

StaleyNews

Volume XIX/No. 12 Decatur, Illinois/December, 1977



It is not a crystal ball but these four apprentice grads have their eyes set on their future at Staley. They are graduates of the machinists apprentice program. Left to right—Glen Funk, Robert Stanberry, John Hunt and George Henne. Additional pictures and stories inside.

Employees 'roll up sleeves' to get job done in 1977

Chairman Donald E. Nordlund has cited 1977 as a year of dramatic challenges for Staley and its employees. He notes that in spite of what some might consider adverse conditions, Staley men and women "rolled up their sleeves" to get the job done. The results included the third best year ever for profits and the first billion dollar sales year. It was also a time of continued growth and expansion. The following summary spotlights some of the events which made the year unique.

January--Production of IsoSweet 5500 (55 percent high fructose syrup) begins at Decatur. Expansion begins on new unit at Decatur to hydrogenate oil for use in salad dressings, margarines and frying fats. Company agrees to acquire assets of Lincoln Commodities, since renamed Lincoln-Staley Commodities, one of the top 10 firms of its kind in the nation. A once-in-a-century cold spell leaves employees trembling from wind chill factors of as much as 70 below zero, but plants continue operations. First quarter earnings for fiscal year show sales of \$239.3 million, but earnings drop to \$6 million.

February--Des Moines plant in "startup" phase for new facility. Shareholders at annual meeting hear Chairman Nordlund praise employee efforts to keep plants operational during winter cold spell. Consumer maps plans for increased share of military markets. Bonstedt-Cole of Philadelphia named top consumer broker of the year. New "bubble"--82 feet wide by 152 feet long--completed at Houlton to help keep waste treatment plant operational. Two new directors--William Barnes III, chairman and chief executive officer of the Citizens National Bank of Decatur, and Donald C. Miller, vice chairman of the Continental Illinois Corporation and Continental Bank, Chicago--elected to board. International receives award from National Maritime Council for support of American shipping. Survey reveals Staley marketing and research ranks at top for paper manufacturers. Staley safety mark tops in grain processing industry.

March--Chairman Nordlund speaks to Sugar Club in New York, says new fructose products to affect demand. Rabon introduced in loose feed form. Consumer unveils dramatic back-lighted mural displaying products at Oak Brook office. More than 600 on hand at 30th annual service awards dinner as spouses are invited for first time. A bit of Staley history uncovered with discovery in Pennsylvania of 1906 ad poster, baking powder cans.

April--First line starts at Broadview Plant, regional manufacturing and distribution center for consumer products. Protein division gives first showing of new slide sales promo. Agreement reached for purchase of Ging, Inc., country elevators. James L. Rogula named vice president, consumer products/Oak Brook. Sales for first six months up to \$514.4 million from \$337.4 million, but earnings dip from \$20.5 million to \$12.2 million. Report reveals that Procon soy concentrate helps cut feeding costs for aged in test program in Phoenix.

May--Sugar subsidy plan of Carter Administration rapped by CRA, Staley. Congressional showdown appears imminent. Sta-Puf blue starts increased advertising program. Dr. Richard Hahn, director, development and research, says private sector essential to feeding world's hungry, claims planners often overlook contribution private segment can make. Ging Elevators in south central Illinois become part of Staley agriproducts group.

June--ALMEX in final phases of four-year expansion program in Guadalajara, Mexico, for increased starch production. Cream Corn Starch undergoes first package label change in 80-year history. Morrisville sets new tank truck shipping mark, with more than 1,000 trucks being filled and shipped. Decatur Plant moves to meet population equivalent quotas of Decatur Sanitary District by altering production schedules and product mix. Corn Refiners

(Continued on Page 4)

Sta-Puf blue aims at dryer-added category

Sta-Puf blue fabric softener is making a bold move to capture a share of the growing dryer-added softener market. Dryer-added softeners have been one of the fastest growing segments of the category, but Staley has not had a dryer entry.

The new concept will allow users to add Sta-Puf blue concentrate in the dryer by simply pouring it onto a face cloth which is then placed in the dryer. The softening qualities and anti-static properties of the approach have been tested and found to be superior to those of ordinary dryer-added products, says Jim Legat, product manager.

Also, the unique formula of Sta-Puf blue makes it the only national liquid fabric softener which can be used in this manner. The cost is also lower than when using dryer-added products.

The new use will be introduced to the public in January with network TV commercials and a shopping center sampling program in which free samples will be given to millions

of customers in the top 30 markets in the country. The Sta-Puf blue label will also highlight the new capabilities of the softener.

