Sales, earnings up for 3rd quarter: demand strong for high fructose

Staley reported net earnings of $5,280,000 or 41 cents a share on sales of $357,971,000 for the third quarter ended June 30, 1979. The totals compared with net earnings of $3,353,000 or 25 cents a share on sales of $323,018,000 for the same period last year.

For the nine months, net earnings were $16,158,000 or $1.27 a share compared to $10,850,000 or 91 cents a share for the prior year. Sales for the nine months totaled $1,032,462,000 versus $885,924,000 for the same period of fiscal 1978.

Chairman Donald E. Nordlund said demand was strong for high fructose corn syrups, and the company's corn refining plants operated at capacity. Nordlund added that sales of 55 percent high fructose corn syrup to the soft drink industry were growing in importance.

Higher corn and energy costs were generally offset by increased selling prices and volume gains, according to the Staley chairman. He indicated corn sweetener sales continue strong.

Nordlund said soybean processing, as expected, was less favorable during the third quarter than in the first half of the fiscal year. This downturn was anticipated, according to the Staley chief executive, as competition in the world market from the Brazilian soybean industry is a normal occurrence during the summer months. He said that domestic soybean meal demand remains positive and industry margins this fall should be comparable to the levels which existed at last year's harvest.

The company's international operations and consumer products group continued to perform ahead of a year ago, reported Nordlund.

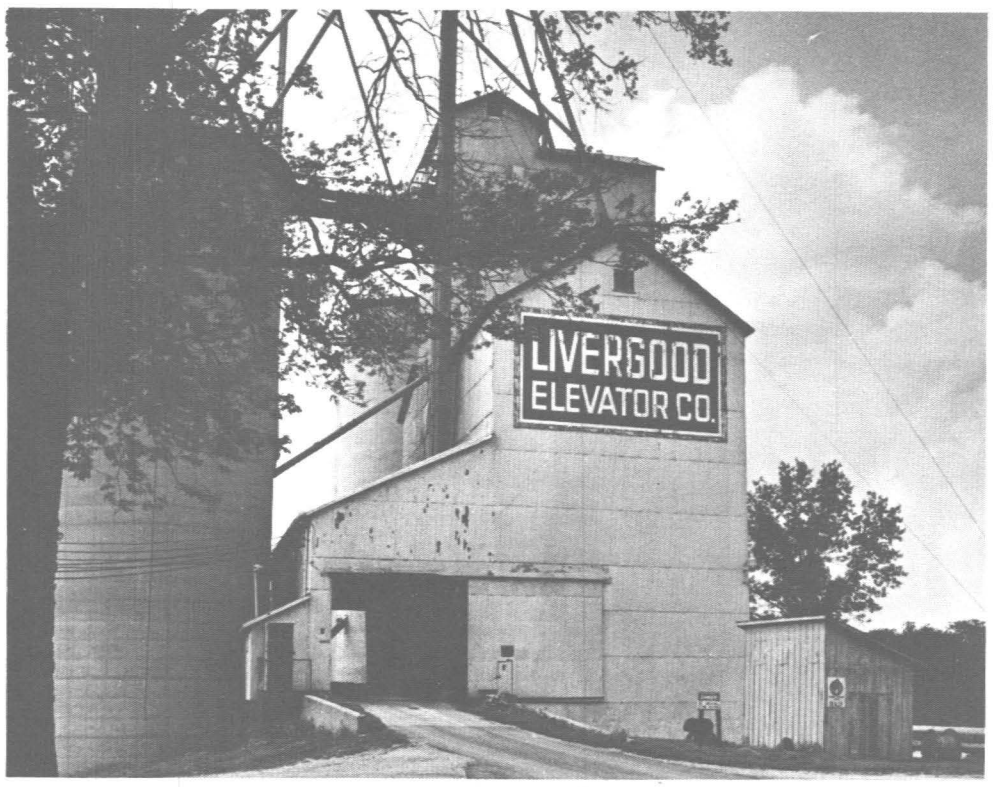
Stock offering proposed

The Staley Company filed a registration statement on July 27 with the Securities and Exchange Commission for a proposed offering of 1.2 million shares of common stock.

Proceeds would be used to fund additional expansion of facilities in grain processing and related activities, which would better position Staley to take advantage of opportunities in sweeteners, proteins, vegetable oils and other grain-based products.

The public offering, expected to be made this month, will be managed by Dillon, Read & Co. Inc.

Staley ranks as one of the largest corn refiners in the United States and a major domestic soybean processor. The company is the nation's leading producer of high fructose corn syrup, which is widely used as a sweetener in beverages and processed foods.



By late winter, a new terminal elevator at Livergood Grain Company's Coles Station site will be completed a quarter of a mile east of the company's present elevator, pictured. This facility will continue in operation. Together, the two elevators will have a total grain storage capacity of 1.5 million bushels.

Construction starts on new elevator at Livergood's Coles Station site

Construction activity has begun on a new terminal elevator at Livergood Grain Company's Coles Station, Illinois, site. This new facility will be capable of loading 125-car unit trains for shipment of grain to New Orleans for export.

Livergood Grain Company is a subsidiary of Staley.

The new elevator is being built on a 10-acre site, purchased last December by Staley, adjacent to the company's present Coles Station elevator, which will continue in operation. The new facility will bring the company's total grain storage capacity at Coles Station, located five miles northwest of Mattoon, to 1.5 million bushels.

Completion of the new all-concrete facility is targeted for late this winter. This new elevator will be fully automated with high-speed grain receiving and shipping capabilities, according to Jack Livergood, president of Livergood Grain. He said the new facility will be capable of loading 30,000 bushels of grain per hour.

