with a presentation of Swedish Dancers from Lindsborg. They will be introduced by Martin Umansky, chairman, Cultural Arts Commission.

The keynote speech by Governor Avery will stress the importance of the "See and Sell Kansas" travel promotion program.

Nyle Miller, secretary, Kansas State Historical Society, will discuss "See and Sell High Points of History."

Other morning speakers will be Dale McCollum, chief, KDED travel division, and Thad M. Sandstrom, KEDC member, and general manager, WIBW-TV AM-FM, Topeka.

At the afternoon session Ivan Krug, of La Crosse, will give a "Here's How to See and Sell" presentation. Krug is president of U. S. 183 Highway Association.

Jack Lacy, KDED director, will address the group on the topic "It's Everybody's Job."

Adjournment is planned for 2:30 p. m. Representatives of every community have been invited to Wichita for the "See and Sell Kansas" meeting. Governor Avery emphasized that the conference is open to the public.

In addition to the May 13 statewide conference in Wichita, KDED is planning regional travel promotion meetings.

Program

Governor's Annual Travel Promotion Conference

Lassen Hotel, Wichita

May 13, 1966

Theme—"See and Sell Kansas"

Morning Session

- 9:00 a. m.—Registration.
- 10:00 a. m.—Presentation of Swedish Dancers, Lindsborg. Introduced by Martin Umansky, Chairman, Cultural Arts Commission.
- 10:20 a. m.—Honorable William H. Avery, Governor of Kansas.
- 10:40 a. m.—"See and Sell High Points of History," Nyle Miller, Secretary, Kansas State Historical Society.
- 11:05 a. m.—"Why Play-A-Day?" Dale McCollum, Chief, Travel Division, Kansas Department of Economic Development.
- 11:25 a. m.—"Are We Telling the Kansas Story?" Thad M. Sandstrom, Member, Kansas Economic Development Commission; General Manager, WIBW-TV AM-FM.

Noon Luncheon—Ball Room, Lassen Hotel

Afternoon Session

- 1:15 p. m.—"Here's How to See and Sell," Ivan Krug, President, U. S. 183 Highway Association, LaCrosse.
- 1:45 p. m.—"It's Everybody's Job," Jack Lacy, Director, Kansas Department of Economic Development.
- 2:30 p. m.—Adjournment.



Osawatimie Gets Industry

OSAWATOMIE—Dust collection, air pollution control equipment, and pneumatic conveying equipment will be manufactured by a new Osawatimie industry formed by four



Graphic-News photo

Johnson County men. W. A. Wiedenmann, Leawood, is shown signing the lease for the former city warehouse which will house the new industry. Looking on is Gordon Schrader, Osawatimie city manager, seated, and standing, left to right, Richard D. Noland, Overland Park; H. H. Basore, Jr., and T. R. Plagens, of Leawood.

Salina—D. D. Funk Aviation Co., Broken Arrow, Okla., is moving into Salina's industrial center, the former Schilling Air Force Base. The company will produce single engine planes designed especially for agricultural spraying and dusting. From 40 to 50 persons will be employed within 18 months. The firm will take over a hangar containing 27,000 square feet of space on the old Schilling flight line. It is adjacent to property occupied by Beech Aircraft Corporation.

Mullinville—Harper Mfg., Inc. is moving some of its plant to Mullinville from Harper and setting up operations in the building formerly occupied by B-J Manufacturing Co. The firm is producing earth movers as well as a scraper-land leveller combination.

New Industries

Baxter Springs—Plans for a community financed industrial plant of 40,000 square feet in Baxter Springs were announced in Philadelphia, Pa., by Selas Corporation of America, a world-wide heat and fluid processes engineering firm. Frederic O. Hess, president, told the annual meeting of Selas stockholders that the new Kansas facility is expected to be completed in five to six months. It will manufacture furnaces and other process equipment for the petroleum and petro-chemical industries in the Central States. Baxter Springs has made a 25-acre site available to Selas. The community is also financing the plant with an issue of 20-year industrial revenue bonds.

Great Bend—Lientz Manufacturing Company officials of Kansas City, Missouri, have announced plans to move their facilities to Great Bend. The company manufactures gas and fuel oil burners and controls for large boilers and heating systems. Lientz also produces air-pollution and odor eradication equipment and is presently moving into the field of super heated steam equipment for secondary oil recovery. The new facilities will be located in the Great Bend Westport Industrial Park in a new 11,200-square-foot building, plus office and engineering facilities. LaCled Lientz, president, said initial employment will be from 10 to 15 persons. Lientz burners and controls are sold in about 30 states.

Lenexa—U. S. Rubber Company has announced plans to construct a 63,000-square-foot warehouse and office quarters in Lenexa. Construction is scheduled to start as soon as the building permit is approved.

Trailer Production Accelerated at Oberlin Plant

OBERLIN—Oberlin Trailers Inc., new Oberlin industry, is busy keeping up with the demand for its King's Traveler travel trailer. Shown inspecting the first completed 18-foot travel trailer, are, left to right, Harold Castor; Willard Olinger, sales representative, and Don Fredrickson, president, Oberlin Trailers Inc. The new company employs 18 persons.

Oberlin Herald photo



New Enterprise Started

MINNEAPOLIS—A new enterprise has been started in Minneapolis by Jim Cook, Dr. Dean Bray, Jack M. Werts and their wives. They are packaging and distributing Old Sourdough pancake and waffle starter. The



starter, which is more than 100 years old, went west with the Mormons, and was used by "Butch" Cassidy when he was leader of the Wild Bunch in the Robbers Roost and Hole-in-the-Wall country. The starter gets stronger with use.

Junction City—The first pick-up camper tops to be manufactured by Mobile Tops, Inc., a new Junction City industry, came off the production line in March. Larry Goins, president, said the company will also make travel trailers and pick-up campers.

Hutchinson—Leo V. DeWitt, president of Electric Service Co., has invented a new home lift or elevator which operates on a water pressure and hydraulic principle. DeWitt is setting up his own firm to produce the device. An open type lift with simple metal frame and the cylinders for operation, it will be designed to elevate people, material, merchandise to heights of up to 10 feet, going from basement to main floor or from ground floor to attic quarters.



ECONOMIC Calendar



- May 13—Third Annual Governor's Travel Promotion Conference, Lassen Hotel, Wichita.
- May 17-18—Seventh Annual Personnel Officers Seminar, University of Kansas, Lawrence.
- May 20-22—Better Living Show, National Guard Armory, Dodge City.
- May 22-23—Rally, Sports Car Club of Central U. S. A., Manhattan and Topeka.
- June 6-10—State 4-H Club Roundup, Kansas State University, Manhattan.
- June 7-18—Eighth Annual Financial Institutions Seminar, University of Kansas, Lawrence.
- July 11-15—National Campers and Hikers Association, annual convention, Kansas City.
- September 12-16—11th Annual Midwest Work Course on Plant Layout & Facilities Planning, University of Kansas Extension Center, Kansas City, Kans.

Weekend in Wakefield

WAKEFIELD—Governor William H. Avery, Wakefield's No. 1 citizen, will be honorary chairman of the "Wonderful Weekend in Wakefield" festival May 27-29 to celebrate relocation of the community to higher ground out of the Milford reservoir area.

KANSAS ECONOMIC DEVELOPMENT REPORT

Volume 3

Number 5

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New Home Office Building for Fort Scott Companies

FORT SCOTT—The Western Casualty and Surety Company and its affiliates, The Western Fire Insurance Company and The Western Indemnity Company, Inc., are now erecting a six-story addition to their home office in Fort Scott. The new structure, to be completed early in 1967, will add 43,500 square feet of floor space to the present 67,500-square-foot office. Marshall and Brown, Architects of Kansas City, designed the new building (sketch shown above). The Western Insurance Companies were organized at Fort Scott in 1910. They are now licensed in 39 states and the District of Columbia and transact a gross annual premium volume of more than \$96 million, with consolidated assets of nearly \$140 million. The Western Companies have a staff of more than 650 persons in Fort Scott, plus 600 elsewhere in 11 full Branch Offices and 33 Branch Claims Offices throughout the country.

