

Ups, downs of 1976 provide base for long term growth

1976 was an "action year" for the company. New products, acquisitions, and new employees were included in the highlights. To better understand where we have been, this flashback of 1976 is offered.

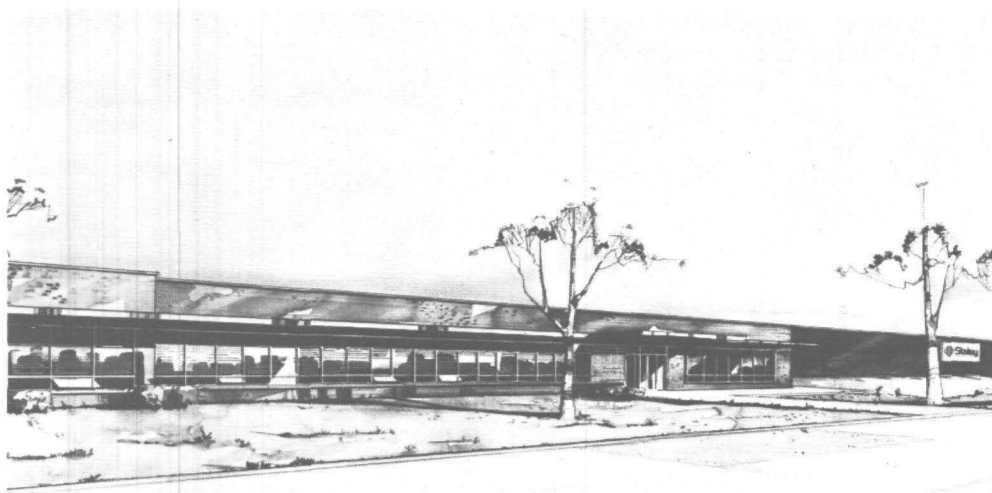
January--Bland 50 soy flour and Procon soy concentrate receive technological achievement awards from Candy and Snack Industry magazine; limited production of regular soy flour begins in 99 building, a part of the \$13 million soy protein complex. Safety Spirit of '76 program starts second quarter of fiscal year. Staley hosts Lafayette area community leaders in "get acquainted" luncheon at Lafayette. Net income for first quarter reported at \$10.1 million, down slightly from \$10.4 million of previous year. Tom Wolfe named top district manager for consumer products.

February--Chairman Donald E. Nordlund strikes optimistic note to shareholders attending annual meeting in Decatur, pointing to continued strong demand for Staley corn sweeteners. Shareholders approve 2-for-1 stock split. Super Strength Sno-Bol liquid starts national rollout, taking dead aim on Lysol with dramatic television commercials showing Sno-Bol's cleaning superiority. Staley-developed starch recovery units among potato processors make impact on amount of Sta-Lok 400 available to paper industry.

March--Employee role in successful transition of soybean processing plants at Fostoria, Ohio; Frankfort, Ind.; Champaign, Ill., and Des Moines, Iowa, from Swift to Staley cited by Robert M. Powers, group vice president, agriproducts. Rabon blocks introduced by specialty feeds. The blocks, which are fed to cattle and then pass through as a fly-larvae killing ingredient in animal waste, will be one of the most successful new product introductions ever by specialty feeds.

April--In what will become a familiar theme for the rest of the year, the second quarter report indicates that while sweetener and starch volume were strong, earnings dropped. For the six months, net earnings were \$20.5 million, compared to \$24.6 million the prior year. Sales were \$337.4 million compared to \$401.5 million for the same period the previous year. Staley purchases the Livergood Grain Co., a grain storage, conditioning and merchandising operation. Harris-Boyer Bakery of Johnstown, Pa., becomes the first bakery in the nation to turn to IsoSweet for its total sweetening needs. A new challenge to soy oil begins to make a greater impact as palm oil imports reach record levels.

May--Wagner 15 + 1 drink concentrate rolls out to 26 new regional markets following successful tests early in the month. The products produced at Columbus are altered with the discontinuance of gluten production and the addition of Sta-Lok 400 and Interbond C. Registration for \$65 million in debentures to finance purchase of Swift soy plants is filed with Securities and Exchange Commission. A bulk syrup station is purchased in Indianapolis to blend corn sweeteners and sucrose and to melt sugar. Consumer products participates in



An architect's conception of the new Broadview, Ill., plant and regional distribution center. The facility will produce Super Strength Sno-Bol liquid, Sta-Puf blue and Sta-Flo liquid starch. It will also act as a regional distribution center for other Staley consumer products.

test program involving UP\$ discount coupons. Staley News named top industrial newspaper by International Association of Business Communicators. New college recruiting book also takes honors. Lee Jeske, Staley photographer, named top professional photographer in Illinois.