"The new elevator will enable our Coles location to offer a better marketplace for our farmer customers, said Livergood, "through more effective marketing as well as increased storage and drying capacity."

Livergood said the new elevator will serve as a major in-land grain terminal for Central Illinois.

Staley, through Livergood and its Ging, Inc., subsidiary, operates nine country elevators throughout Central Illinois.

StaleyNews

Volume XXI/No. 8 Decatur, Illinois/August, 1979

Gasoline crunch forces prudent travel

Gone are the days when salesmen will be able to zigzag their way across vast stretches of country to call on customers and prospective customers here and there. With the increasing shortage of gasoline, more travel planning is necessary.

This point is agreed upon around the company with the general feeling though that at least for the present, the shortage will not change the personalized service Staley is noted for providing its customers.

Wayne Martin, vice president, sales and marketing, industrial, looks at the situation for industrial sales as a challenge on Staley's personnel. "It accentuates their need for better planning, better management of their territories and better sequencing of calls. In other words, they will have to better plan their travels and calls during a day and work out in advance where they will be able to get gasoline.

"We do not anticipate changing our sales strategy from the one-on-one customer contact or reducing customer sales calls," said Martin. "However, when 'Charlie' calls and says he'd like to see you tomorrow and you're planning to be 400 miles in the opposite direction, then a sales representative might have to work that call into a planned swing in 'Charlie's' direction a day or two later."

For the most part, the industrial territories have been carved into areas that are easily covered by car, according to Martin. Several territories, he mentioned, are vast though and require air travel and then a drive from the airport to a customer's location.

Speaking about the protein side of the business, Barry James, director of marketing, proteins, sees his sales force using their cars less and eventually probably going to smaller vehicles. "It will be more economical in the long run," he said.

"Sales success is proportionate to the number of calls you make. But if a district manager makes quality calls, then a telephone follow-up may suffice," James said. "There's a fine line between when to use the telephone and when a personal call is necessary," he continued. James mentioned that a salesman occasionally can save himself and the buyer some time with a telephone conversation–usually getting right through to the individual he is calling. Sometimes one can get as much accomplished with five minutes on the phone as he could during a half hour interview in the customer's office, and considering the time to and from that destination and the time spent waiting to see the buyer, a good deal of time could be conserved.

James has asked his sales force to watch their mileage and "plan". "In other words," he said, "they need to plan their travel even more. Making calls in a hit or miss fashion totals up mileage very rapidly. They need to plan a little and get the calls grouped in areas to avoid weaving back and forth across large metropolitan areas."

Planning necessary

"Effective travel planning is necessary," says Curt Gidding, eastern sales manager, specialty feeds. Prudent planning, he says, includes using the phone to confirm appointments, planning trips so that one doesn't drive from one end of the state to another and by-pass accounts on which the sales representative would normally call.

Mileage can be improved, says Larry McNamara, manager, refined oil, by abiding by speed limits and perhaps having a cruise control installed to avoid the off-and-on pedal routine.

McNamara's sales representatives have not been hampered too much with diminishing gasoline supplies. Lyle Wiegand, western sales manager, refined oil sales, and Jim Crawford, eastern district manager, soy operations, have both found ways to obtain gasoline. Wiegand of Orange, California, who has traded at one particular station almost exclusively, found that station would sell him as much gas as he needed but waved on other drivers. Crawford, who's based in Little Falls, New

(Continued on Page 2)

31 graduate from Decatur programs

Classes came to an end for 31 Staley/Decatur apprentices and trainees, who graduated on May 31 from seven programs. Tom Wheatley, maintenance manager, held a graduation dinner that night at the Holiday Inn in their honor.

The employees are now junior mechanics for one year, after which they become mechanics. Three years from graduation, they move to senior mechanics.

These programs varied in length from three and one-half years, the longest, for the instrument and control apprentices down to one year for the garage mechanics. Five other programs are all three years in length. This means that besides their normal work day, these recent graduates attended classes two afternoons or evenings a week for the duration of their programs.

Tom Tomlinson, Tom Hollingsworth and Steve Carter were the first to receive diplomas from a new garage mechanic's program. In just one year, they received the same course study that a full-time day student at Richland Community College (RCC) would receive in a year except that their classes came on top of a normal work day during which they received on-the-job training from other skilled mechanics. Virgil Cower, automotive mechanic instructor from RCC, was their instructor.

Prior to this program, the garage mechanics received no formal training. They picked up knowledge on the job.

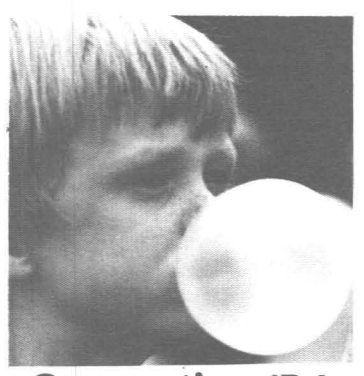
These apprenticeship programs draw employees from all over the plant processing and service areas. They are selected for the programs based upon bids. First, employees must be eligible to bid. Eligibility is based upon either passing certain RCC courses--industrial physics, industrial math and print reading--or by taking an aptitude test given at least 30 days before bids are posted for the programs. If they score well on aptitude tests or passed the courses, they may bid on the shop or shops with openings. Seniority dictates whether or not they receive their bids.

