Hesston dealing with Eastern Bloc countries

HESSTON, Kans. - The Corporation Hesston announced recently that separate purchase agreements have been signed with two Eastern Bloc countries for \$7 million in equipment and farm components to be delivered over the next four years.

Contracts were signed with state-operated companies in Hungary for 80 self-propelled forage harvesters manufactured by Hesston's Coex Division in France. Twenty-five of these are to be delivered in 1977 and the balance by 1980. Also, twelve complete, U.S.produced Hesston StakHand Hay Handling Systems are to be delivered this year. Total amount of these contracts is approximately \$4.5 million.

Simultaneously, a \$2.5 million contract with Agromachinaimpex, the state-manufacturer of farm equipment in Bulgaria, was signed calling for delivery in 1977 of 500 three-row corn heads and chopper (cutter) boxes for forage harvesters which are manufactured in Bulgaria using Hesston components. These will be continued purchases components are produced by both countries," he said. the Hesston France Coex Division.

Part of the Hungarian transaction is a cooperative contract whereby Hesston will buy an equal amount of Hungarian-produced

products between now and 1982. These include threerow forage harvester heads, which Hesston has licensed a Hungarian firm manufacture, and for gear boxes, which are used on most Hesston-produced equipment. There is no reciprocal agreement involved in the Bulgarian transaction.

Lyle E. Yost, chairman of Hesston, said the contracts have been under negotiation for several months with representatives of the individual governments.

"While there will be no immediate effect upon our North American Operations. these contracts do directly benefit our European factory

immediately," Yost said.
"Of greater significance are the long range benefits because we anticipate there The Bulgarian Ministry of

Agriculture, for instance, has standardized on the Hesston forage harvester components and forecast they will manufacture about 500 units a year in the future to be sold to other Eastern Bloc countries.

The Hungarian contract states that additional purchases self-propelled forage harvesters can be made during this time and the that reciprocal purchases by Hesston of Hungarian products may be as little as 50 per cent of the purchase price.

In addition, a cooperative agreement has been reached with Zmaj, a Yugoslavian manufacturer of farm equipment. This agreement calls for the Yugoslavian company to purchase farm equipment machines, manufactured by Hesston, utilizing components purchased by Hesston from Yugoslavia.

Reciprocal purchase agreements are common in most dealings with Eastern Bloc countries, Yost noted.

The complicated agreements involved three different Hungarian contracts involving Agrotroszt, the buying company for all agricultural equipment for Hungary and Komplex, the Hungarian trading company for factory equipment and who also represent the Hungarian

manufacturer for Hesstonlicensed components.

The Bulgarian contract in France, Compagn was a three-party agreement Internationale between Hesston, Materials.

Agromachinaimper their official representati

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Located on the Robert Mullendore farm, in miles south of Hagerstown, Md. on the Boon sboro-Williamsport Road (Route 68) 4 miles west of Boonsboro, Md. and 2 miles east of Sharpsburg Pike (Route 65) at Lappan Crossroads on

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Consisting of 100 head of bred & springing heifers, 10 head of open heifers of breeding age and for fall breeding, balance will be smaller heifers.

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Terms: Cash. Not responsible for accidents. Sale managed and conducted by:

Robert C. Mullendore Phone 582-0546 Clerk: C.L. Metz

> Sale held in tent with lunch available. Cattle may be inspected afternoon of sale.

\$



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10:00 A.M.

Location: 25 South Hershey Avenue Bareville, Upper Leacock Township, Lancaste Co., Pa.

HOUSEHOLD GOODS

Oak, pine, and maple bedroom suites; Box spring and mattresses; Early American living room suite with love seat; 8 piece cherry dining room suite with hutch; end tables; coffee tables; Cherry Hutch, recliner chair; cedar chest; extension table; 3 book shelves; bedroom chair; hide away bed, like new; sofa; oak dresser; floor model Philco record player with speaker; utility cabinet; utility cart; clothes hamper; air conditioner; throw rugs; lot of books blankets; linens; china glassware; pots and pant; roast pans; tape recorder; Zenith AM/FM radio; can table; gas heater; 2 electric blankets; telescope; tripods; 2 movie screens; 3 pair binoculars humidifier; fishing equipment - rods and reels; Pord furniture; automatic washer; electric stove; law mower; garden tools; hose; 2 magazine racks; 3 Frigidaire refrigerator-freezer; Whirlpool dryer, portable TV; boys & girls bikes, like new.

Winchester Model - 98-270 caliber with scope; Marlin Model 336R, 30 caliber; 7MM Remington with scope Winchester Model - 88 with scope; Moos Burg 46 Model 22 SLRR; Double Barrel shot gun, 12 gauge Knickerbocker 12 gauge, double barrel shotgun Stevens 22 caliber; Savage 300 with scope; Sako 22 caliber with scope; Gun cabinet; shells; gun cleaning

ANTIQUES

Cherry corner cupboard with old glass; China closet clothes tree; Windsor chair; 6 plank seated chairs with Fiddle backs; blanket chest; Oak slant top desk; wash stand; electric trains; electric train transformers heavy duty; Regulator School clock; quilts; umbrells stand; large copper kettle; kerosene lights; Avol bottles; ladles; old books; Martyr Mirror; Works of Josephus; Mennonites of Lancaster Conference by Martin G. Weaver; Matthew Henry Commentary; old newspapers and almanacs; mantle clock; dough tray, white carnival; copper lustre; Gaudy Welsh Majolica; pressed glass; old watches; Lititz decoys Adams Cup and Saucer; old baskets; Vaseline bottle with stopper; Canton china; Cane chairs; old scale parts; old croquet set.

> Terms by, ELLA M. HARRY

Auctioncers: **Charles Bachman** Roy L. Martin

> Food Available. Not Responsible for Accidents.