June--Staley announces plans to acquire Gregg's Food Products, Inc., of Portland, Ore. Midwestern state agriculture directors visit Staley. Company announces new policy to rehabilitate alcoholic employee. Millikin University names new library in honor of Staley role and gifts of more than \$2.1 million to school since company began. New IsoSweet 5500, with a 55 percent fructose level, announced. Sno-Bol begins first ever national tele-

(Continued on Page 4)

Sta-Puf brands strong; prepare for 1977 promos

Sta-Puf blue concentrated fabric softener coming off sales successes of the last six months of calendar 1976, enters extensive new promotions in January 1977.

Sta-Puf blue was one of only two fabric softeners to regain share of market following the massive introduction of dryer-added fabric softeners. The product's share of market reached a low of 4.1 market share in May 1976 but then registered six consecutive gains to a 5.1 market share. Each tenth of a point is equal to \$341,000 in annual retail sales. The only other brand to regain market share was Sta-Puf pink, which picked up seven-tenths of a point.

Network television commercials will appear during January-February, and April through August 1977. The spots are expected to reach 90 percent of all television households and will appear on such highly rated network shows as The Rookies, Streets of San Francisco, Thursday Movie of the Week, Police Woman, Saturday Movie, Midnight Special, SWAT, Late Movie and Emergency.

In January, four color, full page ads continue to tout the superiority of Sta-Puf blue over dryer added products and such entries as Downy, in Family Circle, Redbook, Ladies Home Journal, and Redbook's Young Mother. The magazines have a combined circulation of over 20 million.

Sta Puf pink single strength fabric softener was the biggest share gainer of single strength brands last year according to a new marketing promotion program from consumer products.

Sta Puf pink registered a 14.5 percent gain. Next was Easy Monday with 1.8 percent. All other single strength softeners lost shares. The brand also has registered share-of-market gains since May, following the introduction of dryer-added brands. In December, an on-package promotion offered

Jergens hand lotion. In April-June of next year, an on-label coupon will offer a personalized bath robe. Starting in January and running through March, Sta-Puf pink will be featured in a series of leading network TV game shows.

New soy bran ingredients to up fiber

Staley has culminated more than a year of intense research and development in fiber foods with the introduction of two high fiber food ingredients made from soybeans.

The products, Staley Soy Bran and Staley Refined Soy Bran, will be marketed by the protein division, agriproducts. They will be produced at Champaign. The basic ingredient of each product is soybean hulls.

High fiber foods are recognized today by many authorities as having specific nutritional benefits by improving the workings of the intestines, says Dr. Robert Schanefelt, director, food products, R & D. Dr. Schanefelt points out that in recent years, the American diet has lacked a significant amount of fiber as foods have become increasingly modified to remove fiber content.

Applications for the soy bran products included increasing the crude fiber content to two to six percent in cereals, bakery products, pancakes and snack foods. Pastas may also be fortified with bran. Soy bran can also act as a fat binder in sauces, gravies, salad dressings and chili.

According to Dr. Schanefelt, samples of each of the new products are now being tested by leading bakery and cereal companies. The company has devised formulas using the products in breads, oatmeal cookies, whole wheat dinner rolls, pancakes and sesame seed snack sticks.

Staley research personnel involved in formulating the soy bran products included Dr. Carl Hastings, group leader, food applications; Dr. Patricia Richmond, food technologist; Jack Tuschhoff, lab head, starch modification; Dale Maley, associate development engineer; Hunter Kickle, senior food technologist; Jim Ball, technician, and Al Morgan, food technologist.

StaleyNews

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Sandy Daum, steno-clerk, Champaign plant, turns away from the needle with a hopeful look that it doesn't hurt too much as the company offered swine flu inoculations to Champaign plant employees. Nearly one-half of the employees took advantage of the program. A similar success for the inoculations was also recorded at Morrisville, Oak Brook, Cicero and Decatur.

In the News...



Family man P/2



Sample man P/3



History man P/4

Anniversaries

35 Years

ARNOLD KUBOW, staff management accountant, agriproducts control

30 Years

FORREST VOGEL, LD tank car inspector, 60 building

LAWRENCE WARD, gateman, 40 building

ORAL PROFFITT, trucker, 20 building

HERBERT HASELEY, pack/load lead-

man, 20 building

FRED HOWERTON, senior mechanic,

electric

• WILLIAM ROARICK, senior mechanic, Satellite I

20 Years

RUTH BUECHLER, order entry assistant, industrial products, administration

15 Years

GEORGE NICHOLS, new products manager, industrial sales

10 Years

ART BLAKE, assistant director, corporate planning, financial

SAM JACKSON, assistant buyer, corporate purchasing

FRANK STEVENS, project leader, household products, consumer products

PATRICIA UTTERBACK, in process data input operator, corporate information systems