(Continued on Page 2)

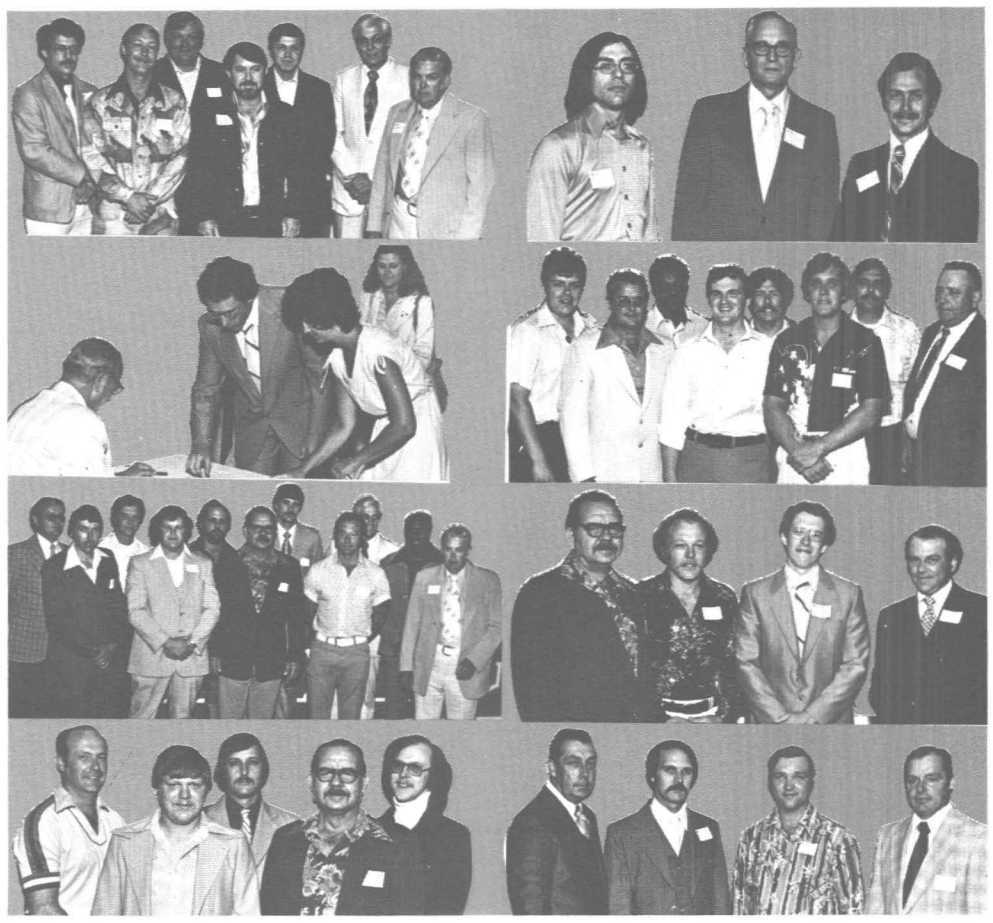
In the News...

Giving/P2

Winning/P3



Competing/P4



Celebrating completion of classes are Decatur apprentices, trainees, and foremen. The graduates of the seven programs were honored at a dinner, May 31, given by Tom Wheatley, maintenance manager.

31 complete Decatur apprentice programs

(Continued from Page 1)

Asked how long apprentices had worked for Staley before entering a program, John Kaczmarski, plant training and development supervisor, said that some have been accepted after working at the company only six months, but the average beginning apprentice has been with Staley about six years.

Business needs

Training programs are set up on the basis of our business needs, Kaczmarski said. In the last six years, well over 100 new mechanics have graduated from these apprentice programs.

Excluding the garage mechanics, all of the shop programs begin with identical courses taught in the first division--Math 103 and 104--and second division--Physics 110 and Drafting 101. Thereafter, courses jump into specialized areas. Taking the pipefitter's program, for instance, that program continues in the third division with Welding I and II; fourth division, Pumbing I and II; fifth division, Pipe Blueprint Reading and Steam and Hot Water Fittings and sixth division, Pipe Offsets and Field Prints. Each course combines study with in-plant training followed by a craft test, on which the students must achieve a minimum score of 65 while maintaining an overall average of 75. Each division also requires 950 work-experience hours before apprentices move on to the next part of the program. Requirements for all of the shops are about the same--only the courses change to meet their required skill blocks.

Kaczmarski helps design the programs. Each shop foreman tells him what skills the apprentices need and he lines up the program and finds the appropriate instructors. He looks for the most highly qualified people and tries to use Staley employees in teaching capacities whenever possible, making heavy use of the more skilled mechanics at Staley, some engineers in the plant and Richland College resources.

Those from Staley assisting with instruction in the instrumentation and control program were Bob Woodcock, assistant foreman, instrument and control shop, teaching electrical instrumentation, and Harold Martin, senior mechanic, elevators C & D, Satellite I, who was the instructor for basic instrumentation. In the machinist's program, Don Cuttill, senior mechanic, machine, handled machine shop practices and Dick Vail, plant engineer, taught the area covering power transmission. Pipefitter's instruction came from Bob Murphy, senior mechanic, pipe, who covered welding, piping offsets and steam and hot water fittings. Murphy also taught welding to the boilermakers and tinners. The millwright's program included woodworking shop practice taught by Dale Durnil, senior mechanic, millwright, and power transmission and equipment installation and layout by Dick Vail.

Analyzing the jobs these employees are placed in, Kaczmarski said, "Many will be going on second or third shift. This means that they will often be working alone and will have to demonstrate their newly acquired skills. For this reason, they may learn as much in the first two years out of the apprenticeship programs as they had learned in all their training up to that point."

