

STALEY BULK SALES MAINTAIN STRENGTH AS JULY FAILS TO PROVIDE USUAL LUMP

The increase that is expected in the Staley income from sales this year will be realized if business for the remainder of the third quarter continues at its present pace and the final quarter brings its usual business.

This prediction is based upon optimistic forecasts by members of the Bulk Division in view of sales during the months of June and July.

July usually finds those boys deep in the dumps, but a recent trip to their offices found them all smiles. Naturally, they observed, the shutdown had its effect upon our ability to deliver orders and the Fourth of July gave us one day less to sell Staley products, but for some reason the textile and paper manufacturers are continuing to sell their products and place orders with us.

Customers Busy

Summer months are usually poor for them and when they can't sell their products, we can't sell ours. The business is there this summer. In spite of the fact that some portions of the textile products are reported to be off the active sales list, some of our customers are continuing their regular car-a-week standing orders. They must be getting the business somewhere.

This pretty much explains why all the activity at Staley's this summer, except for the fact that the Bulk Sales Department has not been caught napping by previous business trends to let customers drift into new buying channels.

Sweetose Lends A Hand

As a matter of fact, sales energies are redoubled there — have been ever since July of last year, when they started to take the Laboratory's new baby, SWEETOSE, to the customer. At present, candy manufacture is at a low ebb, but this has had no effect upon the activity in our sales and sales service groups.

(Continued on back page)

205 Physical Examinations Conducted In Routine Check-Up

205 physical examinations, including the department heads, supervisors and a number of hourly employees have been completed by our First Aid Department in its routine check of employees' health.

These examinations are provided at no expense to employees as a policy of our company. Through this means, it is possible to assist the employee in knowing the state of his health. It is also possible to counsel with him respecting some types of jobs so that some conditions can be avoided that might prove harmful to the employee.

Find Health Benefited

Employees have always been encouraged to call Mrs. May about seven days after their examination so that they can learn of their examination's outcome. This procedure has had its effect upon the Staley group and the individuals have benefited. They have had a chance to learn of bad teeth, eyes, or tonsils and take means to correct them. As a result, Mrs. May points out that, "A number of people previously ranked as C, which placed them in the lower group, are now being rated A and B, which puts them in the upper class."

Those in the upper class are persons who suffer less illness and enjoy their eight hours of work, eight of rest and eight of recreation prescribed for the normal individual, with the full vigor of a healthy body.

Many Services

There is something about physical examinations that makes the average person uncomfortable. Maybe it is the mystery of the thing. But it holds true from the fellow at the top of the ladder down to the least important. In some, it is a concern over real or imagined ills, for others, just a nervous feeling that you can't lay your finger on. In some it is a feeling that there must be something behind it all that will have an evil effect. This usually ends

up with a foolish fear about the thing the average person holds most valuable, his job.

One recent illustration of this is a chap who entered the examination room in a very uneasy frame of mind. Mrs. May took note of it and explained that the examination was not for the purpose of finding people to lay off but merely to assist the employee in knowing his state of health, without expense to himself, so that he could profit by the knowledge and the company by his improved health. (It is a partnership affair, since where the individual feels ill, he does poorer work, which is reflected in his efficiency and the company's cost of production.) When this chap finally got to the doctor, he was still uneasy and asked, "Why was I called first?" He thought there must be a reason. Mrs. May chuckled when she heard this, because someone had to be first and this fellow happened to be it.

And there is the type who becomes concerned because he isn't called first. And again, this is without significance. The order of call is just a matter of scheduling people in the order that is most efficient for the First Aid Dept.

Fifty Examined Each Month

Three or four examinations are scheduled every day beginning Tuesday of each week and running through Friday. Because of holidays, and other interruptions, a total of fifty examinations is usually a good month's work. June, however, which saw the addition of men to the extra board, was this year's record month. One hundred thirteen examinations were held in order to complete the schedule.

Three Years To Go The Rounds

About three years will be required to examine every Staley employee. At the completion of a once-over for every employee, First Aid will begin all over again and complete their cycle in an endless task of giving everyone a routine check.

STALEY FELLOWSHIP CLUB NOTES

By Dan Dayton, Secretary

At the regular meeting of the Board of Governors of the Staley Fellowship Club held July 20, 1939, the following business was transacted.

Resolved: That the Board of Governors authorize the Secretary and the Business Manager to go ahead and get the help necessary from the regular service department to complete the job of compiling data in connection with the actuarial study for the Equitable Life Insurance Society.

The monthly financial statement, distributed by Mr. Bass, was discussed and approved.