RICHARD WILLIAMS, manager

warehousing, industrial administration

RICHARD BRANDON, plant controller, Frankfort plant

RICHARD MOSIER, senior chemical engineer, agriproducts

5 Years

BETTY NEAGUS, stenographer, Gunther

GAIL DEANGELO, sales/accounting clerk, Morrisville

RAYMOND BENJAMIN, shift foreman, Morrisville

NARCISO ENCARNACION, quality

assurance technician, Morrisville

NARCISO EVANGELISTA, quality

assurance technician, Morrisville

STANLEY GWOZDZIEWICZ, instrument

technician, Morrisville

EDWARD O'BRIEN, maintenance foreman, Morrisville

ROBERT SCHWANKE, corporate control-

ler, corporate control

HERBERT SWINEFORD, quality assurance

technician, Morrisville

JOHN DUGAN, quality assurance technician

Morrisville

FRANCIS BEHN, shift foreman, Morrisville

THOMAS BRADLEY, shift foreman,

Morrisville

ROBERT BUSHNELL, shift foreman,

Morrisville

EDMOND FAIN, shift foreman, Morrisville



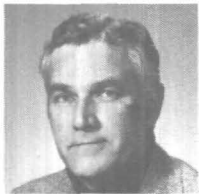
A. Kubow



L. Ward



H. Haseley



F. Howerton

JOSEPH MONSEAU, shift foreman, Morrisville

JERRY BAZZELL, Champaign plant

WILLIAM COMPTON, maintenance shift,

lead mechanic, Morrisville

GLENN JOHNSON, maintenance mech-

anic A, Morrisville

JAMES BREEN, maintenance mechanic C2,

Morrisville

FRANCIS DURNING, reactor room

operator, Morrisville

ALAN FRAZIER, roving operator-syrup,

Morrisville

JOHN GREENLEE III, lead operator,

preparation, Morrisville

TRUE RICHARDSON, JR., maintenace

mechanic A, Morrisville

GEORGE SABO, III, lead operator-prepara-

tion, Morrisville

JAMES SHARPE, maintenance stores clerk,

Morrisville

MICHAEL SMITH, roving operator A,

Morrisville

BERNARD STEELE, maintenance mechanic

B, Morrisville

ALBERT SULE, maintenance mechanic A,

Morrisville

JAMES WARD, maintenance mechanic TR

C2, Morrisville

VITO CAMMISA, lead operator-syrup,

Morrisville

ELLIOTT DEITCH, JR., maintenance man

A, Morrisville

EPHRAIM GONZALEZ, lubricator-main-

tenance, Morrisville

RUDOLPH KNOBLAUCH, maintenance

mechanic 'A', Morrisville

JESSE LUCAS, reactor operator - syrup

Morrisville

HERBERT LUTTRELL, maintenance

mechanic 'A', Morrisville

FRANCIS MATHEWS, JR., lead operator-

syrup, Morrisville

JOHN PIERSON, maintenance utility,

Morrisville

GEORGE RILEY, roving operator A,

Morrisville

LINDSAY ROBBINS, roving operator B,

syrup, Morrisville

JOSEPH SHALKOWSKI, lead operator-

syrup, Morrisville

JOHN SWECK, ion exchange operator,

Morrisville

GARVEY MITCHELL, ion exchange

operator, Morrisville

Staley News wrapup

Robinson elected NAACP head

Levander Robinson, senior mechanic, brickmasons, was elected to a two year term as president of the Decatur Chapter, National Association for the Advancement of Colored People. Levander takes office in January.

The City of Decatur has issued \$2.8 million in pollution control bonds and \$1 million in economic development bonds for the company. The pollution control bonds will finance a treatment facility for liquid wastes and an incinerator to help eliminate odors and dust. The economic development bonds will be used for a grain truck unloading facility and other items. The bonds do not put the city under any financial liability.

The Staley Employee Benefits Association in fiscal 1976 paid more than \$2.4 million in claims on behalf of employees and dependents. The Association processed over 22,000 claims.

Did you know that Staley purchases corn and soybeans for its Decatur operations from 45 central Illinois elevators? Add to this the elevators from which grain comes for soybean operations at Des Moines, Champaign, Frankfort and Fostoria and the number goes up considerably.

The protein division announces two new kosher products, Gunther's K-44 and K-88 whipping agents.

The food-grade vegetable proteins are produced by the enzymatic digestion of soybean protein. Characteristically, they are bland, light cream-colored, spray-dried powders that are completely soluble in hot or cold water and are functional over the entire pH range, the company says.

These new whipping agents have been certified kosher by the Union of Orthodox

Staley News

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

Manager, Employee Communications Dan Hines

Manager, Visual Communications Lee Jeske

Jewish Congregations of America. A copy of this certification is available upon request.

In controlled laboratory tests, the company has found that K-44 and K-88 have about twice the aerating efficiency of egg albumen.