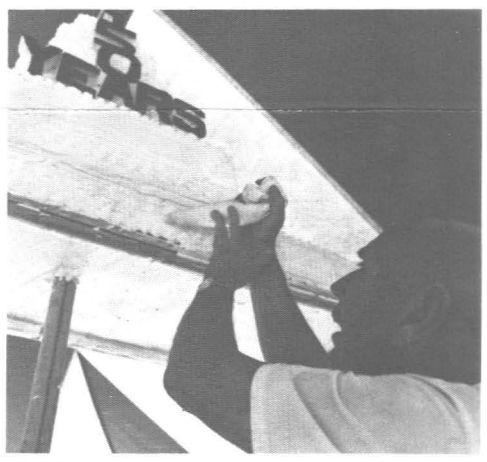
Diplomas in the boilermaker's program were earned by Carroll Sperry, Scott Fair and Rannie Bates. Three who received them in instrumentation and control were Larry Moon, Morris Shaver and Wilson White. Those graduating from the machinist's program were Roger Tate, John Ward, George Stubblefield and David Welch. Earning diplomas in the pipefitter's program were Darrell Pare, John Kidd, Gregory Hill, Michael Mercer, David Peck and Duwayne Williams. Millwright apprentice graduates were Tom Mechtoldt, Mike Griffin, Terry Marvin, Tommy Pounders, Donald Davis, Donald Hall, Jerry Sumner and Dave Zickerman. Completing the sheetmetal apprenticeship were Michael Hale, Ralph Heckwine, Thomas Force and James Ledbetter.

What's a birthday without a cake?

When a special birthday rolls around, an extraordinary cake is called for. And that's just what Decatur and Macon County had for its sesquicentennial celebration, July 7.

Finding no pan or oven large enough to accommodate a confection suitable for this occasion, the 150th Anniversary Commission decided to have one built.

Since Decatur is known as the "Soybean Capitol of the World" and is located in the heartland of corn and soybean production, it seemed appropriate to include ingredients from those two agricultural crops in the cake. In keeping with this idea, the commission invited Staley and Archer Daniels Midland to lend their expertise to the project since both Decatur-based companies, located across the corn field from one another, manufacture food ingredients from these two main Central Illinois crops.



Al Morgan, senior bakery specialist, food products, R&D, assists with the assembling and icing of a cake for Decatur and Macon County's 150th anniversary celebration.

And so it was that Al Morgan, senior bakery specialist, food products, R&D, and his counterpart at ADM became consultants to this mammoth undertaking, which began more than a week before the celebration.

Staff from Van Zetti Bakery of Decatur, who took on this feat, decided that the cake would have to be made in small, easily handled sections. Thus, between their everyday bakery orders, they began baking more than 300 sheet cakes, which were frozen at Millikin University until time to put the cake together.

In all, these cakes required staggering amounts of ingredients--1,200 egg whites; 1,600 pounds of cake shortening; 300 pounds of powdered milk; 1,000 pounds of granulated sugar; 1,500 pounds of powdered sugar; six cases of condensed milk; 15 pounds of vanilla; 300 whole eggs; and 850 pounds of cake flour. In addition, Staley contributed high fructose corn syrup to replace a portion of the sugar and a pregelatinized starch, "Instant Tender-Jel 434", which helped retain the cake's moisture. From ADM came soy flour and shortening for the project.

On July 6, the cakes were transferred from cold storage to Central Park in downtown Decatur where, under a "big top" to ward off bees, birds, dogs and curiosity seekers, the final work began. Layer by layer, the cake was built up on scaffolding to a height of 16 feet, 4 inches--the tallest birthday cake in the world, large enough to feed 16,000 people.

An expert cake baker himself, Morgan spent more than 12 hours that Friday helping assemble and ice this super cake.
When the finishing touches were added, the cake's 10th tier proclaimed Happy 150th Birthday Decatur. Decorating its base in colored icing were the logos of Staley and ADM and around the cake were scenes depicting events from the pages of city and county history. . . .A fitting way to mark off the first 150 years.

Joining the leisure life . . .

James Hurley

EFFECTIVE JUNE 30, 1979

JAMES HURLEY, product manager, dextrose, industrial sales

VIRGINIA BRUMASTER, salary paymistress, financial

Gasoline crunch forces prudent travel

(Continued from Page 1)

Jersey, had a problem for about a week when there were two-to-three hour lines for gasoline, but the situation returned to normal when the price went up to $1.02 and $1.04 per gallon. As long as a person was willing to pay the price, he could almost always purchase fuel.

"An important customer is still an important customer." But, James claims that everyone can look back on a week of travels and see calls he made and ask, "What did I accomplish there?" "These are the kinds of calls that need to be minimized," he said, and added, "there are many calls that don't achieve the intended purpose."

Depending on which survey you use, James mentioned that industrial calls are averaging anywhere from $65 to $80 per call. In some industries they exceed $100 per call. This figure is determined by the total cost of the employee divided by the number of calls he or she makes. The total cost of selling, James said, should run between three and five percent of net sales in our business. "To keep it there, we must make every sales call count."

Manage brokers

The shortage of gasoline around the country has affected most Consumer Products Groups' regional managers differently than industrial's territory and regional managers or the agriproducts' district managers, say Jim Friesner, western sales manager, consumer products, and Joe Kay, eastern sales manager, consumer products. While consumer products' regional managers do use their cars to check retail outlets and to call on the local broker, their territories are very large and are mostly covered by air travel. To make those ever increasing air dollars go farther, they are planning visits to additional brokers before heading home. One exception coming to mind is Friesner's manager in Los Angeles, who relies on driving to cover the bulk of his region. During the California fuel shortage, he began his long day at 5:30 a.m. in a service station line to allow time during the business day to make calls.