Jim says that studies have revealed that many users of liquid fabric softeners forget to add them during the proper cycle. As a result, they either use no softener at all, or turn to one of the dryer-added products.

"Now, though, with Sta-Puf blue, the user will have the opportunity to add it during the normal cycle, or in the dryer--whichever is the most convenient for them," Jim explains. "This extra convenience, plus the cost savings, combine to make Sta-Puf blue even more attractive to customers than ever. And, of course, we can still point to the superior softening absorbency and fresh scent of Sta-Puf blue."

Sta-Puf blue and pink combined are the second largest liquid brand name being sold.

Lee's camera captures Staley color, excitement

The annual report has been mailed to employees and one of the hits of the report has been the brilliant color photography.

How, many people have asked, does a company get such color pictures? And therein lies the tale of hours of meticulous work by Lee Jeske and Norma Allsup of Staley's visual communications division.

Actually, the annual report is only the most recent example of Lee's expertise. He twice has been named the top professional photographer in the state of Illinois, and each year, he is given several assignments that require similar skills. And, especially for the studio shots, Norma is a valuable aide.

For example, to shoot each of the color pictures in this year's annual report required not only hours of planning with designers, but untold hours of "staging." Each item has to be arranged "just right." Then, there's the concern about the lighting and the way the colors come together. And what about a backdrop?

These were just some of the considerations faced time and time again. Generally to get a satisfactory picture to Lee's standards, a full day's work or more is required. He shoots and reshoots. A handy device is a special Polaroid camera which will deliver almost instant 5 by 7 inch color pictures which, while not suitable for reproduction, do allow Lee a sample to judge what the final print will look like.

While Lee will use a camera which provides a 2 1/4 inch by 2 1/4 inch negative for some studio shots, all the annual report photos were taken with a studio camera which provides an 8 x 10 inch color transparency. Try and do that with a pocket camera!

Another example of the painstaking work required in studio photography was provided recently when Lee and Norma began work on color photos to be used in a new Chinese cookbook featuring recipes utilizing Cream Corn Starch.

For days, the first floor of the administration building smelled like a Cantonese restaurant. Lee used Chinese decorations and settings, many of them purchased specially from New York's Chinatown.

In most of the dishes, Cream Corn Starch was used for a highly specialized purpose, and much of the work consisted of proper arrangements of uncooked fish, fried rice, and even Chinese tea in small cups.

That's the way it is when you're striving to present Staley and its products in the best, most colorful way possible. It's a task that Lee Jeske has tackled in slide presentations, annual reports, cookbooks, and advertisements for more than 20 years.

Previously, Lee was a highly successful portrait photographer in Champaign, Ill. That's a talent that has worked for the Staley Company, too, as he has taken portraits of key personnel of many of our top customers. Salesmen around the nation have said repeatedly that the quality of Lee's portraits is one of the top good-will tools of the company, and when they bring customers to visit Decatur, they usually schedule their guests for a session with Lee.

Lee's current assignment? Actually, they are ongoing and run concurrently. But Staley people at any location are likely to see him at their plant or sales office, cameras slung over his shoulder as he goes about his job of shooting the pictures that will present Staley to customers, shareholders, employees and the general public.

Bears' great aids drive

A former Chicago Bears' great has lent his name to the fund drive for the Halas Scholarship which has been established by the company at the University of Illinois in recognition of the 1920-21-22 Staley football team formed and coached by George Halas.

Sid Luckman, the first T formation quarterback in professional football is asking more than 150 former Bears' players to contribute to the fund. Luckman was a standout college quarterback at Columbia University before joining the Bears and, in 1940, he was the quarterback of the Bears' team which demolished the Washington Redskins 73-0 in the National Football League championship game.

Many observers believe that game signaled the start of modern football with its sophisticated formations and fast-paced action.

Luckman continued as the Bears' quarterback for several years, becoming the premier signal caller and passer in the NFL.

In the letter he mailed to Bears' alumni, Luckman points out that a donation to the Halas Scholarship is a "unique opportunity to honor George Halas" by joining the Staley Company and its employees in observance of the founding of the Decatur Staleys, the team which would later become the Chicago Bears.