Defense Contract Meeting Scheduled

Area business firms which have defense contracts or expect to receive contracts or sub-contracts will be briefed on the technical details of priorities and allocations procedures under the Defense Production Act, including the Defense Materials Systems and Priorities regulations, at a meeting arranged by the Kansas City Field Office of the U. S. Department of Commerce, to be held at the Music Hall of Municipal Auditorium, 13th and Wyandotte, Kansas City, Mo., at 9:30 a. m. on May 13.

The meeting has been arranged at the request of businessmen who have been seeking detailed answers to problems created in their operations by increased military procurement. Discussion will center largely on the use of rated orders which give contractors, their sub-contractors and suppliers priority in obtaining supplies for government programs.

The conference is open to the public without charge. Those attending will include manufacturers, distributors, purchasing agents and representatives of chambers of commerce and trade associations.

Japanese Visit Topeka Plant

Five Japanese businessmen were guests of Seymour Foods Co. in Topeka for five days. They were officials of Showa Sangyo Ltd., Tokyo, producers of cake mix, noodle, soyal oil, animal feed and allied products, and of Kanematsu Trading Co., which represents Showa Sangyo. They were accompanied by Taku Ozawa, Seymour Foods representative in Tokyo.

Write Frontier History

"A Nation Moving West," a frontier history book written by two Topekan, will be used in college classes next fall. Dr. Robert W. Mardock, Washburn University history faculty member, and Robert W. Richmond, state archivist for the Kansas Historical Society and part-time Washburn faculty member, have collaborated on the book which is being published by the University of Nebraska.

Schilling Institute To Open in September

SALINA—Schilling Institute, a two-year state school for technical education, will open next September at the former Schilling Air Force base near Salina. Institute president H. M. Neely, shown at the school's door, said a first-year enrollment of about 250 is indicated. Establishment of the school was au-



thorized by the 1965 legislature. Applicants for the first class should be high school graduates although under certain conditions, non-graduates may be admitted. Courses will be offered in aeronautical technology, civil technology, detail and design technology, and electronics technology. Frank A. Mosier is director of student and public affairs.

Plant

New Models Added

OSWEGO—Neosho Custom Coach Co. has added two "Neosho Weekender" models to its production line, according to an announcement by Jack Gearhart, owner-

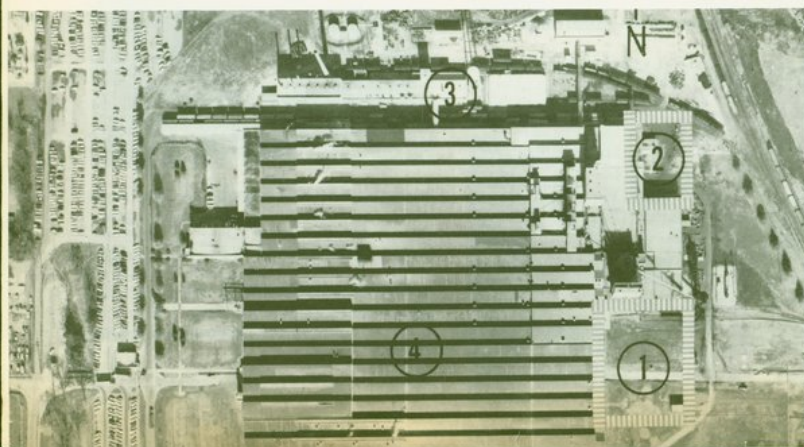


manager. Both camper coaches are completely insulated and contain birch interior, three-burner stove, sink, hand pump, 14-gallon water tank, ice box and other new features.

Newton—Prestressed Concrete Inc. is expanding its operations to a 30-acre site north of the Hehr Midwest plant on Highway 81. Harry Ault, manager, said 20 additional employees will be hired.

Major Expansion Announced for Goodyear Plant

TOPEKA—A major expansion of earthmover tire production at the Topeka plant of The Goodyear Tire & Rubber Company has been announced by plant manager F. B. Conrard. Production of large earthmover tires at the facility, Goodyear's largest plant for the manufacture of giant off-the-road tires, will be increased by nearly 25 percent when the expansion is completed and production begins early next year. All the production increase will be in larger sized tires, many of which stand eight or nine feet tall and weigh up to two tons. Such tires, used primarily in earthmoving, grading and road and dam construction work, carry list prices of \$5,000 to \$10,000 each. Building expansions at the Goodyear-Topeka plant are represented by boxed areas No. 1 and 2. No. 1 is the 50,000-square-foot site for additional earthmover tire building operations. No. 2 is a 2-story, 50,000-square-foot site for additional raw material storage. No. 3 marks the powerhouse where new equipment will be added and No. 4 shows the general area where new earthmover tire building and vulcanizing equipment will be located. The additional facilities will require an increase in the plant's working force estimated at 100 persons.



Expansions

Winfield—Officials of Binney & Smith, Inc., manufacturer of Crayola products, has announced a \$1 million expansion program at its Winfield plant. A 75,000-square-foot addition will double the plant's size. Approximately 2,300 square feet will be used for office space, the remainder for manufacturing and storage. More than 35 employees will be added to the payroll. Construction is scheduled to begin in May with completion expected in October.

Wichita—Rock Island Oil and Refining Co. Inc., has added three new items to its line of fiber glass pipe fittings. A union, threaded line pipe, and a ball valve are the new fittings developed by the company's research division, and are now being manufactured and marketed, according to company officials.

Sabetha—Wenger Mixer Mfg., maker of farm equipment and dog food machines, has announced an expansion project which will increase the fabrication plant facilities by approximately 6,000 square feet. The Wenger plant is also making giant strides toward the culmination of a testing program that is now in its fifth year. The project is to provide low cost, high quality protein foods for under-developed nations of the world. The Sabetha firm is presently working in close contact with the United States government and the United Nations on this project.

Introduce Gold Finish Ice Vending Machines

WICHITA—First stock ice vending machine to be finished in gold anodized aluminum is being offered by the E. J. Shurtz Manufacturing Company, Wichita. The company's Model H product line of vendors now is being delivered with gold satin finish that



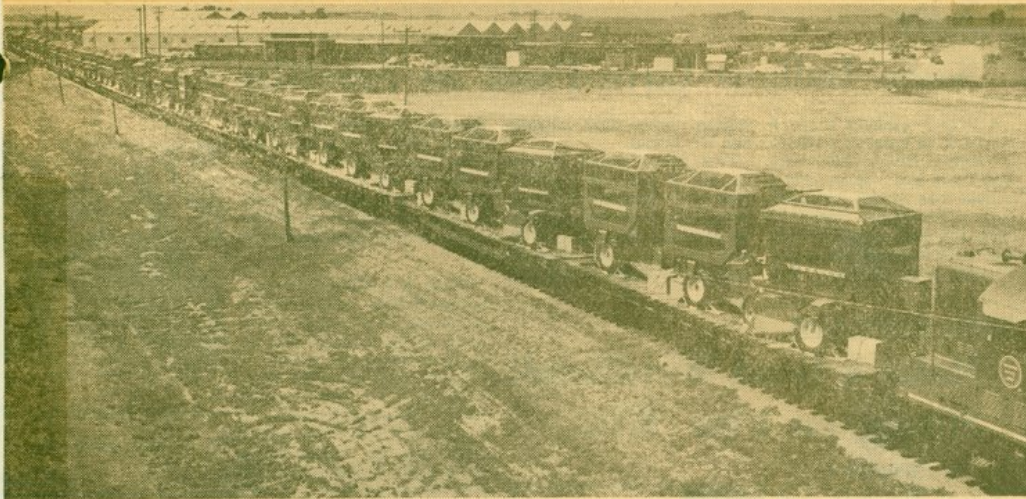
will not fade. The units formerly were offered with painted aluminum finish. Jack Shurtz, president, said the company converted its Model H compact line to the brilliant gold finish to give the vendor more eye appeal in any retail location. The gold finish is handsome, attention-getting, and never needs painting. The Shurtz Company also builds larger ice vending units, ice making plants, and storage units.