Because of their powerful whipping and foaming properties, the K-series whipping agents can be used in sponge cakes, icings, mousses, beverages, confectionery work, prepared cake mixes, foam-mat drying, meringues, water ices and bar mixes.

The number of employees taking advantage of the Staley Tuition Reimbursement Plan in fiscal 1976 increased from 1975. For the year just completed, \$10,891.49 was paid in reimbursements to 95 employees who attended 204 courses at 14 different schools. The previous year, \$7,186.51 was paid to 78 employees who took 169 courses at eight schools.

Specialty feeds starts off 1977 with a promotional campaign for early shipment of Rabon blocks. The fly prevention blocks were a big success story for specialty feeds last year and it is believed that promotions to have the blocks in distributors' stores at the start of the fly breeding season, which is only three months away, will lead to a wide reception among first-time users.

The company has announced that it is closing its Pontiac, Mich., plant. The production of Sta-Puf blue and Sno-Bol liquid cleaner formerly done at Pontiac will be shifted to the new regional manufacturing and distribution center at Broadview, Ill. The Pontiac plant will remain open for several months as production at Broadview begins.

Mooths named 'top family'

Decatur and Staley have their own "first family." It's the Bob Mooth family which this year was named the Decatur area family of the year, an observance of National Family Week. Bob is senior applications chemist.

Bob's family which has five children--William, 15; David, 14; Leanne, 8; Karyn, 5, and Steven, 1--was nominated for the honor by two friends. The nomination was based upon the closeness of the family, its role in the lives of each member and community and church activities.

"I was surprised," Bob recalls. "We're a family like many other. We have our problems, heaven knows, but the one thing we have strived for is to create an atmosphere where the children can come to us with their problems, and we try to solve them as a family."

Bob's intense family interest is an outgrowth of his membership in the Church of Jesus Christ of Latter Day Saints, commonly referred to as Mormons. The Church worldwide sets aside each Monday evening as "family night" and even publishes booklets with suggestions of family activities and studies. Also, Bob's family will have "special night." "Sometimes, it's Honor Father Night. Another time, we may choose mother. And then other times, we may decide to honor one of the children," he explains. The important point is that the family "gets together."

"In an age when everyone is more interested in 'doing their own thing' than caring about each other, we believe it is more important than ever to strengthen the role of the family," explains Bob. "People are forgetting what it's like to have a good family life, and that's unfortunate."



Bob Mooth and his family discuss the Christmas story during Family Night.

Sending samples--an important first impression

Editor's Note: There are hundreds of different types of jobs at Staley. Each is important to the company's success. But some of them are generally unnoticed because they don't demand large staffs or expensive equipment. In the next few months, Staley News will examine some of these strategic--but often unknown--jobs and employees at locations around Staley.

How does it feel to be someone's right hand? Ask John Brown, stock-sample clerk, quality assurance, and Lee Owens, stock-sample clerk, quality assurance.

Although some people might not realize it, sampling of Staley products by prospective customers is an important part of the company's sales success. For example, if a salesman believes that a particular product--food or industrial starch, corn sweetener or protein addition--might meet a prospect's manufacturing needs, he must first get a sample of that product into the customer's hands. That's where John and Lee enter the picture.

The request for an industrial products group sample is given to the technical services department which notifies John and Lee of the type and quantity of product needed, and where it is to be sent.

Each group within the company handles sample requests in a similar fashion within its organization.

Hoyt Coverstone, foreman, control lab, who supervises the two men, explains the important role each now has: "We have many varieties of different types of products, so these guys have to make sure that they are getting exactly the right type. An example is Stayco starches. There are



John Brown, left, and Lee Owens prepare samples.

nearly 10 different types, and if the wrong one were sent, the results would be embarrassing.

"But Lee and John are conscientious about their work and take great pains to make sure everything is all right. That includes quality control checks on each outgoing shipment."

As many as 30 requests daily may be processed by the two-man crew. And each request may be for several items. An example is a 12-pack of starches in one-pound square plastic jars.

"We try to make sure the packages are neat looking and well protected," says John. "Appearance of a product is important. We don't want bad labels, crushed containers or spilled product."

Lee agrees, pointing out that the items he and John prepare are often the first contact the prospective customer will have with a Staley product. "We're the first link in the plant's contact with customers," he continues. "We want that first impression to be a good one."

How many samples have the two sent out over the years? Both agree that the yearly figure would be about 5,000 requests per year.

Speed is sometimes as important as accuracy in filling an order. Gene Daniels, assistant manager, technical services, says that the quick followup action of Lee and John--sometimes with requests that must be filled in less than 24 hours--has enabled customers to make the quick evaluation of products that leads to sales.