Consumer's regional sales managers manage a network of food brokers, who sell to retailers. Although the brokers are not Staley employees per se, they are the company's lifeline to the consumer market, and they are directly affected by the gasoline crunch. Pinpointing the situation in Chicago, which has been hard pressed for gasoline, Friesner explained that the broker there has about 70 people on the streets daily.

Considering new approaches to business during the gasoline shortage, brokers in one area are discussing car pooling their sales forces, sending representatives out together on calls in one car. After each transacts business, they'd pile into the car and press on. Another way to get the job done.

Staley sponsors drive -- The jointly-held blood drive for employees at Oak Brook, Broadview and Cicero netted 31 pints of blood this summer. Those assisting with the event at the Oak Brook headquarters of Consumer Products Group on July 6 were Janell Malinski, consumer service clerk, Oak Brook; Kim Kveton, secretary/non-food, marketing; Mike Profetto, manager, quality assurance, Cicero; Diane Ferguson, order service clerk, distribution, Oak Brook; and Audrey Morse, multilith operator, Oak Brook. To spur on reluctant employees, tee-shirts, sporting a large chicken and the words, "Chicken about donating blood? What happens if YOU need it?", were worn the day of the program.

Racing fever grips the Reeds

Graphite and wheels won races years ago. Now, it's good vibrations that make a racer go, go, go.

Using this fairly new theory, Gary A. Reed and his 12-year-old son, Gary, build winning vehicles that tear down a track doing 35-to-40 miles per hour in the sport of gravity racing.

Explaining vibrations, Gary, who's in project maintenance at Staley/Lafayette, says, "Every action has a reaction, sending vibrations out to the wheels, making them want to go faster." From design, materials, and construction down to the finishing touches, vibrations are given a lot of attention in the Reeds' racers. He mentioned that before a race, youngsters set up external vibrations by pounding on their vehicles' noses to give them a rolling edge on their competition.

To obtain the good "vibs" he talks about, the optimal carrier in steel and wood is sought for the racer since some kinds transmit more vibrations than others. The Reeds use Douglas Fir with a fine straight grain containing no knotholes.

For maximum effectiveness, vibrations must be transmitted from front to back and on around the vehicle with no interruptions. Therefore, young Gary sits on a plate with his feet elevated off the bottom of the vehicle so that no part of his body touches the car and interferes with the "vibs". Added before his big win last year in Ft. Wayne, Indiana, was a tuning fork, positioned near the front axle, to help set up vibrations as his car began to move. This little feature struck the fancy of many racers that weekend when Gary took a "first" because more than half of the entries at the NDR championships in August were equipped with the device.

Color is also a factor. Gary believes a light color carries "vibs" better than a dark one. Their first car was blue and didn't win much, and since then, the Reeds have raced white vehicles, which have fared much better. You can't argue with success.

Father has a better than average idea of how to build winners and coach drivers since he's been a soapbox racing enthusiast 25 years. He began racing while a cub scout and went on to Soapbox Derby action, winning second place in his local race--his greatest triumph. Son Gary has already passed up dad with the trophies, and he's just now old enough to race in soapbox competition, traditionally reserved for children 12 to 15 in the senior division and 10 and 11 or 12 in the junior bracket.

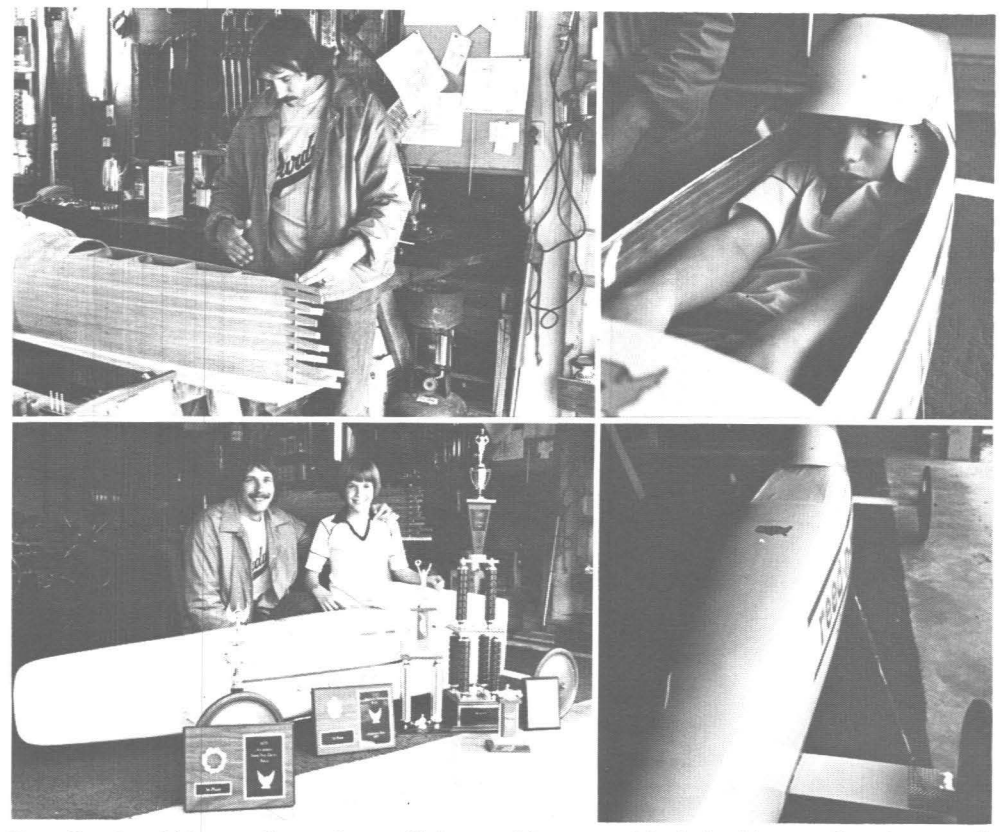
The only racer from Lafayette, Indiana, young Gary has been involved in the sport since he was seven. In a borrowed racer, he learned to drive the Soapbox Derby track at Indianapolis. In stages, he moved up the hill until he had mastered the slope, easily steering from top to bottom down the white line.