Ellis—A new \$12,449 contract for 96 cattle guards has boosted production of the recently-established Ellis Mfg. Co., producer of farm products. Started last fall, the firm now employs 19 men and has production underway at two locations. The firm is manufacturing a stock rack for pickup trucks, cattle guards, hog farrowing pens and cattle squeeze chutes.

Page 6B

Friday, July 1, 1966

THE WICHITA BEACON



Harvesters Cotton to It

Cotton farmers in many parts of Texas, Oklahoma and Arkansas will be harvesting their 1966 crops this summer and fall with one of these new brush-type harvest units manufac-

tured by the Hesston Manufacturing Co., Hesston, Kan. About \$650,000 worth of equipment, including 84 units of two types, left the Kansas farm equipment plant on 23 flat cars.

Engineer - May 1966



HESSTON COMPACT WINDROWER/SWATHER is the 8' self-propelled Model 110, introduced last year and offered for 1966 with many refinements, including an up-front cutter-bar, all-metal reel with simplified drive, and a 90"-wide conditioner. Powered by a VH4D Wisconsin Engine, the 110 provides such features of the larger Hesston models as one-hand trim steering and 100% conditioning of hay before it touches the ground. It is a product of Hesston Mfg. Co., Hesston, Kansas.

Hesston Corporation scrapbook

July - 1966 farm development

Shaw sales and service reps bone up on Hesston beet rig

Sales and service representatives of the H. C. Shaw Co., Stockton, gathered in El Centro, Calif., June 11 for a meeting on the Hesston line of sugar beet equipment, reports *Irv Emery*, Shaw sales manager.

Hesston officials *Merle Heflerich*, marketing manager for special products; *Dean Brooks*, product engineer; and *Frank Hunsaker*, beet equipment service representative, detailed design features of the company's beet harvesters and toppers for the Shaw staff. Following the briefing, the group went to the field to watch the machinery perform.

Shaw personnel participating included *Irv Emery*; *Fred Dial*, Arizona district manager; *George Lazok*, Phoenix branch manager; sales representatives *Ed Isler*, *Charlie Sapien*, *Bob Whaley*, *Ivan Knight* and *Ed Dolecek*; *Jack Neal*, service manager; and service reps *Dean Martin* and *Bill Schmidlin*.

Other news from Shaw: *Brian Radecke*, S. L. Allen sales representative, recently accompanied Shaw salesmen making dealer calls. . . . *Neil Gustafson*, distributor sales manager for Hesston Mfg. Co., Hesston, Kans., paid a visit to Shaw during May. Gustafson was traveling with *John Hughes* while calling on distributors and Hesston dealers.

Hesston Corporation Makes Name Change

Hesston Manufacturing Co., Inc., one of the nation's fastest growing farm machinery manufacturers has shortened its name.

The new corporate title, Hesston Corporation, becomes official Aug. 1.

The Kansas company, producer of specialized farm equipment since 1947, currently is headed for another record year of growth in 1966, according to President *Lyle E. Yost*.

Construction on a new general office building of 21,500 sq. ft. is on schedule and due for completion this fall. The new facility will be about double the size of the present main office building, constructed only five years ago.

Also completed within the past year is a new engineering office building, an adjoining research, shop, and tooling building and a new assembly building.

Major product lines of Hesston Corporation are windrowers, cotton harvesters, beet harvesters, row harvesters and straw choppers. Its products are in use in more than 20 foreign countries on five continents.

HI. PLAINS JOURNAL

Hesston direct mail campaign by Associated Advertising



Clever copy, striking artwork and real American money were devices used in this direct mail series that got attention and plenty of action as well. Team that executed the series are: (l. to r.)

Darrell Cowell, A/E; Gene Countryman, sales supervisor; Robert Hobson, marketing manager; Ken Endicott, art director (seated).



Hesston Corporation scrapbook



TOUR PLANT — Irvon Buller, center, and Mrs. Buller of Hillsboro, Kansas were among a group of more than 200 Kansas Young Farmers who toured the factory of Hesston Corporation, manufacturers of the Hesston Windrower shown in the background and other specialized farm equipment. The Bullers are shown with Harold Dyck, Hesston vice president, who welcomed the group on the occasion of its annual farm and plant tour.

Farm Machinery Plant Included In Kansas Young Farmers Tour

The annual tour of Kansas Young Farmers concluded July 26 with the largest single group tour ever conducted through the Hesston Manufacturing company farm machinery plant.

More than 200 persons were guests of the company at a noon luncheon, followed by a review of the company's history and goals and a look at the entire plant, including a display of machinery manufactured by Hesston.

Most of the guests were former Future Farmers of America members, now in the 25 to 35 age bracket and active farmers. Many were accompanied by their

wives. All were eager to learn what's new in farming during the busy two-day schedule of educational tours.

Hesston Vice-President Harold Dyck told the visitors that this company, like the farm machinery industry generally, is dedicating its efforts to improving the net profit picture of farmers by placing more efficient labor-saving tools in their hands. Engineering and design research are important activities at Hesston, he said. Dyck is a former national president of Farm Equipment Manufacturers association.



Irvon Buller, center, and Mrs. Buller of Hillsboro, Kansas were among a group of more than 200 Kansas Young Farmers who toured the factory of Hesston Corp., recently. Mr. and Mrs. Buller are shown with Harold Dyck, Hesston vice president, who welcomed the group on the occasion of its annual farm and plant tour. *Journal & Courier, July 27, 1946*

8/22 - HIGH PLAINS JC
Journal



Page 2 July 18, 1966

HIGH PLAINS JOURNAL

Central Kansas Edition

Kansas Machines Go To Cotton Harvests

The largest shipment of cotton harvesters ever made by Hesston Manufacturing Co., Hesston, Kans., 84 machines with a combined retail worth of about \$650,000 headed south June 9 on 23 railroad flatcars.

These units, sold to farm equipment dealers in Texas, Oklahoma and Arkansas, will harvest cotton worth about \$6 million during the 1966 harvest season, according to an estimate by Earl Sears, marketing manager for cotton at Hesston.

Hesston reports a 40 per cent increase in the dollar volume of cotton harvester orders to date in 1966 over the same period in 1965.

First of the new Hesston units to be put to use will be those going to the Rio Grande valley of South Texas, where harvesting is expected to commence in late July. In West and Northwest Texas harvesting will not peak until late November. Some units also are headed for the mid-south area, and others to Southwestern Oklahoma cotton-growing areas.

Hesston Firm Acquires Logan, Utah, Company

Special to The Eagle
HESSTON, Kan. — Hesston Corp., manufacturer of farm machinery, has acquired a hay-

handling equipment plant in Logan, Utah.

Purchase of patents, equipment and manufacturing rights of Ezra C. Lundahl Inc., was announced by Lyle E. Yost, Hesston president.

"WE HAVE PLANS to purchase land and for construction of a building to house the plant," he said.

The Utah company has been producing a manual bale wagon and is working on advanced designs of other hay-handling equipment.

Ezra C. Lundahl will be retained to continue product development.

TWO MEN FROM the Hesston plant have been assigned to executive positions. John Fleming, former quality control manager, will transfer to Logan as plant manager. Engineer Keith Garrison will become chief engineer of the plant.

Although the facility at Logan employs only 15 persons, Hesston officials said plant expansion will result in more employees.

The Lundahl company is the second Utah firm acquired by Hesston Corp. in a little more than a year. Purchase of Gemco Inc., Ogden, in 1965 launched the company's line of sugar beet harvesting equipment.

Cotton Pickers Up For Hesston Firm

The Hesston Manufacturing company of Hesston recently loaded its largest shipment of cotton harvesters—84 machines with a retail value of about \$650,000. Earl Sears, marketing manager for the company, announced recently.

See you saw it in the Journal
Hi Plains Journal
8/7/11

MACHINERY PARADE



Farm Journal
9/66



New sugar beet top saver tops 4 to 6 rows, then windrows with an extension conveyor that combines two passes across the field into a big double windrow. A beater at rear cleans up the rows and exposes beets. Hesston Corp., Hesston, Kan.



