

StaleyNews

Volume XX/No. 7

Decatur, Illinois/August, 1978

Quarterly earnings reflect lower corn sweetener profits

Staley achieved earnings of \$3,353,000 or 25 cents a share on sales of \$323,018,000 for the third quarter ended June 30. For the same period last year, the company's net earnings were \$6,358,000 or 58 cents a share on sales of \$334,605,000.

For the nine months, net earnings stand at \$10,850,000 or 91 cents a share compared to \$18,604,000 or \$1.68 for the prior year. On a pre-tax basis, earnings for the nine months are \$16,669,000 as compared to \$16,975,000 last year.

Investment tax credits a year ago were considerably higher than those for the current year.

Sales for the nine months are \$885,924,000 versus \$849,073,000 for the same period of fiscal 1977.

Army to sample meat/Procon dishes

What'll the verdict be? Staley's protein division as well as the staff of the U. S. Army Natick Development Center at Natick, Massachusetts, are wondering how the testing will go.

At stake is the Army's decision on serving a blend of ground beef and Staley's "Procon 2060" soy protein concentrate in its feeding programs.

After much deliberation and preliminary testing, this branch of the military is preparing to taste-test 40,000 pounds of the blended product with its troops in mess halls at several installations this summer.

Ready for the occasion, a portion of the patties was extended at a 10 percent level of hydrated Procon, while the remaining portion has a 20 percent level incorporated.

After eating the product, samplers will be asked to answer a questionnaire soliciting their likes and dislikes regarding the meat entree. This response will determine the type of ground beef (all-meat or extended with Procon) to be used in the future.

Preliminary testing by the Army held in 1976, using patties extended at 20 percent hydrated levels with a variety of textured proteins as well as concentrates, produced only "iffy" results, said Bill Robinson, director of product management for the protein division. Robinson is responsible for Staley's product being the only one tested in the current go, no-go trial.

It happened in this way. A year ago, Robinson and several soy competitors spoke on the attributes of their products at a meeting of the Research and Development Association for Military Food and Package Systems. This committee, composed of industry people, meets annually to assist the military in keeping up with new technology. Dr. Richard Hahn, divisional vice president of research and development, was chairman of that session on ingredients present and future.

While sharing some of the development center's problems encountered up to this point in testing blends of ground beef and

(Continued on Page 2)

Conditions were positive in the third quarter for the company's soybean processing operations, which made a significant contribution to quarterly results. On the other hand, Staley's important corn sweetener business continued to reflect reduced profitability despite the fact that the plants ran at near capacity during the quarter. Unfavorable margins were the result of continued corn sweetener supply-and-demand imbalance and depressed conditions in the U. S. sugar industry. Corn sweetener price increases were initiated during the third quarter but were more than offset by higher corn costs.

While Staley is in the midst of a difficult period, its prospects are excellent. Among the positive factors is a favorable outlook for soybean processing. The company's decision two years ago to expand its soybean crushing capacity permits Staley to take full advantage of these market opportunities. Soybean milling margins recently have experienced normal seasonal weakness but are expected to strengthen with the new crop in September.

The emergence of Staley's new 55 percent high fructose corn syrup as a commercially-viable product is another positive factor in the company's outlook. Evidence of this development is Coca-Cola's recently announced approval of 55 percent HFCS at high levels in all its beverages, except Coke. Other major soft drink bottlers also are authorizing use of this second generation HFCS, and Staley expects to increase its shipments to this key market when the new addition is completed at the Lafayette, Indiana, plant late this year.

Win with safety

And that's what happened to three Staley/Morrisville employees. They are Dave Curry, warehouse packer/palletizer; Mike Gadsby, dry starch operator; and John DiLeonardo, Staport support man, syrup, who walked off with AM/FM clock-radios for safety performances.

On a trial run, the plant held a one-month contest in June to improve employees' safety awareness. The thrust of the contest was for the entire plant to complete June without a lost-time accident. Accomplishing this goal, employees who had no recordable accidents during that period were included in a grand-prize drawing for a deluxe AM/FM clock radio. Curry was the winner in that round.

Separate radio drawings were held in each production and maintenance department which went the entire month without a recordable. Gadsby from dry starch and DiLeonardo from syrup were the winners of those drawings.

As of mid-July, the plant was running over 100 days without a lost-timer and has a goal to exceed its old 150-day record.

Because this contest proved both successful and popular, similar events may be planned for the future. Morrisville is finding that everyone wins with safety.



Booming market -- World soybean usage continues to climb at a rapid rate. All factors point to a record business for crush in 1979.

U.S. soybean market benefits from Brazilian crop short fall

It's the "big time" for U. S. soybeans this fall. And Staley fits right into that picture, looking forward to a good year in its soybean processing business.