First wreck

In his first rally, Gary had an accident. His opponent veered off into Gary's lane and smashed into his vehicle, ripping out his front axle and steering cable. This was in a National Derby Rally. When father and son reached the top of the hill dragging their wrecked racer, five people were there to help with repairs and get the vehicle back on the track. The wreck didn't frighten him off. As soon as the car was operable that day, Gary was back in competition. And so it has been for five years of racing. In the last two seasons, he's won three first places, one third, a fifth, sixth, and eighth, totaling four trophies and three plaques for his efforts.

Built in 1977, the racer named "reed-n-weep" competed in six rallies that year, winning both the summer and fall rallies in Anderson, Indiana, and placing third in the Indianapolis National Derby Rally. Gary raced in five rallies last year, winning first at Ft. Wayne and placing eighth in the 1978 NDR championships in Columbus, Ohio.

He also came in third at an invitational run on the Akron, Ohio, All-American Track for the officials of the American Soapbox Derby last year. The 10 fastest cars in the country performed in these experimental runs, which were photo swap races. This means that photographs recorded all finishes and that all wheels were matched closely for size and speed on competing cars. To remove any edge gained with wheels or lanes, after the first heat, all four wheels were swapped on the two competing and the vehicles changed lanes as well before running the track again.



Gary Reed and his son, Gary, show off the trophies won with their old racer, "reed-n-weep", which went into retirement this season. Father is shown working on their new vehicle, while young Gary disappears into his racer, which only allows his eyes to be seen when the cockpit is put in place.

In his first race this season, Gary won the five-eighths senior division National Derby Rally in Indianapolis, qualifying him for the Chattanooga, Tennessee, championships this month.

At one time, the Soapbox Derby was the only racing association for the youngsters. However, its rules stipulate that after a driver wins his local race and has the opportunity to compete in the national championship, he is through with racing. That could all happen his first season. Seven years ago, a group of racers thought it would be fun to hold competition open to anyone across the country. From their idea a new organization was born called the National Derby Rally, which has no age limit nor limit on the number of wins a driver may achieve. A further benefit is the opportunity to eye cars and discuss designs with racers from all over the United States.

Another important difference exists between the two racing associations. Formerly, a Soapbox Derby entrant had to build his own car. In recent years though from the looks of most racers, outside expertise helped put together these fine machines, Gary said. Soapbox. Derby rules now provide that a father can "supervise". . .but in NDR racing, the child and father build their entry together, removing any pretense of "no adult assistance".

Building the racer

Starting last November, the Reeds invested $300 and about six months time to complete a new vehicle for the racing season, which began in June. Design accounted for Gary's height, weight, leg length, feet and width of shoulders with his overall body size determining weight distribution throughout the vehicle. Building around Gary's 80-pound weight, the car could weigh up to 170 pounds. Rules restricted length to just 80 inches.

Factors to be considered in the design include the front end, which is made of fiberglass. Gary's car has a semi-blunt nose, which will break the wind and throw it away from the car. If the nose were shaped to a point, wind would follow the body back and slow the vehicle down, he said. Aerodynamics are very important to overall design.

Generally, weight is kept as low as possible, concentrated close to the center of the car. However, on some hills, Gary might want to shift up to five pounds farther back, thereby placing more weight on the rear wheels to run tail heavy. That maneuver makes the vehicle run faster if the hill is just right, Gary said, but you have to know the track to know how to distribute final weights, if needed.

First, father and son cut out a styrofoam model which they sawed into eight-inch sections. Templates of the sections were made out of three-quarter-inch plywood and served as bulkheads positioned every eight inches along a temporary floor board to form a shape around which the specially cut tongue-and-grooved wood was glued and nailed together. It took a couple of days to complete the laminating job, which was allowed to dry. Thereafter, body filler was used and sanded smooth. Fiberglass fabric was applied next and the special resin painted over it -- which, when dried, formed fiberglass. Only one coat of fiberglassing was done so that vibrations would not be deadened. This surface was then sanded. When templates and temporary floor board were removed, the body was placed over the steel keel and running gear. More body filling and sanding took place before finishing began. Ten coats of lacquer were carefully applied, one at a time, with wet sanding between coats to come up with a glass-smooth surface. That's it – wood, fiberglass, axles, wheels, steering assemblage, and simple brake.