EAGLE 8/15



Hutchinson News 8/18

Hesston Mfg. Buys Out Utah Firm

HESSTON — A Logan, Utah company which manufactures hay-handling equipment has been acquired by Hesston Corporation, Kansas' largest farm machinery producer.

The purchase of patents, equipment and manufacturing rights of Ezra C. Lundahl, Inc., was announced today by Lyle E. Yost, president of Hesston, who added:

"We have plans to purchase a tract of land and 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.

Ezra C. Lundahl, Inc. has been producing a manual bale conditioner, and is now working on advanced designs of other hay-handling equipment. Ezra C. Lundahl, its president, will be retained to continue work on product development for Hesston. Cordell Lundahl, has been appointed in a sales capacity.

Executives Named

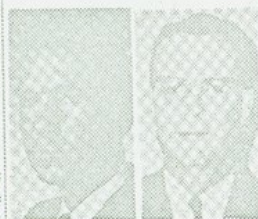
Two Hesston men have been assigned to executive positions at the new plant: John Fleming, former quality control manager, will transfer to Logan as plant manager; Engineer Keith Garrison will become chief engineer.

"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 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 produced at the main Hesston plant.



Fleming Garrison

Hesston Corporation enjoyed growth in gross sales from about \$1 million to \$16.5 million over a 10-year span from 1955 through 1965. Current outlook is another substantial annual increase for the year 1966, according to Yost. Employment at the company is near the 1,000 mark.

Keenan Joins Hesston Firm

HESSTON—Pete Keenan, native of Ardmore, Okla., has joined Hesston Corporation as Employment Supervisor. He will be engaged in recruiting, obtaining and selecting hourly and technical employees.

Keenan received his B.A. degree at Southwestern College in Winfield and has nearly completed work toward his Master's degree at Emporia State. Prior to coming to Hesston he was head basketball coach at Marion High school and most recently at Holsington High school. While in service he was player-coach of the Camp Roberts, Calif. basketball team. He is active in the Methodist church and the Kiwanis club, plays semi-pro baseball and basketball.

Keenan, his wife and two children now live in Newton.

The Star, Logansport, Ind. 8/18
Hesston buys Lundahl operation in Logan, Utah



John Fleming



Keith Garrison

All patent and manufacturing rights and equipment of Ezra C. Lundahl, Inc., Logan, Utah, have been acquired by Hesston Corp. which plans immediate construction of a new plant-office facility at Logan.

A line of Hesston hay-handling equipment should be in production at the new plant before the end of 1966,

according to Hesston president Lyle E. Yost. He said Ezra C. Lundahl, president of the Logan company, has consented to join the Hesston operation and continue his work on development of new hay-handling products. Cordell Lundahl will continue with Hesston in a sales capacity.

Hesston has appointed John Fleming, former quality control manager, to serve as plant manager of the Logan operation. Keith Garrison, an engineer with Hesston the past six years, is appointed chief engineer.

Fleming announced plans to retain all Lundahl employees who choose to join Hesston's operation there.

"We anticipate expansion of our Logan plant as new products and markets are developed," Yost said. "Hesston officials are impressed by the quality of Lundahl products and the market potential for hay-handling equipment."

Hutch News 8/25



8/66
Southern Farm Equipment

WINDROWERS

209



210



208



211



208—PT-10 Windrower

Pull-type 9 foot windrower models with direct feed, with windrow-swath choice, are available from HESSTON CORPORATION. The adjustable tongue fits any tractor hitch, swings in for easy towing through 12 foot gates. Change from windrower to swather can be made in two minutes. Write Hesston Corporation, Hesston, Kansas 67062.

For more information circle 161 on page 36

209—500 Windrower

Windrowers with folding tine auger headers for continuous hay flow are available from HESSTON CORPORATION. The windrowers in 12, 14 and 16 foot models with diesel or gasoline engine, feature trim steering, hydraulic vari-drive, and heavy duty flotation. Write Hesston Corporation, Hesston, Kansas 67062.

For more information circle 169 on page 36

210—110 Windrower

Compact 8 foot, self-propelled windrowers with direct feed into a full width conditioner are available from HESSTON CORPORATION. They leave hay in airy windrow or full-width swath. Trim Steering and other big machine features include hydraulically controlled header and radial flotation. Write Hesston Corporation, Hesston, Kansas 67062.

For more information circle 170 on page 36

211—280 Windrowers

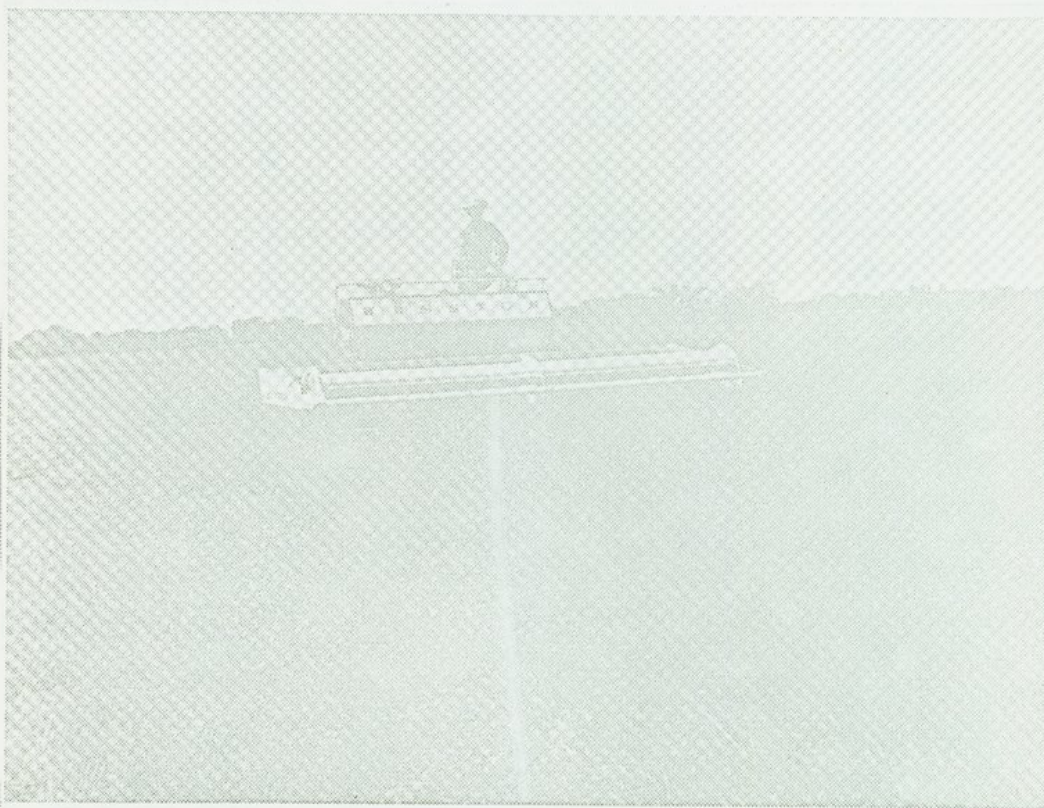
HESSTON CORPORATION is offering draper header windrowers in 10, 12, 14, and 16 foot models, for use in hay, grain, and many other crops. Features include: a unified clutch for synchronizing header and conditioner drives, improved trim steering, extended range flotation. Write Hesston Corp., Hesston, Kansas 67062.