Some changes have taken place over the years. Samples are sent only in quart unbreakable bottles. Stocks of those products which are most requested are kept on hand and frequently sampled by Lee and John.

On the move

AGRIPRODUCTS

KENNETH GALLAGHER from assistant plant controller, Champaign, to merchandiser, Des Moines plant
ROBERT RICHARDS from shift foreman, protein, to assistant foreman, maintenance-protein, agriproducts

STEVE GASTON from crude oil trading assistant to merchandising manager-refined oil

INDUSTRIAL

STEPHEN HYNDS from relief night superintendent to night maintenance supervisor, industrial manufacturing

JANET LOGAN from messenger-office to secretary/industrial starch sales, paper & textile

CORPORATE

MYUNG KIM from project engineer to senior project engineer

ED KOVAL from director, operations, international, to director/international division

DAWN DRURY from secretary, corporate planning to cashier, financial

CONSUMER

LEN WOODS from quality assurance technician to package line supervisor, manufacturing, Cicero plant

LYNN MANGRUM from control clerk to promotion control and/brokerage clerk, Oak Brook



S. Gaston



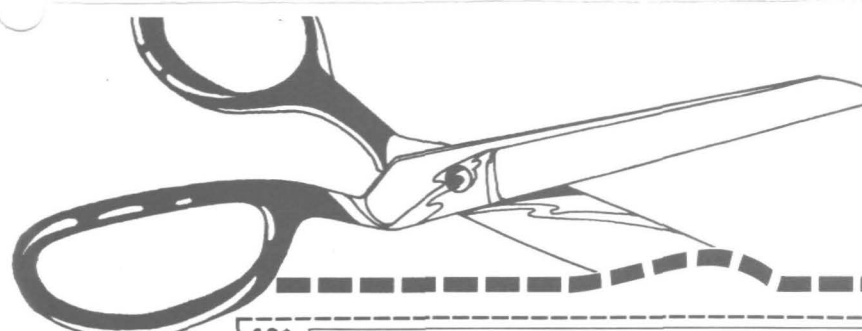
S. Hynds



M. Kim



D. Drury



Clip & Save 60¢

on these great Staley brands.

10¢ STORE COUPON

Save 10¢ on Staley Syrup

MR. GROCER: Your Staley representative will pay you 10¢ plus 5¢ handling charge for each of these coupons. Or mail direct to A. E. Staley Mfg. Co., Redemption Center, P.O. Box 1242, Clinton, Iowa 52734. Invoices proving purchase of sufficient stock of our brand 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 1/10th of 1¢.

LIMIT--ONE COUPON PER PURCHASE. OFFER EXPIRES AUGUST 31, 1977. 98131

10¢ STORE COUPON

10¢ STORE COUPON

Save 10¢ on Sno Bol Liquid

MR. GROCER: Your Staley representative will pay you 10¢ plus 5¢ handling charge for each of these coupons. Or mail direct to A. E. Staley Mfg. Co., Redemption Center, P.O. Box 1242, Clinton, Iowa 52734. Invoices proving purchase of sufficient stock of our brand 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 1/10th of 1¢.

LIMIT--ONE COUPON PER PURCHASE. OFFER EXPIRES AUGUST 31, 1977. 97322

10¢ STORE COUPON

10¢ STORE COUPON

Save 10¢ on Sta-Puf Concentrate

MR. GROCER: Your Staley representative will pay you 10¢ plus 5¢ handling charge for each of these coupons. Or mail direct to A. E. Staley Mfg. Co., Redemption Center, P.O. Box 1242, Clinton, Iowa 52734. Invoices proving purchase of sufficient stock of our brand 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 1/10th of 1¢.

LIMIT--ONE COUPON PER PURCHASE. OFFER EXPIRES AUGUST 31, 1977. 97587

10¢ STORE COUPON

10¢ STORE COUPON

Save 10¢ on Sno Bol Automatic

MR. GROCER: Your Staley representative will pay you 10¢ plus 5¢ handling charge for each of these coupons. Or mail direct to A. E. Staley Mfg. Co., Redemption Center, P.O. Box 1242, Clinton, Iowa 52734. Invoices proving purchase of sufficient stock of our brand 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 1/10th of 1¢.

LIMIT--ONE COUPON PER PURCHASE. OFFER EXPIRES AUGUST 31, 1977. 97829

10¢ STORE COUPON

10¢ STORE COUPON

Save 10¢ on wagner fruit drink

MR. GROCER: Your Staley representative will pay you 10¢ plus 5¢ handling charge for each of these coupons. Or mail direct to A. E. Staley Mfg. Co., Redemption Center, P.O. Box 1242, Clinton, Iowa 52734. Invoices proving purchase of sufficient stock of our brand 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 1/10th of 1¢.