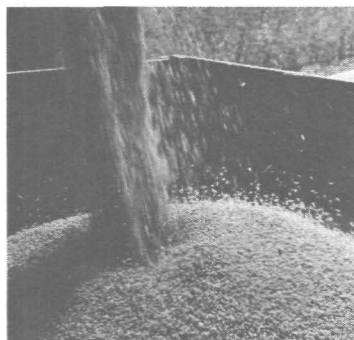
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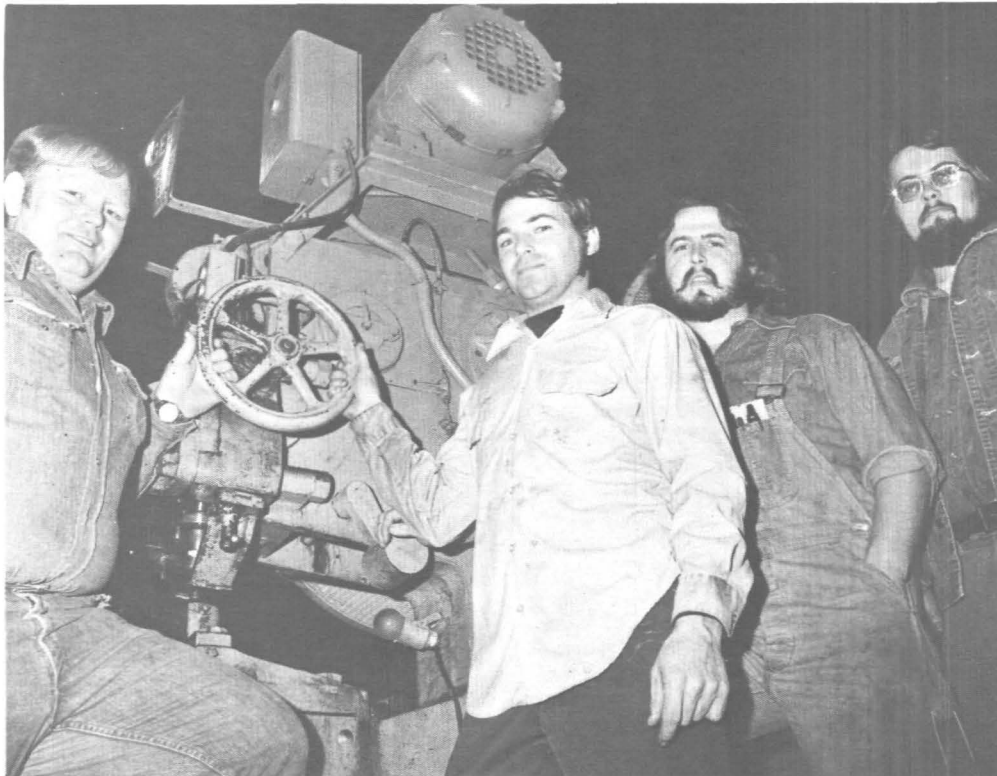
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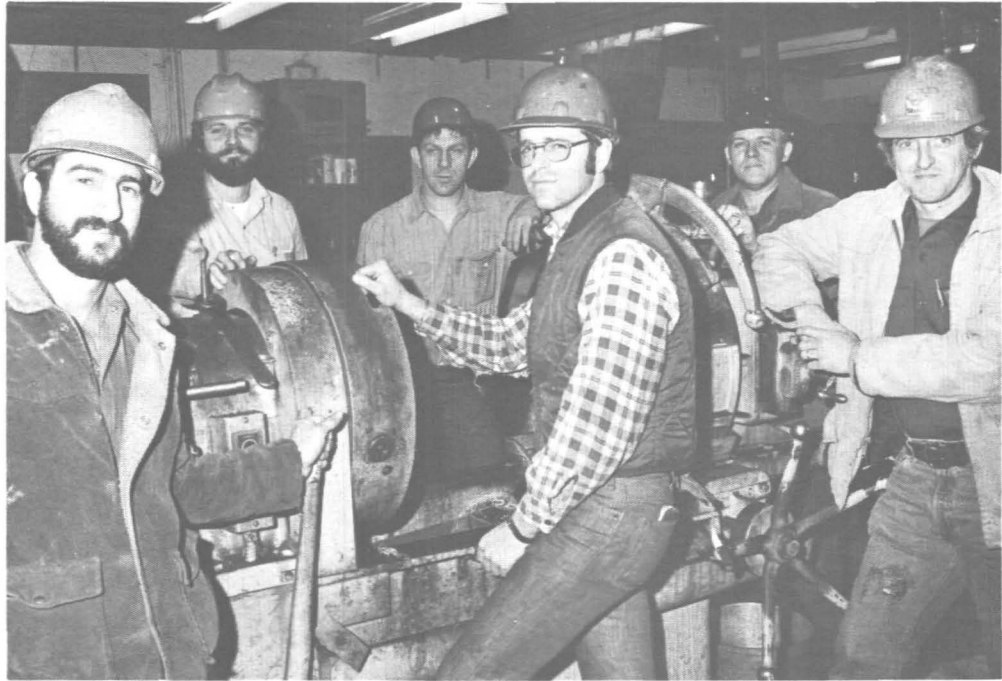
Founder P/3



Grain P/4



Boilermakers--left to right--Gary Still, Donald Lee Miller, Hubert Linn and John Hawthorne.