For more information circle 171 on page 36

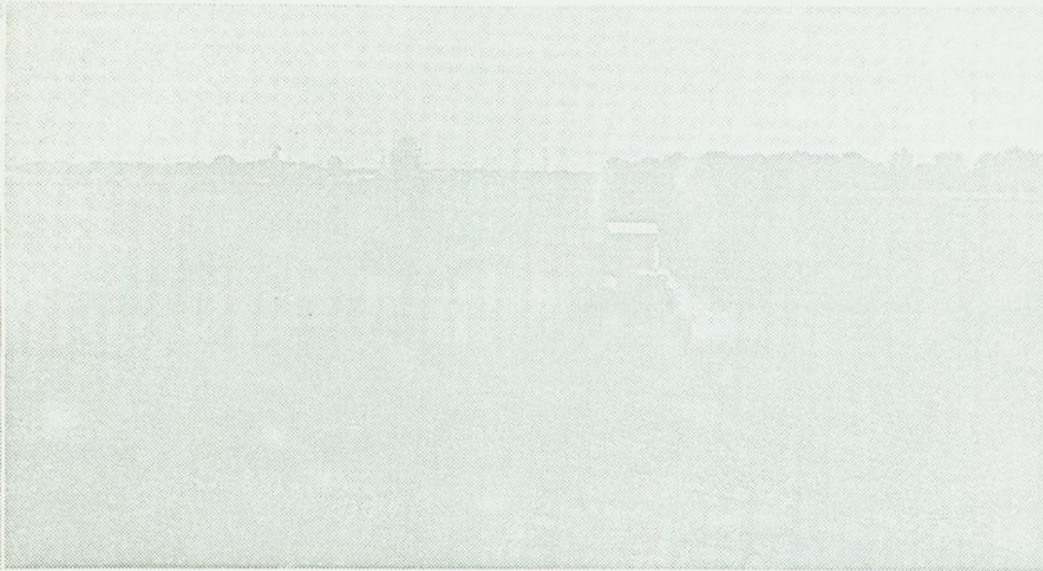
HESSTON HARVESTERS, YOU ALL...

.....Hesston, hot on the heels of International-Harvester, shipped 23 railroad flatcars---84 cotton harvesters---worth about \$650,000 at retail to Southern cotton fields recently.

Shuttlesworth 8/1/66
Hesston reports a 40 per cent increase in dollar volume of cotton harvester orders to date in 1966 over the same period in 1965.



A TON AN ACRE—Cutting, conditioning, and windrowing a field of alfalfa near Inman is Ross Blew. This is the fourth cutting to add to his Hereford herd's winter feed.



SPRINGTOOTHING a wheat field near Mt. Hope is a farmer Frank Hefling.

After Harvest

They 'Rest'

By JEANETTE JACKSON

Some people see the idyllic life of a farmer after harvest as one of pastoral peace and mellowness after they have stored a rich abundant harvest, but reality finds more somber hues in the picture.

Activity continues at a high level down on the farm. Wheat stubble must be mulched or turned under. The land must be readied for another crop after summer fallowing.

There are other crops besides wheat grown. Milo had to be drilled in. While the lazy fall sun ripens the heads to a reddish brown, farmers cut haylage and ensilage and fill silos for winter feed.

Alfalfa is cut three and four times, baled, and hauled to the barn or plastic-sheeted for winter storage.

Wheat field seedbed preparation is underway and fertilizer is applied. Whether springtooth-ing or fertilizing, the dust swirls to blacken the farmer's faces. Sometimes farmer and tractor are obliterated by the dust.

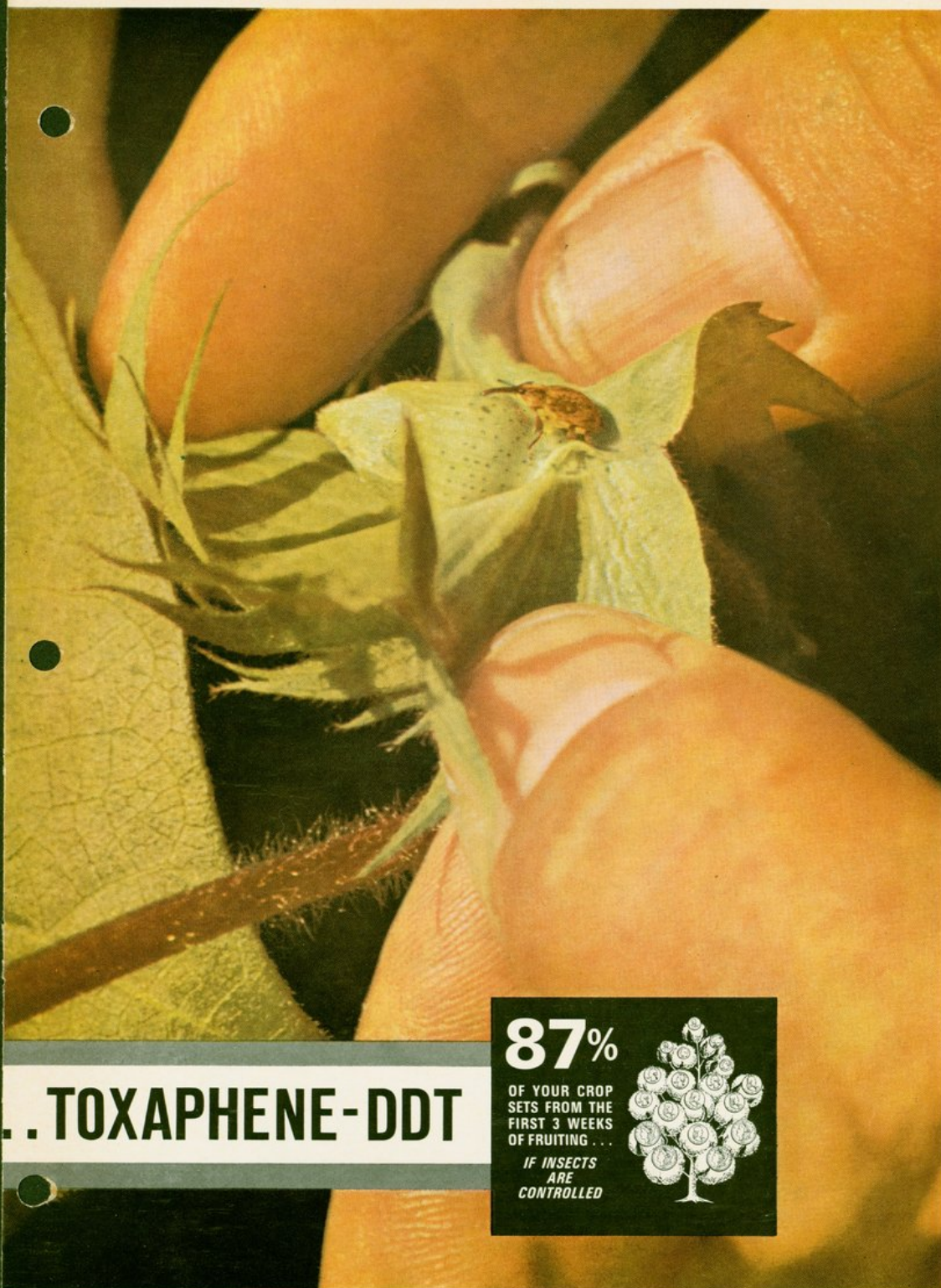
Their laughter has an edge sharpened by the lack of moisture. "I'm turning the clods over to bake the other side," grinned Frank Hefling. Mount Hope.

The farmer will rest, but not yet.



PLANT FOOD—Ves Pansy puts on a dressing of ammonia to a field near Cheney.

9/11/66



...TOXAPHENE-DDT

87%

OF YOUR CROP
SETS FROM THE
FIRST 3 WEEKS
OF FRUITING . . .

IF INSECTS
ARE
CONTROLLED



machine man asks:

How will you harvest your cotton this year?

**COTTON
FARMING
STAFF
REPORT**

Although the harvest season is still many anxious months away, now is the prime time for making the big decision—the best way to get the crop in. Would supplementing your two row picker with a one row be your best plan, time and money wise? Or should you purchase an additional two row? Should you go from a trailer to a basket stripper this year? What are the new lines offering and what features should a grower be aware of?

'Harvest all you grow' (and do it better and faster) could be the manufacturers' theme this year. There are

wider plant tunnels and larger rear suction doors to give rank cotton plenty of room, permanently greased spindle bearings, and multiple cleaning devices on new picker models.

Stripper variety growers will find many new crop-safety and labor saver devices such as floating lifters and gatherers to strip the hard-to-get-at bolls. Row arches are higher on many models and basket-types boast larger capacities.

Along with Hesston, Long and Deere are marketing brush roll type harvesters this year. Brush roll harvesters are finding homes in stripper and open-boll variety country.