LIMIT--ONE COUPON PER PURCHASE. OFFER EXPIRES AUGUST 31, 1977. 99668

10¢ STORE COUPON

10¢ STORE COUPON

Save 10¢ on Sta-Puf Pink

MR. GROCER: Your Staley representative will pay you 10¢ plus 5¢ handling charge for each of these coupons. Or mail direct to A. E. Staley Mfg. Co., Redemption Center, P.O. Box 1242, Clinton, Iowa 52734. Invoices proving purchase of sufficient stock of our brand 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 1/10th of 1¢.

LIMIT--ONE COUPON PER PURCHASE. OFFER EXPIRES AUGUST 31, 1977. 97139

10¢ STORE COUPON

1976 wrapup

(Continued from Page 1)

vision commercials. A variety of Staley food ingredients--modified food starches, proteins, high fructose, Procon and Bland 50--are featured at IFT show in California.

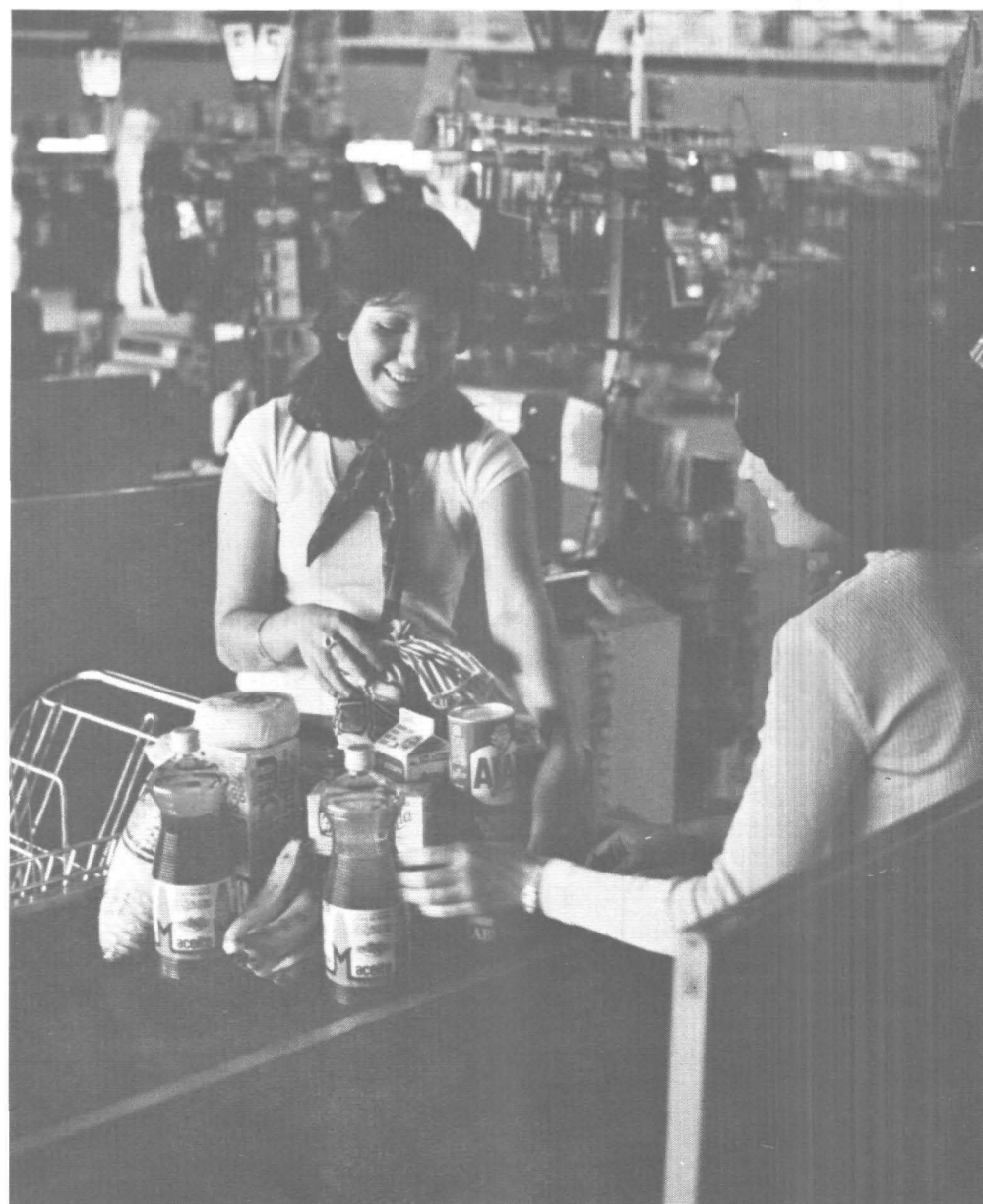
July--Demand for products remains high, but third quarter statement shows earnings of \$12 million compared to \$14.1 million the previous year. Sales increase to \$230.8 million, compared to \$185.2 million. For the nine months, earnings are \$32.5 million compared to \$38.7 million the previous year. Sales stand at \$568.2 million versus \$586.7 million. First truckload shipments of Procon, Bland 50 are made. Construction starts on a pilot treatment system utilizing a narrow shaft, deep hole method. It's the only one of its type in the U.S. Houlton announces plans to upgrade environmental system. Plans for Retirees Association announced. More than 150 Staley employees and members of their families travel to St. Louis in annual trek to see the Cards and Cubs play. International introduces a new corn oil for consumers in Mexico. Expansion starts at Monte Vista on new laboratory, maintenance shop and storage area. Company begins using new method of producing IsoSweet. Behind-the-scenes activity in preparation for Lafayette picks up with instruction in the Fox 1 computer being offered by Decatur data processing to Lafayette employees. Arlington plant sets shipping marks.