In 1977-78, the world will have used 360 million bushels more soybeans than in the preceding year for an increase of 14 percent. Never has there been such an increased usage in one year, and all factors point to a record business for crush in 1979.

With demands abounding, the world's second largest producer of soybeans, Brazil, has had a bad year. Heat and drought reduced the crop harvested this spring to less than the size of its crop three seasons back. With a greatly diminished crop, the Brazilians chose to crush and export products at a faster rate than last year so there will be little competition from November, 1978, to February, 1979, for the U. S. soybean.

Reflecting on these circumstances, Ike Idleman, director, commodities, said the world has never thought of Brazil having a short crop. In fact, the United States was not aware of the severity of that country's problem until the last part of February when harvesting was under way. The Brazilian planting and harvesting cycle is opposite that of the United States. Brazil plants from September on into December after its wheat crop, and harvests its soybeans from February to May with March and April being the main months of harvest. For this reason the market could be apprehensive about the new Brazilian crop until the end of February of 1979 since the situation cannot be predicted.

While the United States thought it had all stops pulled out in exports, the current market situation implies that U. S. soybeans now will be relied upon to fill in for the Brazilian short fall. The U. S. soybean usage, Idleman predicts, will increase another 50 to 70 million bushels in October/March, 1977/78 to 1978/79--taxing the U. S. industry hopefully in a positive, profitable fashion to fill the shortage.

Demand for soybeans has been on the upswing over the last eight to ten years. The world, during that time, has been using an average of 175 million bushels more per year than the preceding year. This kind of an increase requires an additional six and one-fourth million acres annually on which

to grow beans. Part of this growth was absorbed between 1973 and 1977 when Brazil's crop increased a dramatic 250 percent, brought about by clearing and planting massive tracts of land.

Until this current season, the world soybean pie (excluding China's contribution) has been made up of about 75 percent American grown beans; less than 20 percent from Brazil and less than five percent from Argentina with many other countries making up the other couple of percentage points. Although Argentina's soybean crop is growing very rapidly, Brazil has more room for expansion.

Future demands for soybeans are expected to increase at the rate of about 130 million bushels a year. The U. S. does not have the land required for this growth, requiring nearly five million acres annually.

In recent years, many new customers have been developed including South Korea, Peru, Mexico, Venezuela, Chile, and Iran. These are the growth countries, where demands are growing at a more rapid rate than the U. S. can supply the soybeans. In fact, this is the last surplus year. Idleman believes next year the available supply October to September period of 1978 to 1979 will allow a usage increase of only 75 million bushels compared with a 360-million-bushel increase this year.

Other new demands

New developments have added to soybean demand in the past two years in India, China and Malaysia. India, increasing its per capita consumption of fats and oils, is importing larger quantities of these products. Each of the past two years it has taken the equivalent in various oils that could be derived from 175 million bushels of soybeans. The new Indian government is expected to continue to maintain supplies at no less than the previous year on a per capita consumption basis, and with population increasing each year, the country could require the oil from an additional 20 million bushels of soybeans.

China's soybean crop has been unchanged for the last several years, producing less than its needs with a growing population. That country's soybean exports are very small except a token amount to Japan each year,

(Continued on Page 4)

In the News...

Save 60¢
on six sensational
Staley products.

Note: you can save up to 60¢ on five Staley products: the two 50¢ "Staley" 100% or 90% soy oil, 100% or 90% soy oil, 100% or 90% soy oil, 100% or 90% soy oil, 100% or 90% soy oil. clip these coupons and save.

Save 10¢ on 50¢ Soy Oil Liquid.	Save 10¢ on 50¢ Soy Oil Automatic.
Save 10¢ on 50¢ Soy Oil Concentrate.	Save 10¢ on 50¢ Soy Oil Pink.

Saving/P2



Earning/P3



Buying/P4

"Clip and Save" coupons featured

Bonus time rolls around again with clip and save coupons that will save you 60 cents on quality Staley consumer products.

These coupons are redeemable immediately at grocery stores in your area which feature the company's consumer product line. To take advantage of these savings, just snip out the coupons and present them with your purchases at the check-out counter.