Picker guide

Allis-Chalmers 616. High grade cotton is one result of the self sharpening, recess-barbed spindles, and greased-for-life bronze spindle bearings available on the 616. Chrome plated stripper shoes slide the cotton off the spindles gently. Breakaway feature allows the stalk crowder to open to provide spindle protection if a rock or similar object is picked up. Another model—the 622—is especially designed for rank growth cotton.

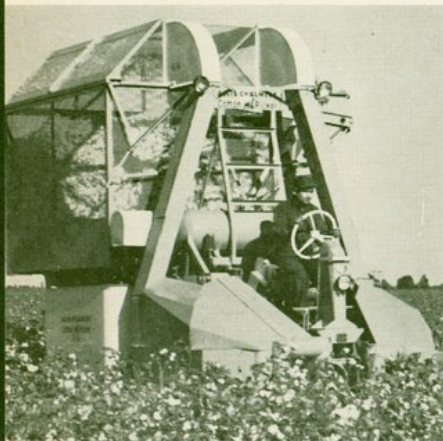
Ben Pearson. "Grower designed" is the way the company describes their new pickers and grower pleasing feature include extra large six-inch fan and new square 10-inch delivery pipes which mean less plug-ups in cotton movement, new over-riding clutch on the drive shaft for transmission protection, heavier differential, and adjustable steering column, fore and aft. The unit is powered by a new Ford 240-cubic inch industrial six engine.

Deere 299. This big self-propelled two row comes with three picking speeds, high or low drums, wide flotation tires, 34 inch clearance, individual unit life, and selective moisture control. Baskets are larger this year, holding up to 500 pounds more. It's available in 80 hp diesel or 77 hp gasoline or LP-gas. Larger rear suction doors give heavy cotton plenty of elbow room. Wider plant tunnels mean fewer bolls in the cotton.



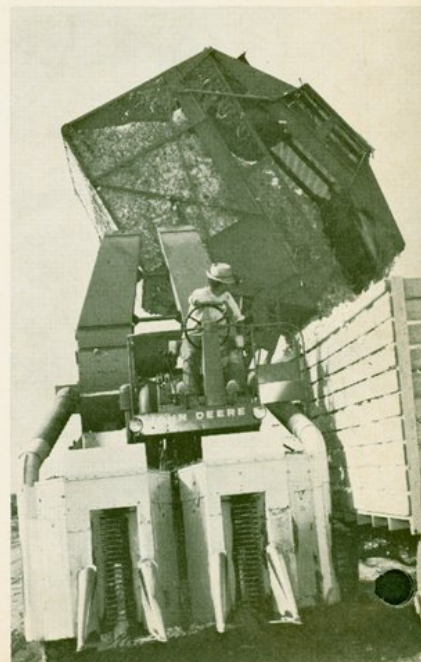
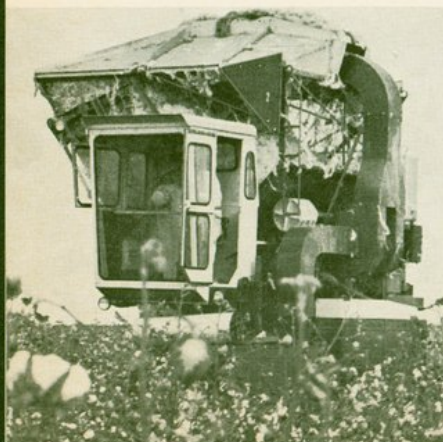
4.

IH 501.—Exclusive offset fans feature makes it unnecessary for cotton to pass through spinning fans. Tri-Clean control includes self-cleaning air in-takes, full height trash outlet, and basket-top tunnel with cleaning grate. Individual disc-type tractor brakes help speed the turns and keep position on row. Power steering is available, also. Dump basket capacity on this one row model is 1,300 pounds.



1.

2.



3.

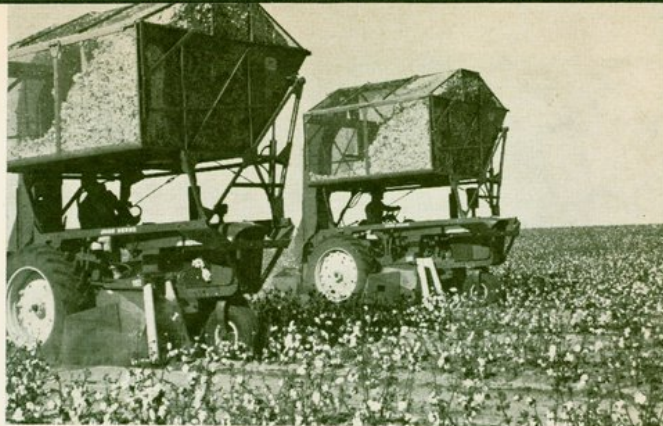
COTTON FARMING

JUNE, 1966

Hesston Corporation scrapbook

Stripper guide

Deere 280 and 282. Whether you prefer the 280 with steel-roll stripping or the 282 with brush rolls, you'll find both easily adjustable for 38 or 40 inch rows with V-belt drive systems that eliminate gear boxes, reduce the number of bearings required, and lower horsepower requirement for each drive. The big basket holds about 2,000 pounds and dumps from a height of 10½ feet. Row arches are higher and wider, allowing a fast job and minimum boll damage.



5.



6.

Hesston. Roll brush harvesting avoids barking or up-rooting stalks, minimizes limbs and trash. Hesston unit uses nylon brushes and rubber paddles and it comes equipped with 500 cubic foot side-dumping basket, triple-range variable speed, power steering, and floating action row units. A new heavy duty drive for the vertical air stream elevator means longer belt life. This is the Self-Propelled 50; also available in basket and trailer models.



8.

IH 22. Combine wide lifters and gatherers with high angle rolls and you get the new IH 22 stripper. There are 17½ inches between lifters, and gatherers allow maximum room for off-center or rank growing plants to pass through without knocking off boll heads. And they float up and down, so they can get even that lowest boll. On-the-go adjustments keep you on the tractor seat except where there's a change in row spacing.



7.

Long. One of the more unique features available on this new harvester is a suction pipe attachment which allows an operator to pick up bolls that have been left on the ground to open and cycle this cotton through the machine's burr extractor. On the market after three years of testing, this stripper will harvest up to six bales an hour.

Are you wasting \$\$\$\$ of cotton?

This Logan Field Cleaner, working on a unique air blast principle, picked up two to five bales per day of Delta Cotton last year for a total 106 bales from 600 acres. That was an extra \$11,000 crop from the ground. It's been on the Western market for two years and is now moving into other areas of the Belt. A 35 hp tractor can pull it and can cover 15 to 20 acres a day. No moving parts touch the ground.

9.





Left hand holds dead bollworms. Right hand holds weevils. Azodrin knocks both costly insects down and out. Also gets a host of other important pests. Note: For photographic purposes, large

bollworms were used. An Azodrin program kills them long before they reach the size shown here. Tobacco budworm control with Azodrin is the best that cotton growers have seen for years.



Squares and bolls on the ground show why the protection of Azodrin is so important. It stops the attack on fruiting cotton by boll weevils and hungry worms.



The 5-gallon Azodrin pail saves work, helps you eliminate spillage and waste. The distinctive Azodrin label and symbol make it easy to identify as a branded product of Shell.



ARIZONA

Farmer.

SERVING THE SOUTHWEST SINCE 1922

Ranchman

Vol. 45

September 3, 1966

No. 18

To Harvest 300 Acres

FIRST CUSTOM COTTON STRIPPER

A NEW ERA, the stripper ear, may be dawning for Arizona cotton. C. Norman Norris of Casa Grande feels dead sure that it's coming.

Norris has just taken delivery, from the Norman Bingham Tractor & Equipment Co., Casa Grande, of a Hesston brush cotton harvester. It will be stripping cotton on a custom basis this fall, the first stripper to operate in this state on a custom basis. Norris has 250 acres contracted in Pinal County, 50 in Maricopa. The Hesston can handle 500 acres in a season. If the cotton were centrally located, and conditions were perfect, its limit might be stretched to 700 acres.