Several new angles of the sick benefit case, which has been under consideration by the Board of Governors for the past several months, were considered with the result that the following *resolution* was passed:

Resolved: That the Board of Governors table the case until further investigation of such claim.

Mr. Moran stated that he had a letter from Mr. Staley recommending that a special committee be appointed to go over the Fellowship Club By-Laws for improvements in their wording, and to submit their findings to the Board of Governors, and that the revised By-Laws be set up in proper legal

form. Mr. Moran appointed the following committee for this purpose: Mr. Reynolds, Chairman, Mr. Dayton, and Mr. Reidlinger. Mr. Moran suggested that the committee begin this work at once.

Resolved: That the Board of Governors authorize the purchase of a Remington - Rand three drawer, legal size, filing cabinet which is necessary for carrying on Fellowship Club business.

Resolved: That the Board of Governors meet in the old laboratory sample room, which had the approval of Dr. Kutsch, as a meeting room of the board.

Mr. Sims gave a report on the Chicago Recreation Conference and it was suggested that the printed report be sent to each member of the Board of Governors.

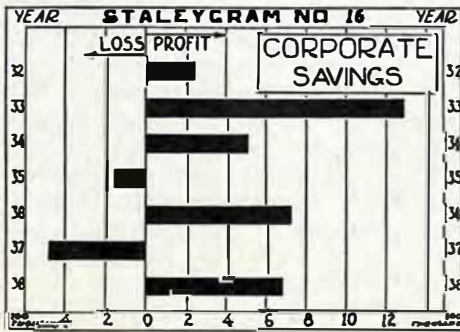
Resolved: That the Board of Governors authorize the purchase of a new beverage coil, not to exceed the ordinary price for a beverage coil, to be the property of the Fellowship Club and not to be taken away from the Club House.

Resolved: That the matter of furnishing the money for refreshments for the outing for Colored people be referred to the Social and Entertainment Committee and that they be given the power to act.

STALEYGRAM NO. 16

In the Staleygram shown here, the length of some of the bars was too short to permit the inclusion of figures that usually accompany each bar. For the sake of presenting the information in its most complete form, those figures are as follows:

1932 Corporate Savings	\$ 215,892.03
1933 Corporate Savings	1,292,323.38
1934 Corporate Savings	511,993.34
1935 Corporate Loss	169,380.31
1936 Corporate Savings	729,836.46
1937 Corporate Loss	473,735.35
1938 Corporate Savings	693,342.20



Dear Roy:

Since you made a few cracks about the Safety record of the Extra Board last year, we are going to see if we can't put a "Bell on the cat" while you are on your vacation so that we can know where to look for trouble.

In thinking the thing over, the trouble probably begins with the disinterested attitude "old hands" take toward the Extra Board man. We often hear the remark, "Well, that lad has been on the Board for a year. I think he should know how to do the job."

Is this true? Aren't we, who are on steady jobs, forgetting how it feels to go on a new job? How strange and awkward everything is. How we wished the old hand would help us over the tough spots and all he said was, "There is your work", and went on about his own job.

In our determination to make good in the eyes of the gang, we ignored the hazards.

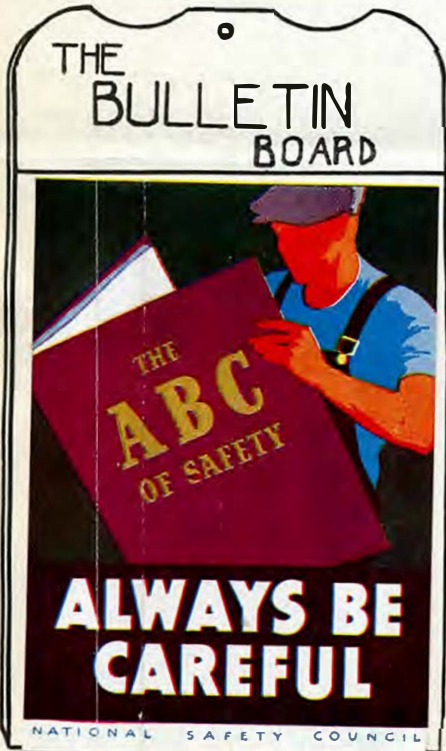
We needed help. It took somebody's time to teach us. Or we learned the hard way. And it hurt. Now is the time for us to stop and consider that our Extra Board men have to work on every job in the plant at one time or another and they need help.

Now,—there is one thing I have particularly noticed here at Staley's. That is, whenever there is a call for disaster help outside, or whenever someone inside needs a lift, the Staley boys are always ready to help.

