

APPENDIX A

Distribution of My Relationships by Type

| <u>Description</u> | <u>Estimated Number</u> |
|------------------------------------------------------------------------|-------------------------|
| • Wife, God, and immediate plus close family | 35 |
| • Close friends and extended family | 45 |
| • Warm social, church, or professional acquaintances | 250 |
| • Cordial, satisfying and positive professional acquaintances | >3000 |
| • Incurably hostile, corrosive, destructive professional acquaintances | 4 |

| | |
|----------------------------------------|------------------|
| Total | Over 3300 |
| Quality metric, % good to total | 99.879 |

Observation: It's a shame about those 4 that couldn't be reached. I did try.

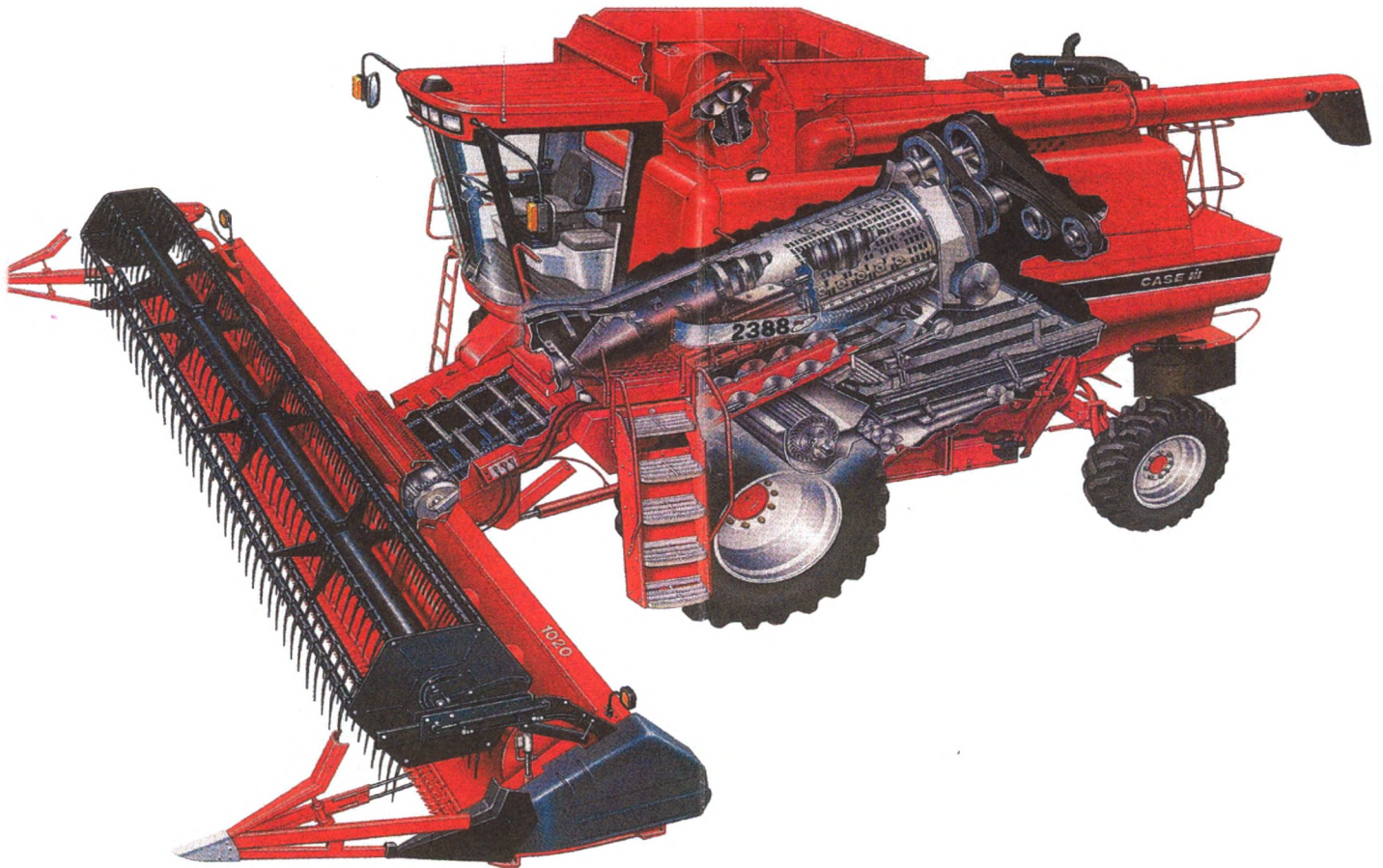
APPENDIX B

Suggested Presentation Parameters

- A block of time, probably 45-50 minutes, at any hour that works. About 5-10 minutes of the time could be for Q&A. The talk could be repeated at another hour as well.
- An appropriate audience...probably not a regular academic or technical class.
- A suitable venue such as a lecture hall, a classroom, meeting room, or auditorium.
- An image projector, a computer to drive it, a screen, a lectern, and a laser pointer.

The most important accomplishment of my professional life---

AXIAL-FLOW Combine



---was my part in the development and commercialization of this combine. I was the leader from 1974 to 1979 of the inspired team that developed the Axial-Flow Combine and brought it to market in 1977. For 10 more years after that job, I continued to support, counsel, and participate in the management of our combine interests. The Axial-Flow proved to be one of the most spectacularly successful product lines in the long history of the Company. These combines have remained for over 3 decades a standard against which all others are compared, and they have provided the most substantial profit contribution to the Company consistently over all that time.

In addition, all the many tens of thousands of Axial-Flow Combines ever manufactured, when taken together, have produced more incremental profit for their owners than they cost in terms of initial investment in the first place. This incredible value phenomenon is enabled by the myriad superior characteristics of the rotary threshing and separating process as compared to the millions of combines using the conventional design developed and used over the preceding 1½ centuries or more.

The principal attributes of the rotary concept that make it clearly superior are (1) higher crop yield realization through more complete threshing, (2) better grain or seed quality because the threshing is gentler, and (3) reduced loss of threshed grain or seed owing to more effective separation of crop from straw. These three attributes were the "holy grail" we sought. Serendipitously, however, there other important benefits enabled by the rotary system, viz.: (4) more compact, rigid, lighter and better balanced body structure; (5) improved service access; (6) up to 300% more capacity in rice; (7) fewer, simpler, more reliable drives; (8) freedom from dust out of feeder; (9) more tolerance for rocks ingested with the crop; (10) freedom from the problem of asymmetrical feeding; (11) broader suitability for crops and conditions; (12) less apt to slug and plug up, emboldening operators to exploit more of its inherent capacity; (13) greater durability and longevity; and (14) a more interesting name ..."Axial-Flow".

Gary L. Wells



The Gary and Anita Wells Family, December, 2008
*Where the women are strong, the men are good-looking,
and all of the children are above average.*

The most important accomplishment in my life.
Being co-leader of a two-person team (my wife was the other) that produced this family.