Stripper harvesting is not exactly new in Arizona. Several fields have

been planted with stripping especially in mind, mainly in Casa Grande Valley. These experiments were not completely successful, probably because no stripper variety well adapted to Arizona conditions had been found.

Norris says, however, that those tests worked out well indeed in 1965, when fall weather conditions were especially unfavorable. In some cases, he claims, strippers have harvested more lint per

acre than spindle machines. Stripping is faster and much cheaper, he adds.

Of course, a better grade can be obtained with a spindle picker. "Nevertheless," says Norris, "when stripped cotton is averaged out with that spindle-picked and salvaged off the ground, the stripper's grade is higher."

Before he invested in his Hesston, Norris did a lot of investigating. He states that stripping increased the yield of Fred Enke, Maricopa, by a bale to the acre. As he figures it, a farmer's net income can be raised from \$9 to \$37 an acre.

—AFR—



C. Norman Norris gets the feel of the new Hesston brush cotton harvester while Norm Bingham looks on. It is the first self-propelled stripper to be delivered in the state.

Paul Z.

Many Expected At Farm Tour

More than 500 are expected in attendance at the annual Kansas Young Farmers Tour, Monday and Tuesday in and near Harvey County.

Wilbur A. Rawson, executive secretary for the organization, said Friday many of those going on the tour are not members of the organization.

Monday's program will include a tour of Kansas State University's experimental farm near Newton, and a tour of the Elwin Harder farm near Newton. The Kansas Farm Bureau will give a dinner Monday night in Newton. The speaker will be Walter Pearce, Farm Bureau president.

Tuesday morning the tour will be in the Goessel area with visits to the farms of Orlando Voith, Ralph Peters and Richard Reimer. Tuesday afternoon's highlight will be a tour of the Hesston Manufacturing Co., Kansas' largest farm machinery plant. A luncheon will be hosted by the manufacturing company.

CHITA EAGLE

500 Expected For Kansas Farmer Tour

Special to The Eagle

NEWTON, Kan. — More than 500 Kansas Young Farmers and their wives are expected here Monday and Tuesday for the group's annual tour.

According to Wilbur A. Rawson of the Kansas State Board of Vocational Education, highlights of the program Monday will be a tour of the Kansas State University experimental farm near here and a visit to the farm of Elwin Harder, Newton Young Farmer.

Activities Tuesday will include tours of two farms in the Goessel area, a demonstration on a weed control plot and a tour of Hesston, Kan., Manufacturing Co.

The Kansas Farm Bureau will host the group at a dinner Monday night. Walter Pierce, president of the bureau and honorary Young Farmer, will speak.



Young Farmers' Tour Draws 400

NEWTON — The 1966 Kansas Young Farmers State Tour, expected to draw over 400 state farmers, will start Monday with registration at St. Marys Gym in Newton. The tour will cover the Newton, Goessel, and Hesston areas with Goessel and Newton Young Farmers and their wives as hosts.

Monday afternoon the farmers will tour Wilbur Harder's farm viewing his 300 capacity circular feeding system in operation after meeting earlier with farm specialists.

The farmers will discuss fertility plots with Larry Murphy, Newton Experimental Field; soybeans plots with Dr. Ernest Mader, Kansas State University; experiment station results with Carl Overly, KSU; wheat varieties with Howard Wilkins, also a KSU specialist; and chemicals plots with Oliver Russ.

While their husbands are engaged in discussions Monday afternoon, the women will

attend a special program at the Kansas Gas and Electric Building in Newton.

Judy Ulrich will present "Your Family and You," followed by a fashion show featuring sportswear, and ending with an outdoor cookery demonstration by Edythe Windt, KG&E.

The Kansas Farm Bureau will honor the group at a banquet Monday night. Guest speaker will be Walter C. Pierce, president of Kansas Farm Bureau. Following the banquet, a mixer will be held at the Tennis courts at Athletic Park. It will feature folk dances.

After the cookery demonstration the women will tour the mobile home factory.

On Tuesday farmers and their wives will tour three farms in the Goessel community and the Hesston Manufacturing Co.

The Hesston firm will be host to the group at a luncheon at the Colonial House in Hesston.

Share Award Honors

KED Report July '66

HESSTON—Two of three entries by Hesston Manufacturing Co. won awards from the National Agricultural Advertising & Marketing Association in annual judging competition this year. Credit for the series of four direct mail pieces adjudged best in the nation is shared by these men who helped plan and design the pieces. Standing from left:



Darrell Cowell, account executive, Associated Advertising Agency of Wichita; Gene Countryman, Hesston Manufacturing Co. sales promotion supervisor; Robert Hobson, Hesston marketing services manager. Seated is Ken Endicott, art director for Associated Advertising. The Hesston entry in the movies category received a merit award.

Hutch 7/230

HUTCH NEWS-7/23

Hesston Firm Shortens Name

HESSTON — Hesston Manufacturing Co., Inc., one of the nation's fastest growing farm machinery manufacturers, has shortened its name.

The new corporate title, "Hession Corporation," becomes official Aug. 1.

The Kansas company, producer of specialized farm equipment since 1947, currently is headed for another record year of growth in 1966, according to President Lyle E. Yost.

"Already we have solid indicators that next year, 1967, will be another big growth year for Hesston," Yost reports.

Hesston Corporation scrapbook

NOT BE REPRODUCED FOR ANOTHER
HUTCH - 7/16
**Hesston Employees
Study Secretarying**

HESSTON — Personnel at the Hesston Corporation will concentrate on secretarial work Friday, as the company holds an all-day seminar for "better secretarying."

The seminar will be conducted by Ruth Gallinot, Chicago, assistant director of informal and adult education for the Y.M.C.A., and a certified professional secretary.

A meeting with the bosses will be followed by a meeting with their secretaries, and finally by a session for all secretarial and clerical employees in the plant.

Open discussions and individual consultations will be conducted in the afternoon.

CHESSTON

Hesston Corporation scrapbook

New Sales Territory For Farm Machinery

Soaring sales of Hesston farm machinery in the South have forced the Hesston Corporation to divide that sales territory into two branches.

A new division, named Branch 40, has been established to serve New Mexico, the western third of Oklahoma and western half of Texas, according to Harold Dyck, vice-president and director of sales.

Curtis Green Jr., formerly of Dallas, has joined Hesston to become manager of the new branch, with offices at Hesston. He had been sales engineer, district and regional sales manager for a large machinery manufacturer.

Robert Waddall will continue as manager of Branch 10, which now includes Arkansas, Mississippi, Louisiana, eastern Texas, eastern Oklahoma, and small sections of Missouri and Tennessee.

"Acceptance of our brush-action cotton harvesters is chiefly responsible for this expansion of sales and servicing staffs in the South," Dyck noted.

High Plains Journal
10-3-66

Winfield FFA Boy Wins Scholarship

Winfield high school's FFA chapter swept the field in vocational agriculture competition at the Kansas State Fair. The chapter took top ribbon and its president won top individual honors.

Individual grand champion was Lester Priest, president of the Winfield FFA group. His entry was a cattle squeeze chute which took a year to build and cost \$165 in materials.

Priest received a plaque on the stage in the Kansas Farmer arena from John Siemens, director of industrial relations for the Hesston Corporation. Hesston. The plaque entitles Priest to an annual \$500 college scholarship presented at the fair by the farm machinery manufacturing concern.

Alternate for the scholarship was a clubmate of Priest's, Stan Nichols. Vocational agriculture instructor and chapter adviser at Winfield is Rich Treadway.

High Plains Journal
10-3-66



THIS BEATS digging beets by hand.

Hesston Firm Is Building Sugar Beet Harvesters

HESSTON -- A sugar beet harvester which eliminates back-breaking field labor is rolling off the production line at Hesston Corporation.

The machine tops, digs, cleans and loads beets into trucks for delivery to beet dumps or factories.

A comparatively new crop in Western Kansas, income from beets is now averaging about \$4 million annually.