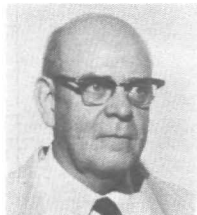
35 celebrate anniversaries



Donald Dye



Roy Finney



Herbert Hakes

35 Years

ROBERT KELLY, maintenance foreman, Satellite I, agriproducts
DONALD DYE, mechanic, electric shop
ROY FINNEY, lub serviceman, L & O

25 Years

EDWARD HUECKEL, JR., plant chemist, Columbus
HERBERT HAKES, operating supervisor, Fostoria
CHARLES BROWN, Fostoria
JAMES CARDWELL, Fostoria

20 Years

HARRIETT HOUK, crude oil scheduling clerk, agriproducts
MARTIN SMITH, area manager, paper & textiles, industrial
VELVA MORRISON, secretary/corporate credit manager, financial

15 Years

EARL DONALDSON, senior draftsman, maintenance, industrial
HOWARD LARCOM, senior project engineer, Morrisville
NORMAN ANDERSON, designer, corporate engineering
MARY DALLUGE, buyer, construction/equipment/maintenance, purchasing
LEE CROUSE, director, corporate information systems
MIKE STRATMAN, plant engineer, food protein, agriproducts
HAROLD GOOD, field engineer, corporate engineering
JOHN RAILE, production shift foreman, Columbus
LIN SHEPARD, plant manager, agriproducts

10 Years

JAMIE LEACH, stock control clerk, maintenance, industrial


RICHARD HAUN, shift foreman, specialty feeds, agriproducts
NEIL BORDEN, territory manager, specialties/eastern region, industrial sales
BARBARA LAUGHLIN, secretary, Des Moines
MAURICE FERGUSON, senior mechanic, Satellite I
DE CURTIS EUBANKS, drier operator, 9 building
GEORGE DIAL, track laborer, 48 building

5 Years

OSCAR BRENNECKE, manager, planning/control, industrial
LYNN OGDEN, food technologist, food products, R&D
OSCAR WASHINGTON, III, assistant bacteriologist, quality assurance
SUSAN ANDERSON, grain ledger clerk, agriproducts control
FAITH CRITES, inventory planner, consumer products, Oak Brook
ANNA MARIE EVERLING, production and materials control clerk, manufacturing, consumer products, Oak Brook
KEN ROBINSON, merchandising manager, agriproducts
SHARON LOTH, administration secretary, industrial sales, Langhorne office
RONALD MASON, roving operator, Morrisville

Save 60¢ on six sensational Staley products.

Now you can save up to 60¢ on fine Staley products like Sno Bol®, Sta Puf®, Wagner® Fruit Drinks and Staley® Syrup. Whether you already use Staley products, or are just getting to know us, clip these coupons and save.

10¢	Save 10¢ on Sno Bol® Liquid.	10¢	
STORE COUPON	 <p>Mr. Retailer: For redemption of coupons received on the sale of the specified brand and size, mail to: A. E. Staley Mfg. Co. Redemption Center, P. O. Box 1242, Clinton, Iowa 52734. We will reimburse you for the face value of this coupon plus 5 cents for handling. Invoices providing purchase of sufficient stock to cover coupons presented must be shown upon request and failure to do so may, at our option, void all coupons submitted for redemption for which no proof of products purchased is shown. OFFER VOID IF THIS PLAN OF MERCHANDISING IS TAXED OR RESTRICTED. Cash value 1/20th cent. LIMIT—ONE COUPON PER PURCHASE. OFFER EXPIRES DECEMBER 31, 1978.</p>	 <p>Mr. Retailer: For redemption of coupons received on the sale of the specified brand and size, mail to: A. E. Staley Mfg. Co. Redemption Center, P. O. Box 1242, Clinton, Iowa 52734. We will reimburse you for the face value of this coupon plus 5 cents for handling. Invoices providing purchase of sufficient stock to cover coupons presented must be shown upon request and failure to do so may, at our option, void all coupons submitted for redemption for which no proof of products purchased is shown. OFFER VOID IF THIS PLAN OF MERCHANDISING IS TAXED OR RESTRICTED. Cash value 1/20th cent. LIMIT—ONE COUPON PER PURCHASE. OFFER EXPIRES DECEMBER 31, 1978.</p>	STORE COUPON
97309		97798	

10¢	Save 10¢ on Sta Puf® Concentrate.	10¢	
STORE COUPON	 <p>Mr. Retailer: For redemption of coupons received on the sale of the specified brand and size, mail to: A. E. Staley Mfg. Co. Redemption Center, P. O. Box 1242, Clinton, Iowa 52734. We will reimburse you for the face value of this coupon plus 5 cents for handling. Invoices providing purchase of sufficient stock to cover coupons presented must be shown upon request and failure to do so may, at our option, void all coupons submitted for redemption for which no proof of products purchased is shown. OFFER VOID IF THIS PLAN OF MERCHANDISING IS TAXED OR RESTRICTED. Cash value 1/20th cent. LIMIT—ONE COUPON PER PURCHASE. OFFER EXPIRES DECEMBER 31, 1978.</p>	 <p>Mr. Retailer: For redemption of coupons received on the sale of the specified brand and size, mail to: A. E. Staley Mfg. Co. Redemption Center, P. O. Box 1242, Clinton, Iowa 52734. We will reimburse you for the face value of this coupon plus 5 cents for handling. Invoices providing purchase of sufficient stock to cover coupons presented must be shown upon request and failure to do so may, at our option, void all coupons submitted for redemption for which no proof of products purchased is shown. OFFER VOID IF THIS PLAN OF MERCHANDISING IS TAXED OR RESTRICTED. Cash value 1/20th cent. LIMIT—ONE COUPON PER PURCHASE. OFFER EXPIRES DECEMBER 31, 1978.</p>	STORE COUPON
97493		97093	