How about putting a little of that spirit to work for the extra man working next to us. He needs help *now*. Let's don't pass the buck. HE won't get hurt IF we remember about 50% of his Safety and well being is up to us until he gets his sea legs under him.

Yours,

Gerry Horton.



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**EVERYBODY WANTS
IMPROVEMENT**

The great majority of American statesmen, business executives, business employees, investors, farmers, and professional men are equally anxious to make this country better than it is. But all the people don't have the same opinion about this improvement.

There Are Several Views

There are people in the United States who believe that the competitive democratic system is a failure, and should be replaced by the paternalistic system of Germany or Italy, or Russia.

The people who believe that our present form of society should be abandoned ignore its advantages, and focus a spotlight on its weaknesses and imperfections.

It is a natural thing for people to pay attention to things that are wrong, and to take for granted the things that are right; and so it is possible that in the effort to gain improvement of the things that are wrong, Americans may trade away, and lose forever, the precious advantages that are taken for granted.

It is easy enough to examine the accomplishments of the paternalistic government and to decide whether that form of society could offer us as many things as we have now.

Make The Comparison

The critics of America point to the fact that we have a large number of unemployed for which our society cannot provide. So we have. And we have provided for them by means of relief, WPA, PWA, and CCC.

The paternalistic governments haven't been able to solve the unemployment problem any better than we have—and perhaps not as well. They have government camps; they have labor battalions that are on the government payroll. In addition the paternalistic governments equalize unemployment by keeping millions of men in their armies, fighting small foreign wars and preparing for

big wars. At least, we handle our unemployment problem in a peaceful way.

The critics of the American system charge that the wealth of the country is concentrated in the hands of a few families. The facts indicate that this is not true today—but in any case the paternalistic governments haven't distributed wealth.

In Russia, the wealth was taken away from the rich men but the people haven't got it. The big guys are taking care of the money.

In Germany, the property of thousands of people was confiscated by the government, and the fellows who run the government do quite well.

The critics of the American system accuse business of intimidating employees by means of private police and spies. Well, we have never experienced that, but if it is true anywhere in America, it won't be corrected by a paternalistic government.

Under the existing paternalistic governments, an employee works on the job that the government assigns him whether he likes it or not and for the wages that the government dictates. If he is careless or incompetent, he may be judged guilty of willful destruction and put in jail or shot. If he complains about his boss, who is an officer of the government, he can be jailed for complaining about the government. Secret police and spies in his factory and neighbor-

hood are government police and government spies.

The critics of the American system point to the fact that some classes of our citizens and workers in some sections of the country receive very low wage scales. That is true, yet the 130 million people in America receive a greater income than all of the 550 million people in Europe. And the American income is more generally distributed.

Which Do You Like

Of course there are faults in our American society. But it can be improved without changing the form.

There are people in the United States who don't believe that. They believe that we must borrow the paternalistic system. They have a right to believe that, and to work for it, because the American democratic form of government protects their right to believe what they wish to believe, and to say what they choose to say. But their paternalistic form of government wouldn't give us that same right. A paternalistic form of government will not permit its citizens to criticize. If we had that kind of government, we'd have to take it and like it, and shut up.

The American competitive democratic system has given us many advantages and privileges, which we have had so long that we have taken them for granted without appreciating them. If we lose them, we shall appreciate them too late.



A tax payment to the Illinois Unemployment Compensation fund amounting to \$18,842.92; based upon a payroll of \$697,219.44 for the quarter just past, was made by our company on July 31.

* * *

Cheerfulness is the principal ingredient in the composition of health.

* * *

Another quarterly payment to the Federal Old Age Benefits fund has just been made. This amounted to \$14,178.30.

* * *

It takes a mighty conscientious man to tell the difference between when he's tired and when he's lazy.



Roscoe Long won the Fellowship Club Golf Championship in the finals of the medal play. Roscoe shot an 86 but his handicap gave him a 68 which was two strokes better than Jim Cozad's natural 68. Jim wound up with second place and Noble Owens, the other finalist, took third.

★ ★ ★

The way the crowds have been turning out for Staley baseball games, you probably know all the scores. In case you have been away, or sick in bed, then this is the way the record stands for the past two weeks:

<i>Hardball</i>	
Staley's.... 8	Alton 5
Staley's.... 8	Red Birds 4
<i>Softball</i>	
Staley's.... 1	Luster's 3
Staley's.... 2	Purity Bakers 5
Staley's.... 9	Great Eastern10
Staley's.... 8	Vandalia 3
Staley's....12	Alton 3
Staley's.... 0	Caterpillar10

★ ★ ★

Wednesday, August 2, the Staley softball team will play Don's Chips from Sidney at 8 p. m.