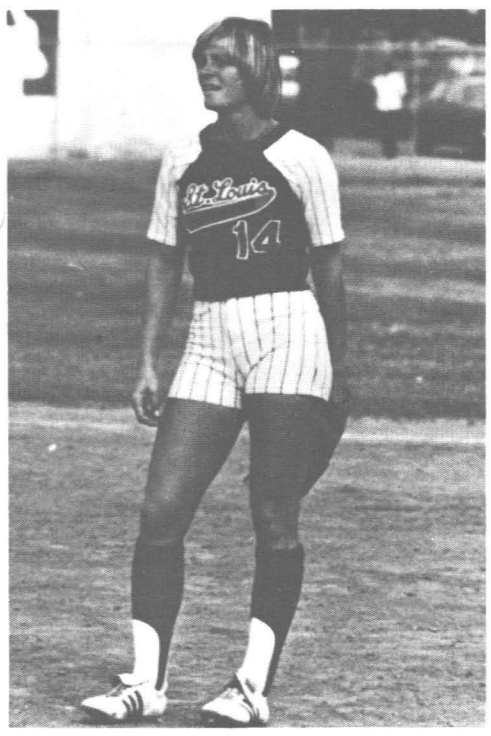
When the cockpit is placed over Gary's shoulders and chest, only his eyes are visible between the helmet and racer. He controls the direction of the car with a steering bar directly in front of him and slows the vehicle with a drag brake in the rear, activated by his feet hitting a brake pedal up front.

Racing fever that has gripped father for years is shared with his son. The yen to win and have fun doing it are the "biggies" derived by the Reeds, who team up to pit their vehicles and driving expertise against others across the country.

Margie makes wet, enthusiastic return

Turning pro three years ago, Margie Wright finally had the opportunity to play for a hometown crowd in Decatur last month. A native of nearby Warrensburg, she began playing softball here at age 10. Margie's the daughter of Kermit F. Wright, lubrication serviceman, Satellite I, Decatur.

The form that has earned her more than 57 career victories was evident as she played to a full house at Hayes Field despite the rain. Sharing top billing with the weather, Margie pitched her St. Louis Hummers to a 1-1 tie with the New York Golden Apples in an International Women's Professional Softball League game. Intermittent lightning forced the game to be called after only five innings.



Margie Wright, one of the leading pitchers in the women's pro softball league for the third straight year, recently pitched a perfect game for the St. Louis Hummers to beat White Plains, New York, 5-0.

Still it was an impressive return for Wright, who at that time had a 14-8-1 record with first-place St. Louis. That record has made her one of the leading pitchers in the women's pro softball league for the third straight year.

Included in her record this season are two no-hitters and three one-hitters. Wright produced a 25-11 record her first season when she was named the league's "rookie of the year" and was a 20-game winner again last season.

Pitching every other night since the Hummers have four pitchers and play a doubleheader every night, Wright said her arm has not been bothered by the heavy work load. In fact, Margie plans to play another 10 years if she can hold up. Although admitting that the league's 98-game season is a bit wearing, she has learned to adjust.

Margie was known as a fastball pitcher in her amateur days when she led the Moline Redbirds to several state championships and into the 1975 national tournament where she earned All-American honors. Wright now relies on a variety of pitches--curves, sinkers and her knuckleball.

In a pre-game chat the five-foot-six, 130 pounder said, "I had to learn how to throw a lot of different pitches at different speeds because I'm not big enough to throw hard stuff all the time.

"Besides that, the pitching mound is 44 feet away from the plate in pro ball, where it was only 40 feet in amateur games. That may not sound like much difference, but believe me it is."

Besides playing, Margie is doing very well with her college coaching career, recently having been hired as head softball and assistant volleyball coach at her alma mater, Illinois State.

Jelks to nationals

From an eight-state region, Bobby Jelks, son of Bob, shift repairman, boiler room, Decatur, was selected to compete in the Hershey National Track and Field Meet, held in Huntington, West Virginia, on August 17 and 18.

Bobby Jelks

With other regional winners, he ran in the 100-yard dash for boys 10 and 11 years old. Bobby qualified for this all-expense paid trip by winning the event at the Hershey state meet at Bloomington, Illinois, in July. His time was 12.5 seconds, the best in an eight-state region. Earlier, he also won that event in Hershey-sponsored district competition in Champaign.

Among his other honors this track season, the 10-year-old member of the Staley Track Club was named the "outstanding athlete" at the Decatur Jaycees Junior Sports Jamboree. In that meet, Bobby won the 50-yard dash in 6.4 seconds and set a new record in the 100-yard dash in 12.1 seconds. He also ran on the winning 440-yard relay team.

Dividend declared

Directors have declared a regular quarterly dividend of 25 cents per common share, payable on September 10 to shareholders of record August 20.

The regular dividend of 94 cents per share was declared on the company's $3.75 preference stock. It is payable on September 20 to shareholders of record September 6.

On the move

James Dial

Paul Doolen

Mark Hanover

Patricia Richmond

Faith Crites

Ronald Junior

Frank Smith

CORPORATE

JAMES DIAL, from technician, food products, R&D, to senior laboratory technician, food products, R&D
PAUL DOOLEN, from technician, industrial products, R&D, to associate research chemist, industrial products, R&D
L. MARK HANOVER, from senior food technologist, food products, R&D, to laboratory head, sweeteners, technical service, food products, R&D
LINDA HARVEY, from purchase order typist, purchasing, to engineering research stenographer, engineering, R&D
SHIRLEY PEOPLES, from data input trainee, systems papers, corporate information systems, to data input operator, systems papers, corporate information systems
PATRICIA RICHMOND, from laboratory head, new food products, R&D, to group leader, new sweetener products, food products, R&D
H. DAVID WILSON, from computer operator, data processing, corporate information systems, to junior computer programmer, corporate information systems