10¢	Save 10¢ on Wagner® Fruit Drink.	10¢	
STORE COUPON	 <p>Mr. Retailer: For redemption of coupons received on the sale of the specified brand and size, mail to: A. E. Staley Mfg. Co. Redemption Center, P. O. Box 1242, Clinton, Iowa 52734. We will reimburse you for the face value of this coupon plus 5 cents for handling. Invoices providing purchase of sufficient stock to cover coupons presented must be shown upon request and failure to do so may, at our option, void all coupons submitted for redemption for which no proof of products purchased is shown. OFFER VOID IF THIS PLAN OF MERCHANDISING IS TAXED OR RESTRICTED. Cash value 1/20th cent. LIMIT—ONE COUPON PER PURCHASE. OFFER EXPIRES DECEMBER 31, 1978.</p>	 <p>Mr. Retailer: For redemption of coupons received on the sale of the specified brand and size, mail to: A. E. Staley Mfg. Co. Redemption Center, P. O. Box 1242, Clinton, Iowa 52734. We will reimburse you for the face value of this coupon plus 5 cents for handling. Invoices providing purchase of sufficient stock to cover coupons presented must be shown upon request and failure to do so may, at our option, void all coupons submitted for redemption for which no proof of products purchased is shown. OFFER VOID IF THIS PLAN OF MERCHANDISING IS TAXED OR RESTRICTED. Cash value 1/20th cent. LIMIT—ONE COUPON PER PURCHASE. OFFER EXPIRES DECEMBER 31, 1978.</p>	STORE COUPON
99102		98223	

On the move



Sheila Drake



Jim Purdue



Gerald St. Pierre



Larry Van Doren

CONSUMER

DIEDRA DAVIS, from accounting clerk, to control clerk, Oak Brook

CORPORATE

SHEILA DRAKE, from associate quality assurance chemist, to quality assurance chemist, corporate engineering
RICHARD HAHN, from director of research and development, to vice president, research and development
JAMES PURDUE, from associate research chemist, to research chemist, food products, research and development
JOHN SIMMONS, from inbound chemical analyst, quality assurance, to quality assurance chemist, quality assurance

INDUSTRIAL

GERALD ST. PIERRE, JR., from shift foreman, pack & load, to superintendent, maintenance, Satellite V
EDMUND FAIN, from shift foreman, Morrisville plant, to shift operations resource, Lafayette
LARRY VAN DOREN, from senior process engineer, to plant superintendent, Morrisville

Army to sample

(Continued from Page 1)

soy extenders, Dr. John L. Secrist asked the committee members for suggestions which might allow the Army to gain a positive response on future tests. Secrist is head of the Mammalian and Marine Products Group, Animal Products Branch, Food Engineering Laboratory of the U. S. Army Natick Development Center.

During a round-table discussion thereafter, Robinson's enthusiasm for Procon spilled over. Knowing the capability of this product, he convinced the development center's lab head that the Staley soy concentrate was undoubtedly the best product to elicit a favorable response to a blended ground meat product.

Now the troops have their say. In the meantime, there are 40,000 pounds of the blend to be consumed. . . . And that's a whole pile of burgers.

Students join Staley work force

The composer wasn't thinking about work when he wrote "In the Good Ole Summer Time", but many college students are. In fact, approximately 165 are doing just that at Staley.

For a few, working for Staley is one way of gaining on-the-job training that relates to the curriculum they are studying. . . from engineering to laboratory work.

The majority, though, are learning about another aspect of industrial employment--the type that requires old-fashioned physical labor. They're trying their hands on production lines and working on utility crews.

Hiring college students is beneficial to both parties though. It gives the students an opportunity to look at the potential for after-graduation employment. Even working a blue collar job, they get a good feel for industry and can decide whether or not that environment and perhaps Staley might be a good place to begin their careers.

Sometimes these summer work experiences that have paid for another year of education turn into a long-term bond--the student returning another summer or in some cases joining the company after graduation.