August--Retirees Association forms, plans first annual dinner in October. Procon used by government in test program to provide low cost, yet nutritious meals for aged. New alcoholism brochure made available to all employees. Staley licenses technology of starch recovery unit to Salvo Corporation. Two national accounts--K-Mart and Victoria Station--choose Staley Bacon Bits from consumer products for use at salad bars across the nation. First shipments of IsoSweet 100 are made to Canada. Staley team wins state industrial league slow pitch softball tourney.

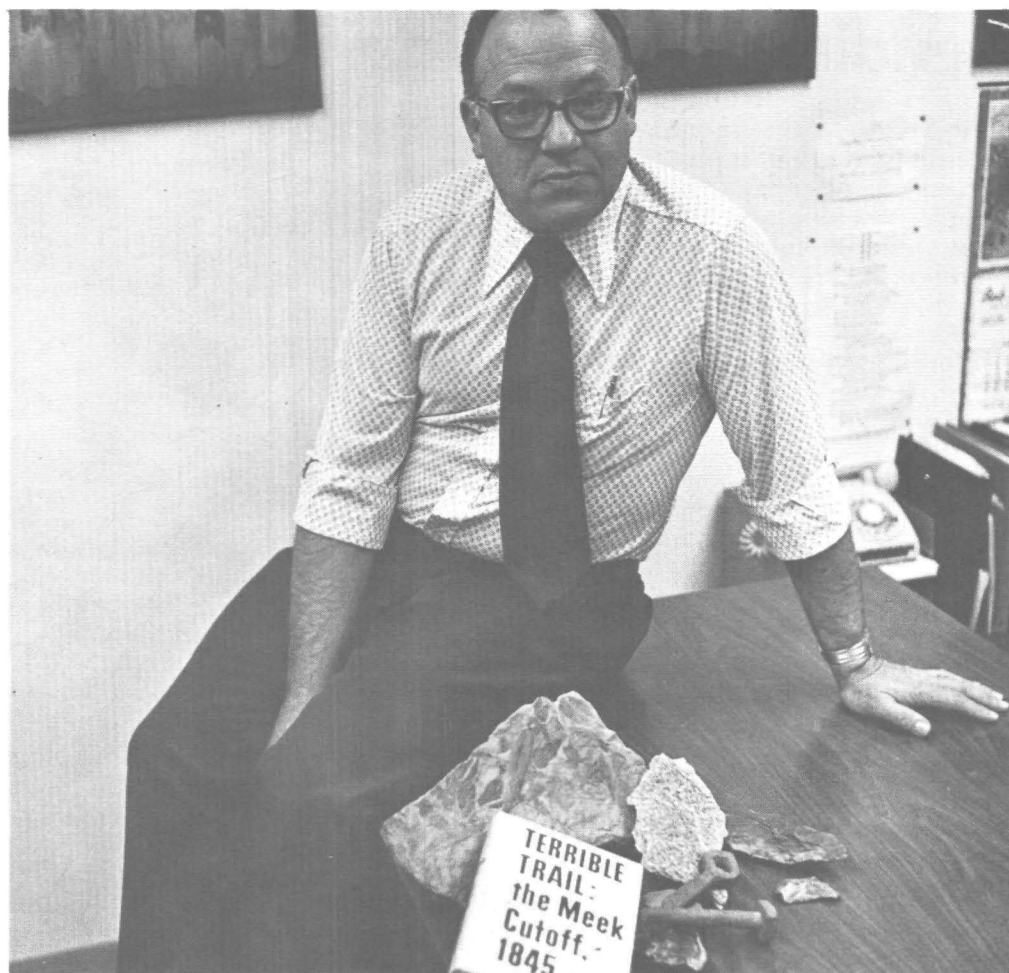
September--Two consumer products entries make market moves as 15 + 1 Wagner drinks go national, and Sta-Puf blue introduces 96-ounce size bottle. New tank car washing facility at 17 building opens. In what is the largest event for employees in recent history, nearly 1,000 employees and members of their families turn out at University of Illinois for Staley Day activities. The day starts with a "Tailgate Party" at the Round Barn in Champaign. The SuperStars repeat as slow-pitch champs, while the IsoSweets walk off with women's honors for the second straight year and take the title in the first women's tourney.