CONSUMER

JEAN ANDEL, from order replenishment coordinator, distribution, to inventory planner, distribution, Oak Brook
FAITH CRITES, from inventory planner, distribution, to supervisor, order process, distribution, Oak Brook
CAROL EGBERT, from pricing/promotional control clerk, distribution, to order replenishment coordinator, distribution, Oak Brook
CATHY HUBLY, from order services clerk, distribution, to pricing/promotional control clerk, distribution, Oak Brook
MARK LEONI, from sales administration specialist, marketing, to assistant regional sales manager, marketing, Oak Brook
JANELL MALINSKI, from order services clerk, distribution, to customer services clerk, distribution, Oak Brook
DIANE NOWOSIELSKI, from branch plant inventory clerk, control, to general accounting clerk, control, Oak Brook

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

Typographer. . . . . .Brenda McCoy

Ready for fun -- Champaign employees and retirees were ready for the food, games and prizes they received during their annual picnic, which was held on July 29 at the Urbana Sportsmen's Club in Mahomet. Among the 120 attending were retirees Howard Hill, Bill Berg, Francis Somers, Casey Boen, Larry Bleichner, Lois Wood, Prentiss Howell and John Jones, who each received $15 gift certificates to a local department store. Besides a bubble gum blowing contest, water races and horseshoe competition, prizes were given for the person making the best guess of the number of soybeans in a jar, the weight of a bag of flour from the protein plant, and the number of feet of ticker tape collected from the Chicago Board of Trade machine in the office. Door prizes, for which everyone there was eligible, included electric knife, camera, clock, hair dryer, ice cream machine, popcorn popper, rod and reel, binoculars, electric skillet, charcoal grill and clock radio.

Anniversaries represent 780 years of service

40 Years

ADAM WILKIE, JR., senior mechanic, electric

35 Years

ALICE TOWNE, division secretary, grain, agriproducts
COY ALLEN, night superintendent, industrial manufacturing

30 Years

DELBERT STOUT, shift foreman, process, industrial manufacturing
WOODROW SMITH, foreman, yards-grounds-track, maintenance, industrial manufacturing
GEORGE FINCH, JR., superintendent, maintenance, protein, agriproducts
THOMAS DUNCAN, shift foreman, 16-116, dry starch, industrial manufacturing
GLENN VANCE, assistant administration building superintendent, corporate engineering
DEWEY GOSNELL, engine room foreman, utilities, industrial manufacturing
ARCHIE BEALS, JR., air compressor operator, 2 building
JOHN COLEMAN, operator, 44 building
FLOYD HORN, senior mechanic, brickmasons
MORRIS TATUM, JR., pack-load leadman, 20 building
GEORGE BRAY, package line operator, 20 building
GEORGE COLLINS, truck operator, 34 building
PAUL SHORT, merco operator, 6 building

25 Years

JOHN BARBER, JR., painter-roofer
FRANKLIN CONROY, senior mechanic, pipe
ROBERT SINNARD, production control, 101 building
THOMAS RADLEY, senior mechanic, pipe

INDUSTRIAL

DON COPELAND, JR., staff chemical engineer, corn milling, industrial manufacturing, to chemical engineer, corn milling, industrial manufacturing
ROBERT FLANNIGAN, from production department relief foreman, Decatur staff unit, industrial manufacturing, to shift foreman, 11-18-75, corn milling, industrial manufacturing
RONALD JUNIOR, from production department relief foreman, Decatur staff unit, industrial manufacturing, to shift foreman, dextrose, industrial manufacturing
G. FRANK SMITH, from product manager/starches, chemical specialties, to product manager/starches, industrial sales and marketing

AGRIPRODUCTS

ANNETTE SMULIK, from engineering research stenographer, engineering, R&D, to production clerk, agriproduction

Alice Towne

Delbert Stout

Woodrow Smith

Glenn Vance

20 Years

LEWIS RINEBOLD, chief pilot, aviation

15 Years

GLEN SHELTON, manager, organizational development, industrial relations
JACK DILLMAN, staff accountant, control, agriproducts
ROY FINNEY, production foreman, Arlington
STANLEY WINSLOW, chemical operator, Houlton

10 Years

NORMA BECKHAM, data input operator, corporate information systems
JUDITH MONACO, personnel assistant, consumer products
FRED LAMPE, Latin American manager, international
GARY BRITTON, draftsman, corporate engineering
JOHN DEMPSEY, territory manager, sweeteners, industrial sales and marketing
GARLING MUMFORD, materials coordinator, Vico

5 Years

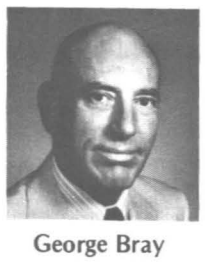
LINDA JESS, maintenance utility clerk, maintenance, industrial manufacturing
JUDITH STEWARDSON, data input operator, corporate information systems
JOSEPH TULIBACK, JR., shift foreman, Morrisville
DALE MARKS, operating general foreman, soy operations, Des Moines
JOHN OLSEN, district manager, eastern region, protein, agriproducts
MICHAEL LOWE, lead loader, 34 building
GERALD PARKS, pump-tank operator, 5 & 10 building
DALE STEPHENS, lead operator, Murtaugh

John Barber

Archie Beals

John Coleman

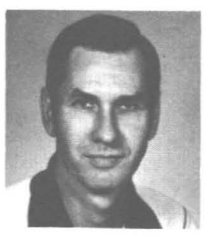
Floyd Horn



George Bray

Paul Short

Dewey Gosnell



Thomas Radley

Staley

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

Address Correction Requested

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