Staley recognizes that going to college is expensive. For this reason, the company is pleased to be in a position to offer employment to students to help them defray some of their expenses. For many of them, a first hand experience with an industrial environment will prove invaluable.

A family-oriented company, Staley particularly likes to hire employees' children. In fact, of the 165 college students on board this summer, 77 are close relatives of employees.

One place where Staley has found a spot for students is at Lafayette where they have been involved in putting the finishing touches on the plant. Of the 12 hired for the summer, five are detailed to utilities, assisting with maintenance of the boiler make-up area and process water control. They have been pulling ashes and performing several clean-up activities of the boiler house, taking water samples and working in waste treatment. A priority this summer has been getting the grounds in shape so the regular work force can more easily take care of the 148 acres.

Assisting the utility crew is Debra Gaetz, a senior in agriculture education, who hopes

Program for precocious youngsters to benefit Chicago employee's son

Kirk L. Powell, 12-year-old son of Jim, Chicago warehouse assistant foreman, will be taking part in a mathematics talent search sponsored by the Chicago public schools and the Gifted Program Section of the Illinois Office of Education. He's been singled out for the program because he scored higher in mathematical and reading ability than 95 percent of other children in the nation at his grade level.

Kirk will now take additional tests to more accurately measure his math and verbal reasoning abilities.

Besides an interpretation of scores, Kirk will receive suggestions for using his math abilities more effectively. He will take part in special voluntary fast-paced math classes developed for these top scoring students and attend high school classes scheduled to help him realize his potential. Kirk will also be put in touch with the Johns Hopkins University's "Study for Mathematically Precocious Youth" project which gives special counseling to these students on higher education.

His interests and abilities are not limited to classroom achievements though. He shines in extracurricular activities. As a Little League baseball pitcher and center fielder, he had three wins and one loss to his credit at the beginning of the season and a .702 batting average. Kirk's also a star reporter on the school newspaper, a published poet, singer with the upper grade chorus, member of safety patrol and the science club, and he assists students with library projects. In addition, he is active in scouting and serves as an acolyte in his church.

to become a teacher. Early on, she learned how to take water samples and perform oxygen and conductivity tests. A cohort, Tom Davis, has worked a good deal with coal, moving it from trucks to storage and then into the boiler room. Tom, a graduate in geology, plans to begin his masters degree at Montana State this fall.

Another member of the utility team, Glen Cross, a distant relative of Gary Sherfey, technician, utilities, likes the mechanical experience he's receiving. He's been learning about boilers, conveyors, elevators and how they work. Cross has done all types of loading, storing, sweeping and cleaning as well as working with equipment like the forklift and front end loader. This work is interesting to him since Glen is a building engineering major and formerly was a crane operator in the Navy four years. The experience, Glen figures, will be invaluable when he's out of school.