Saturday, August 5 (Be sure to get this one straight, it is *this Saturday*) West Clox vs. Staley's. There will be two games. The first at 7 p. m., when the Baby Ben's (a girls' team) mix with the Lick Potato Chips (another girl's team), in the eye opener. At 8 p. m., the Big Ben's will square off with the fast going Staley softball team.

Sunday, August 6, Alton Onized. This is the Owen Illinois Glass outfit. The game is called for 2:30 p. m. That night, the same club will put their softball outfit on the field at 8 p. m.

August 13, Charleston Merchants at the Staley Field at 2:30 p. m. for a hardball game.

★ ★ ★

Two sections of the bleachers recently purchased from the high school with funds provided for that purpose by a donation from the Staley team's most loyal fan, are already in place. Six more are to go up. Now plenty of space is ready to accommodate fans.

FOREMEN'S SOCIAL CLUB PLANS STIMULATING MEETINGS FOR YEAR

*A. E. Staley, Sr., To Be Honored
At August 21st Meeting*

At its July 17 meeting, the Staley Foremen's Club dispensed with the regular after-meeting program in order to outline plans for the coming year in an extensive business session.

A highly entertaining program is in store for members of the Foremen's Social Club in their next twelve sessions, according to reports by the Program Committee which previewed the programs to be booked for the year.

*A. E. Staley, Sr., Testimonial
To Be August 21*

The Club has been anxious for some time to honor Mr. Staley at one of their meetings and plans were announced to do this at the August meeting. This event will undoubtedly prove the highlight of the year as many of the members are on the program.

Two programs of the amusement type were also announced, the first to be at the October 16th meeting when R. K. Bluhm is to bring his sleeve full of magic before the group. Mr. Bluhm's ability as a magician is widely known in Decatur from the reputation he gained on the stage, and later as a request performer. Yet his skill is new to Decatur audiences and the foremen's club is to be among the first to enjoy his talent.

The second of the amusement programs is to be an all-Staley night at which time cash prizes will be given Staley employees who compete on the program.

*Gene Tunney and Fitzsimonn To
Headline Speaker's Program*

The Committee announced that definite steps had been taken to bring the former world's heavyweight champion to the Clubhouse to head the speakers' program and that the present stage of negotiations had proven highly successful. At the same time, the return of Edgar Hoover's F. B. I. head in this area in the person of F. B. Fitzsimonn was promised for September 18. Fitzsimonn had indicated his willingness to do this last year, and popular request of the group led to his recall.

Christmas Party A Feature

The Club's second annual Christmas Party will be held at the De-

cember meeting and subsequent meetings are to branch out into the informational aspect of industry. Several movies of compelling interest are to serve as a background.

BULK SALES (Cont'd)

Preparations are underway which are expected to enable every representative candy manufacturer to know how to use Sweetose before the fall buying begins. "Seeing is believing," and many of the manufacturers are placing small orders for test purposes. These are resulting in larger orders and the fall should produce a rush of repeaters.

Preliminary demonstrations to them have proven that Sweetose will replace all of the Corn Syrup and a considerable portion of the Sugar and will produce a better flavored candy that offers a real saving over the old formula requirements.

Keep Your Fingers Crossed

In spite of the optimism in Bulk Sales Offices, they have their fingers crossed. They haven't got the jitters, but—they are keeping an eye upon foreign affairs and corn market prices which have a day-to-day bearing upon our orders.

Just before the News got away, corn took a 2c drop. Corn movements have been dull for several days. This was bad news to their division, the reason being that starch buyers were looking the situation over and withholding their orders to see if the bottom was really going to fall out of the market. If it did, well, they didn't want to be caught with new purchases at old prices, but wanted to be in on the bottom floor when the price drop came.

Such an effect, continued over several days, or a week, can have a real effect upon the buying habits of large buyers. Before the situation levels itself out, several days, or a week of process work at Staleys may be entirely lost.

The Trading Post

FOR SALE:

1930 2-door Chevrolet in good condition. New battery. Cheap. 1902 E. Main St.

FOR SALE:

22 Rifle. Wards Wardway Special. Shoots 22 shorts, longs or long rifles. Bolt action repeater. Peep sights in addition to regular sights. Boy Scout leather sling. In perfect condition. \$7.00. Wick Claus, Phone 2-7527.