October--Sno-Bol share nationwide hits all time high of 9.1 percent, a jump from 6.9 percent the previous year. United Way campaign at Decatur reaches record amount with more than \$132,000 being raised. The figure includes the corporate and employee gift. Morrisville waste treatment plant uses new bacteria, exceeds plant's design efficiency in reducing BOD (biological oxygen demand) from its wastes. Consumer products announces plans to move offices within Oak Brook. Champaign plant sets production record of edible protein, exceeding plant design capacity by 10 percent. While demand for products remains strong and sales for the year come in at \$819.3 million, up from the previous year's \$776.7 million, earnings drop from \$50.3 million to \$37.6 million. Merger of Gregg's into Staley approved by Gregg's shareholders. Safety Spirit of '76 statistics show that four plants--Galesburg, Vico, Murtaugh and Chicago Warehouse--complete the year without a lost time injury. At Decatur, the severity rate drops from 1,004 to 95, one of the best in the plant's history. Monte Vista sets a starch drying record. Staley employees taste test cola and lemon lime drinks flavored with sucrose and with sucrose blended with IsoSweet 5500. The results--IsoSweet 5500 can be used with either drink with no adverse effects.

November--Company announces revised service award plans in attempt to increase recognition for long service. Consumer products acquires new regional distribution and manufacturing plant in Broadview, Ill. Pilot waste treatment facility at Decatur starts. Method utilizes "deep hole" method. Tom Frearson named consumer's manager of year. Decatur Memorial Hospital dedicates bas relief of A. E. Staley, Jr.



Maceite corn oil was introduced by the international division to Mexican consumers. The product was made possible by expanded capacity of the Guadalajara plant.



Lowell Tiller with some Oregon historical artifacts.

Search for rich heritage becomes Lowell's avocation

During the time he is working as food services manager for Gregg's Food Products, Lowell Tiller's world is filled with the company's products. But, Lowell lives in another world--one populated with dinosaurs, early American Indians and white settlers struggling along the Oregon Trail.

Lowell's "other world" consists of the rich history of Oregon. His efforts in researching and writing about that history have earned him a reputation as one of the state's authorities on its past.

Lowell is a native Oregonian. He can recall how, as a child, he and his family would search caves for Indian artifacts. That was the beginning of an extensive collection of arrowheads and grinding and scraping tools of the Oregon tribes.

"Looking for Indian artifacts comes natural to young people in Oregon," Lowell explains. "The Columbia River once was the richest area in the nation for finding Indian tools. But many have been picked over now, and other natural streams have been flooded by dams."

One of the Tiller family's proudest finds was a dinosaur which Lowell's brother first uncovered, and then sought Lowell's assistance before turning the project over to the state university. Lowell today prizes a piece of the shoulder blade of that pre-historic beast.

But that's not the oldest artifact of Oregon history he owns. Another prized possession is a rock containing fossilized leaves that may be as old as 10 million years.

It is the settlement of Oregon that captures Lowell's imagination, though. Several years ago, he co-authored a book on the Meek Trail. Stephen Meek was a wagon master, hunter and trapper who tried to forge a new Oregon trail. But the group got lost in the vast desert which makes up

so much of the eastern half of the state. And even after the settlers straggled back to civilization, exactly where they had been was a mystery, even to those who were with the wagon train.

The question of location took on added importance with the announcement that the wagon train had discovered gold as it wandered lost in the desert. But, despite speculation and intensive searching for more than a century, no one has been able to fully track the path the lost train took.

But Lowell was sure he could help solve the mystery, and was actually able to uncover tracks of the wagon wheels.

"Remember, no person has been along some of those areas for a century, and the impression of tracks, plus the evidences of camp sites and work areas are untouched. It's like the train passed through only yesterday. We can find tools, wagon tracks, and once even found the path used to take wagons down a hill side."

Still, Lowell and his co-author, a University of Oregon professor, did not solve the complete mystery--or find the gold mine--despite six years of research. "We made a couple of errors, which were later corrected by other writers," Lowell admits. But he adds that the book made a contribution to a better understanding of what did happen to Meek's Lost Trail.

Currently, Lowell is continuing his research on the Meek trail and other routes used by settlers as they forged westward. Consideration was given to publishing another book, but the state historical society heard of Lowell's work and asked that instead the story be published as a series of articles in the state's historical journal. Lowell readily agreed, pointing out that to be asked to contribute to such a journal is a recognition of the highest order for a historian.

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