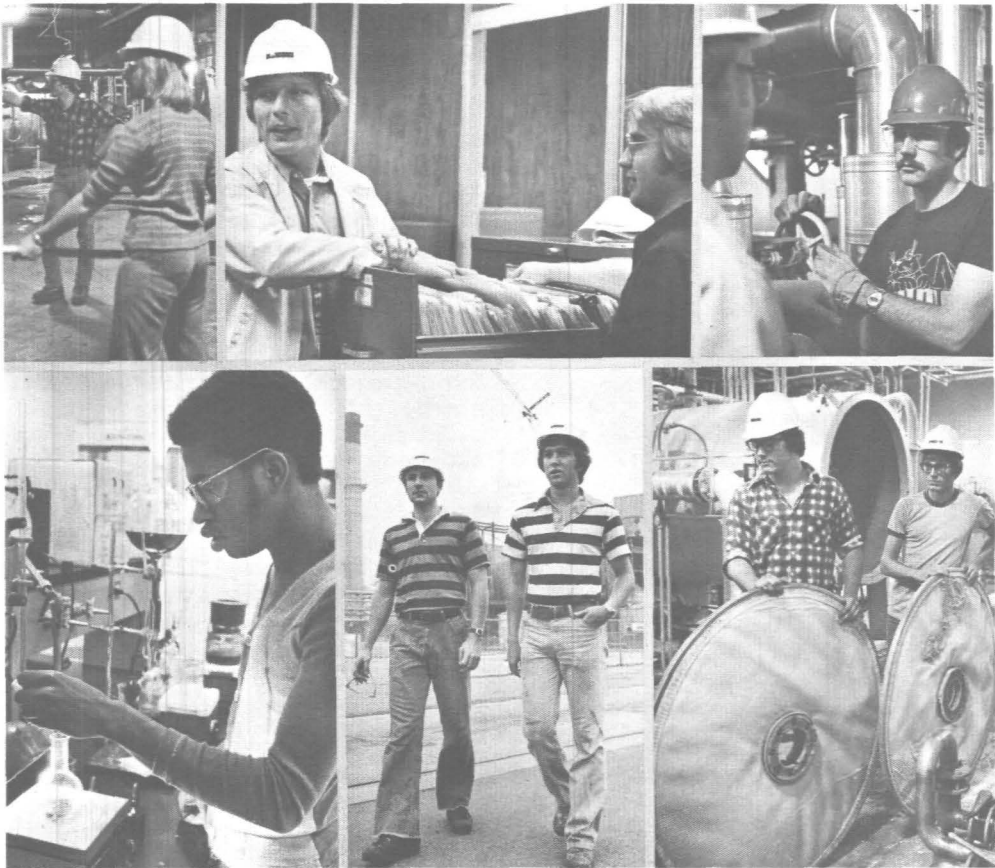
Night side

Familiar with equipment in the pump room, Mike Anderson, who works the night side in utilities, has been able to put some of his previous experience to work this summer. . . the very reason he requested work in utilities rather than the refinery. An aeronautical engineering major, in the past he has been employed by a heavy equipment manufacturer and worked on jet engines in the U. S. Navy.

Ready for hard work this summer, Steven Haby, a junior, was also assigned to utilities. Studious for nine months of the year, he achieved nearly a perfect average--5.89 on a 6.0 system. His summer work has allowed Steve to look at industry from the laborer's vantage point, an interesting perspective for one majoring in industrial management.

Kevin Guy, a Purdue senior in mechanical engineering technology, and Bob Hollis, also in the same curriculum, are working in engineering this summer. Kevin has been updating blue prints and putting them in order, seeing that processing changes including pipe and flow changes have been incorporated. Bob, on the other hand, is preparing a spare-parts maintenance catalogue, ironing out where the parts are and how many they have. Hollis, who worked for Staley last summer as a guard, says that maintenance engineering is something you have to be associated with. If you have to go through spare parts, you have a good idea of what the plant has to offer.

Another student working in a professional capacity is Mike Dowell, a senior in pharmacy. He's heading toward a career in



Off campus beat -- Students employed at Lafayette are not much different in background, aspirations, needs, or incentives than other college students who have been with Staley this summer. Besides having added a line to their employment records, they have had an opportunity to take a closer look at industry.

industrial physical pharmacy. Mike has been accumulating practical experience since he began school, having worked in two other types of labs. Learning many of the tests for both corn wet milling and the refinery, he has helped out during vacations, given back-up support in areas that have required overtime and worked on special projects.

Process support

Four others are involved in process support roles in the refinery entailing helping with in-bound ingredients, syrup load out, clean-up work and dressing filter leaves. Working together are Gene Senesac, a pre-veterinary student and Vic Isabell, a business management major and the stepson of Gene Grenat, technician, wet mill. According to Isabell, the team approach seems to give people a better attitude toward their work. Both of these fellows earn 100 percent of their college expenses.

A physical education student, John Datzman, views his experience at Staley as a good body builder. . . He likes hard physical work and is getting some in the refinery.

A student of history and political science, Mike Klinker, nephew of Don, technician, wet mill, is also working in the refinery.

With time still to change his career interest, his work experience this summer allows Mike to consider career options.

The Lafayette group is not much different in background, aspirations, needs, or incentives than other college students who have been with Staley this summer. Besides having added a line to their employment records, they have had an opportunity to take a closer look at industry and work side by side with others. . . learning to work as a team. . . indeed an invaluable experience.

Worth noting . . .

Named Grants have been made by the American Association of University Women (AAUW), Decatur Branch, in the names of two members, Gwen Jeske, wife of Lee, manager, visual communications, public relations, and Marguerite Taylor, wife of Kelley, senior technical service specialist. They were singled out for this honor commemorating their years of service to the organization. Recipients of these \$500 grants are women who hold a bachelor's or master's degree and are continuing their educations. Gwen and Marguerite each received certificates and have had their names added to the national roll of AAUW Named Grants.



Old-fashioned picnic Pennsylvania style -- Some 200 Morrisville employees and their families turned out on July 23 for their annual picnic sponsored by the Staley Employees Activities Association. The event, which began at noon and continued seven hours, was held at Tall Cedar Grove in Yardville, New Jersey. Because the mercury soared to 103 degrees, some of the traditional games like softball were cancelled. Picnic goers contented themselves with volleyball in the shade, a slow game of quoit or pony rides, for the short-legged younger set. Joe Gross and Lou Fredericks, both maintenance mechanics, topped the 48 contenders in the quoit tournament, played like horseshoes. With an eye for candies, Missy Hobbs, daughter of Bill, maintenance foreman, was only two off on her guess of the number of M&Ms crammed into a jar. There were 1010. The hot, hungry crew consumed 1600 steamed clams, three half-kegs of beer, nine cases of soda, and uncountable quantities of hamburgers, hot dogs, potato salad, corn-on-the-cob and watermelon.