Lays Down Credo

The Hesston Corporation's entry into harvester manufacturing is in line with a credo laid down by Lyle Yost, the company's founder. "First find a genuine need for a product," he says, "then make the best possible product to fill that need."

That formula has proved a tremendous success to a company which in just 20 years has

risen from a blacksmith shop to a \$20 million-a-year business.

34 Improvements

In the first year of production the company has made 34 improvements on the beet harvester, yet lowered the price.

Each machine is tailored to maximum efficiency for soil conditions and planting procedures from Maine to California.

The firm is opening up still another area of profit for the beet grower with its new beet top saver. This allows the high protein tops to be harvested and pelleted for economical shipment to feedlots throughout the nation.

Most of the work force at Hesston Corporation has come from Kansas farms where employees had worked with machinery "as long as they could remember."



Shipment of Cotton Harvesters Leaves Hesston Plant

HESSTON—The largest single shipment of cotton harvesters ever made by Hesston Manufacturing Co. headed South recently on 23 railroad flatcars. It included 84 brand new machines, with a combined retail worth of more than \$650,000. Hesston, producer of brush-type cotton harvesters since 1962, reports 1966 sales volumes of these units up 40 percent over the same time in 1965.

KED Report Sept. '66



50 CENTS

TEXAS-OKLAHOMA
SEPTEMBER-OCTOBER, 1966

cotton

Volume 2

SEPTEMBER-OCTOBER, 1966

No. 9

COVER

This field of dry land cotton, near Dill City, Okla., belongs to producer Mike Johnson and is only a part of his total 300-acre cotton farm. Yield here was almost as good as it was on his irrigated acreage. The bountiful harvest attests to close attention to harvesting practices. What constitutes a good harvest? Maybe you'll be surprised to learn just how much of a year-round operation it is. For our lead story, COTTON queried producers and specialists Beltwide. To check on how many of the recommended practices you are following, see page 7. —Cover photo by Bob Taylor.

Hesston Corporation scrapbook

Page 10

Sept '66

THE TURNROW

HESSTON CORP. BUYS EZRA C. LUNDAHL, INC.

HESSTON, Kas. — All patent and manufacturing rights and equipment of Ezra C. Lundahl, Inc., Logan, Utah, have been acquired by Hesston Corporation, which plans immediate construction of a new plant-office facility at Logan.

A line of Hesston hay-handling equipment should be in production at the new plant before the end

of 1966, according to Hesston President Lyle E. Yost. He said Ezra C. Lundahl, president of the Logan company has consented to join the new Hesston operation and continue his work on development of new hay-handling products. Cordell Lundahl will continue with Hesston in a sales capacity.

Hesston Corporation has appointed John Fleming, former quality control manager, to serve as plant

manager of the Logan operation. Keith Garrison, an engineer with Hesston the past six years, is appointed chief engineer. Both men will transfer immediately to Logan.

Fleming announced plans to retain all Lundahl employees who choose to join Hesston's operation there.

"We anticipate expansion of our Logan plant as new products and markets are developed", Yost said. "Hesston officials are impressed by the quality of Lundahl products and the market potential for hay-handling equipment."

Major line of Hesston Corporation products is its windrowers, which have been shipped to all parts of the U.S. and 21 foreign countries. The company also manufactures cotton harvesters, beet harvesting equipment, row harvesters and straw choppers at its 60-acre plant here.

Hesston, Kas. firm acquires Utah farm machinery firm

HESSTON, Kas.—Hesston Corp., manufacturer of farm machinery, has acquired a hay-handling equipment plant in Logan, Utah.

Purchase of patents, equipment and manufacturing rights of Ezra C. Lundahl Inc., was announced by Lyle E. Yost, Hesston president.

The Utah company has been producing a manual bale wagon and is working on advanced designs of other hay-handling equipment. Product development will continue.

Two men from the Hesston plant have been assigned to executive positions. John Fleming, former quality control



John Fleming



Keith Garrison

manager, will transfer to Logan as plant manager. Engineer Keith Garrison will become chief engineer of the plant.

HESSTON CORP., INC., one of the nation's fastest growing farm machinery manufacturers, has shortened its name. The new corporate title, "HESSTON CORPORATION," became official Aug. 1. The Kansas company, producer of specialized farm equipment since 1947, currently is headed for another record year of growth in 1967, according to President Lyle E. Yost.



Irvan Buller, center, and Mrs. Buller of Hillsboro, Kansas were among a group of more than 200 Kansas Young Farmers who toured the factory of Hesston Corp., recently. Mr. and Mrs. Buller are shown with Harold Dyck, Hesston vice president, who welcomed the group on the occasion of its annual farm and plant tour.

Sept. 4, 1966

Farm Journal - Sept '66

MACHINERY PARADE



New sugar beet top saver tops 4 to 6 rows, then windrows with an extension conveyor that combines two passes across the field into a big double windrow. A beater at rear cleans up the rows and exposes beets. Hesston Corp., Hesston, Kan.



Southern Farm Equipment - August '66

WINDROWERS

209



210



208



211



208—PT-10 Windrower

Pull-type 9 foot windrower models with direct feed, with windrow-swath choice, are available from **HESSTON CORPORATION**. The adjustable tongue fits any tractor hitch, swings in for easy towing through 12 foot gates. Change from windrower to swather can be made in two minutes. Write Hesston Corporation, Hesston, Kansas 67062.

For more information circle 167 on page 36

209—500 Windrower

Windrowers with folding tine auger headers for continuous hay flow are available from **HESSTON CORPORATION**. The windrowers in 12, 14 and 16 foot models with diesel or gasoline engine, feature trim steering, hydraulic vari-drive, and heavy duty flotation. Write Hesston Corporation, Hesston, Kansas 67062.

For more information circle 183 on page 36

210—110 Windrower

Compact 8 foot, self-propelled windrowers with direct feed into a full width conditioner are available from **HESSTON CORPORATION**. They leave hay in airy windrow or full-width swath. Trim Steering and other big machine features include hydraulically controlled header and radial flotation. Write Hesston Corporation, Hesston, Kansas 67062.

For more information circle 170 on page 36

211—280 Windrowers

HESSTON CORPORATION is offering draper header windrowers in 10, 12, 14, and 16 foot models, for use in hay, grain, and many other crops. Features include: a unified clutch for synchronizing header and conditioner drives, improved trim steering, extended range flotation. Write Hesston Corp., Hesston, Kansas 67062.

For more information circle 171 on page 36



Hesston primes sales reps for '67 windrower sales

Hesston Corp. sales people got an early start on their 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 110 compact machine for family-size farms; and the PT-10, pull-type version similar to the 110 in size. The first three named are self-propelled.

Operator safety, comfort, and longer life for wearing parts are the main objectives achieved in Hesston's major design improvements on the '67 models, the company reports.

Hesston's three self-propelled models will have factory-installed counterweights over the rear tail wheel, and amber flasher lights. Hesston will be the first windrower maker 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 in. longer and a number of changes to add strength and ease of operation to its performance.

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 in charge of the meeting, predicted even greater demand for windrowers, relating it to the upward trend in farm income, the increasing average yield of feed crops, and the growing world demands for food products.

(Sept '66) WESTERN FARM EQUIPMENT

Hesston To Build New Office Quarters

Hesston Mfg. Co. has announced plans to build a one-story office building east of its present facility in Hesston, Kans.

The new building will have approximately 20,000 square feet and the old and new quarters will be connected by an 80-foot hallway.

The new construction is part of a five year project for development which allows for a growth potential that would increase the size of the company.

Hesston Mfg. Co. promotes pair of executives

HESSTON, Kas.—Two executive promotions intended to add depth to the sales organization of Hesston Mfg. Co. were announced by Harold Dyck, vice president and director of sales.

Gene Knutson, Hesston distributor sales manager since August 1964, is promoted to manager of branches, a new position.

Neil Gustafson will succeed Knutson as distributor sales manager, moving to Hesston from Minneapolis where he has been distributor sales representative for the North-Central states and Canada.

"Both men have proven their competence since joining Hesston," Dyck said. "In their new positions, they will add



Gene Knutson



Neil Gustafson

management depth to the sales end of Hesston in both these important phases of our department."