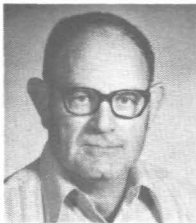
Joining the leisure life . . .



Frank Gaskill



Vern Giles



Kenneth Johnson

EFFECTIVE MAY 31, 1978

FRANK GASKILL, lead operator, 111 building

EFFECTIVE JUNE 30, 1978

HAROLD T. CRAIG, area manager, sweetener sales

GEORGE KAPLAN, mechanic, co-pilot, aviation

VERN GILES, turbin operator, 2 building
KENNETH JOHNSON, senior mechanic, 77 building

U.S. soybeans benefit

(Continued from Page 1)

for food only. Mainly, China imports soybean oil and in smaller quantities, soybeans. That country imported oil from 50 million bushels of soybeans equivalent the last two years, which is all new demand. Up until then, the Chinese had not been importers:

China's imported soybeans are also being used mostly for cooking oils since the Chinese are not being selective. . . purchasing some Brazilian beans that are not very good, Idleman said. Imported soybeans are not suitable for Chinese food products.

Another new demand for oil comes inversely from Malaysia, where weather for the first time since that country began producing commercial quantities of palm oil (a competitor of soybean oil) has not been favorable for maintaining production rates. Sixty inches of rainfall a year is required to produce normal yields of palm trees. The rainfall pattern has not been consistent, making it difficult to maintain production levels. For 1977/1978, Malaysia very likely will produce less palm oil than in 1976/1977, Idleman believes. There is no explanation for the weather or any way to determine if the change is permanent. It is possible, according to Idleman, that they will not be the competitor to the soybean industry as thought as recently as two years ago.

What's in a bean

Soybean meal represents 75 percent of the world's high-protein animal feed supplies. All other high-protein feeds production has been, on balance, unchanged to down slightly in the past 10 years.

If the Russian requirements to provide a balance in its animal feeding rations were realized, the world rate of increase would move up from 2.8 million metric tons to near 5.0 million metric tons per year. The difference approximates another 100 million bushels of soybeans. The Russians are only about 25 percent efficient with their feeding methods, offering a tremendous untapped potential for soybean meal utilized to bring a balance of fats, carbohydrates and proteins between the nutrients, making a feeding program efficient.

Soybean oil represents over 25 percent of the world's edible fats and oils including butter and lard. It is the major growth oil over the long term, until palm oil returns.

Edible proteins are only a minute part of the products compared to animal feeds and oils coming from the soybean and yet an important, growing segment. But the demands for all soybean products continue to grow world-wide at a clip increasingly difficult to meet.

Enjoyed for centuries, this dessert is for all ages

Not until the 13th century was any mention made of a frozen dessert containing dairy products. At that time, Marco Polo visited the Far East and brought back an account of Orientals eating milk ices. During the next century, desserts based on this oriental recipe became popular in Italy.

The freezing of ice cream was a long, slow process until the 19th century when someone discovered that using a salt-ice mixture speeded up freezing, and the hand-cranked ice cream freezer was developed by an American woman.

Back in grandmother's childhood, almost every family owned an ice cream freezer, and homemade ice cream, rich with cream and yellow with eggs, was a favorite refreshment for parties and other occasions. And of course, the biggest treat of all for kids was cleaning off the dasher.

Its popularity faded with the shift in population from rural to urban areas. Cream and eggs, the basis for the dessert, were no longer readily available or too highly priced. Consequently, many people remember this dessert as a treat they haven't had since childhood, and increasingly more people have never tasted homemade ice cream.

Stirred ice cream is frozen in a crank-type freezer hand or electric motor operated. This type of ice cream is stirred continuously during the freezing process—the continuous stirring incorporating air into the ice cream mixture. This incorporation of air is the primary factor in maintaining the desired smooth texture of the ice cream.

Cooked mixture

Although the mixture may be cooked or uncooked, a cooked mixture is usually richer in eggs and cream and actually resembles a frozen custard. Flour or corn starch may be

used as a thickening agent in cooked ice cream.

An essential principle to remember when freezing ice cream is that salt lowers the freezing point of water. The use of ingredients in ice cream other than water means that it takes a temperature below 32 degrees F. to freeze it.

By increasing the proportion of salt to ice, the temperature decreases. Too low a temperature, however, will freeze the ice cream too rapidly, making it difficult to whip sufficient air into the mix.

Not a treat the waistline can suffer too often, but one that's certain to be the talk of the dinner table is this recipe developed at the Consumer Products research lab. And with a little ingenuity, you can create some fanciful variations that will be winners either in a bowl or sugar cone.

Work on this particular recipe came in response to a consumer's inquiry for an old recipe he thought his mother had borrowed from a box of Cream Corn Starch. Unable to uncover his favorite recipe, Diane Yeakey, home economist, consumer products, tied on an apron and began working with formulas for several types of cooked mixtures until she was satisfied she had a winning homemade ice cream.

Recalling that Cream Corn Starch used in place of flour often works to the advantage of the finished dish, Diane decided to try recipes using one or the other of these thickeners and to compare their popularity with cohorts. Her find was that the mixture incorporating Cream Corn Starch was preferred. She believes it lends the dessert a creamy texture and more acceptable taste and mouth feel than flour.

Because the mixture has been cooked and is hot, it first must be refrigerated for several hours before it is put in the ice cream freezer because it is too warm to process. The temperature needs to be about 40 degrees F. Thereafter, the ice cream processor will again pull its temperature down to about 20 degrees F. at which time, she says, the product is very much like a dairy custard and may be eaten in this form or placed in the refrigerator freezer to harden. Diane prefers eating her concoction the day after it's made allowing ingredients to ripen, and says it keeps very well for a couple of weeks.

Here's her rendition of an old-fashioned *French Vanilla Ice Cream*:

Ingredients:

4 eggs
2 cups sugar
3 tablespoons Cream Corn Starch
1/4 teaspoon salt
4 cups Half & Half (1 quart)
4 cups cream (1 quart)
1 tablespoon pure vanilla extract (which may be replaced by another flavor extract)

Method:

With your mixer, beat eggs in mixing bowl until fluffy. In saucepan, combine sugar, Cream Corn Starch and salt and gradually stir in Half & Half. Cook and stir over medium-low heat or in a double boiler until sugar is dissolved and mixture begins to thicken (about 180 degrees F.). Add eggs to hot mixture, and stir for one minute more.

Remove from heat and chill. Stir in cream and vanilla. Pour mixture into cream can. Chill mixture until ready to process.

Yield: one gallon.



A. E. Staley Mfg. Co.
2200 E. Eldorado St.
Decatur, Ill. 62521

Address Correction Requested



In a cone or a dish, homemade ice cream is a favorite dessert or snack treat year round.

Harden ice cream in freezer compartment of refrigerator one to two hours after processing.

Variations:

For chocolate ice cream, use the same recipe but melt four squares of unsweetened chocolate over low heat and add as Half & Half mixture is cooking. Another form of chocolate and chocolate extract, may also be used and added, as in the recipe above, in place of vanilla.

To make a chocolate chip dessert, Diane suggests placing some chocolate bits in the blender and grinding them into smaller pieces. These should only be added after processing so they do not get pulverized.

Diane also has omitted the vanilla and substituted black walnut extract. After processing and before refrigerating, she adds some pizzazz to the variation with chopped black walnuts.

In the same way, a good strawberry or peach ice cream could be made with the pieces of fresh fruit stirred in just before the mixture is placed in the refrigerator freezer for hardening.

And, of course, vanilla can be made to say many different things with some preserves spooned over the top of several dips or a smidgen of green creme de menthe or creme de cacao or. . . Only your imagination will limit the creations. Ah, sweet calories.

Staley News

The Staley News is published monthly for Staley employees and retirees by Corporate Public Relations, Decatur.

Manager, Employee Communications Sue Muckensturm

Manager, Visual Communications Lee Jeske

Publications Typesetter Brenda McCoy



Cold weather special -- Bill Winetroub, buyer/manufacturing supplies, purchasing, models the new winter jacket for which orders are being taken this month. Valued at \$55, these jackets are priced at \$25 each. Slightly different in color and style from last season's garment, the new jackets are a lighter, brighter blue and only have the Staley logo as trim--no sleeve stripe. For added warmth, they contain 12 ounces of fill, twice the amount of last year's jacket, yet are very light weight. Styled like a ski jacket, they feature elasticized wrists, a double zipper and snap down pockets. Children's jackets are sized 6 through 20. Women's sizes, small, medium and large, also are available to give a better fit. Since jackets will not be sold again next year, it's a good time to buy ahead. . . .beat inflation.

BULK RATE
U.S. POSTAGE
PAID
Permit No. 49
Decatur, Ill.