Pipefitters--left to right--William Hunt, Michael Wainscott, Bruce Kaylor, Wayne Schmahl, Floyd Eads and Roger Vandoren.



Millwrights--Left, Danny Gamble and Douglas Daily, right.



Electrician Bob Brandon.

Apprentices master skills with work, training

From the time man has had trades, the position of apprentice has been a special one. In early history, it was a special honor to hold one of the few apprenticeships open. Today, apprentice programs are far more widespread, thanks to the advances of modern industry, but still, to become an apprentice is to enter upon a program of formal training, and long hours of special study with the goal of mastering the techniques of a trade.

The apprentice program at Staley exemplifies that goal. Employees may enter one of seven programs--millwrights, boiler-makers, tinnerns, electricians, millwrights, pipefitters or machinists.

Staley began its apprentice program more than 30 years ago. Since that time, it has graduated hundreds of employees.

This year, there were 32 graduates. This page is a salute to all the apprentice grads over the years, but especially to the Class of '77.



Millwrights--Top to bottom--Jack Krohn, Ray Marshall, Don Moore and Jordan Smith, foreman.



Electricians--left to right--Roger Waggoner, Jesse Thompson, Henry English, Marion Page and Cecil Barr, foreman.



Tinnerns--left to right--James Schable, Gary Lamb, David Daniels, Gary Still, Scotty Ooton, Mark Hammer and Richard Schable.

Company fulfillment of A. E. Staley Sr's dream

Editor's Note: As the Staley Company continues to grow, acquiring facilities, adding employees and enlarging its product line, it might seem to some that it is "different" from what it was. But, some things never change. In researching Staley history, we discovered this profile on the company's founder, A. E. Staley, Sr. It appeared in a 1926 issue of American Magazine. Because its flavor and style capture the essence of Mr. Staley, Sr., we decided to condense it for Staley News readers. It was a time when American business leaders were looked upon as models for society. After reading this first-person interview with Mr. Staley, Sr., we think you can see why, and understand why the ideals he espoused—honesty, thrift, loyalty and hard work—are qualities which even today make the Staley Company the unique organization it is.

"I'm goin' to be a businessman!"

That was the secret ambition that stirred persistently in the heart of Gene Staley—Augustus Eugene Staley, to be precise—this North Carolina farmer lad whose home was so remote, whose people were so poor, whose education so slender, whose knowledge of things beyond a few neighboring places—Randleman, Franklinsville, Cedar Falls, Ramseur, Greensboro—so slight and hazy.

The farmer wanted his boy to become a minister; or, failing that, a farmer. But neither farming nor the ministry interested Gene. Business did. Shucking corn, picking cotton, destroying tobacco worms, plowing, doing chores, all such tasks he looked on as mighty hard work. But taking farm truck to market and selling it was pleasure.

"As I look back on it, we were poor," he said me. "We never lacked for food, and we had clothes, because we raised the cotton, and my mother spun the yarn and wove the cloth herself in our kitchen. But we never had more than just a bare living."

The Staley farm consisted of about two hundred and sixty-five wooded and hilly acres. In those days the land was not worth more than two or three dollars an acre. Neither Staley's father nor mother had much education, though they came of fine old English stock. Staley's own education was of the slightest.

"We got maybe two months of free school in the winter," he said, "never more. The rest of the time we worked on the farm. The only textbook I ever had was a copy of Webster's old blue-backed speller. From that we were taught to read, spell, and write."

When Gene was sixteen years old his father died, leaving his mother with Gene, who was the eldest child, a young brother and two still younger sisters.

Gene had no taste for farm work, and he succeeded in persuading his mother to let him go to Greensboro, the nearest large town, some twenty miles away, and go into business. With some effort he landed a job in a hardware store, with wages of fifteen dollars a month (ten of which went for board), and the understanding that he was to learn the business and be given a chance to sell. He had a strong liking for salesmanship.

Fired

"I started working there in September with high hopes," Mr. Staley said, "and I thought I was doing well. But just before Christmas the manager called me to his office, and without any previous warning of his intentions told me I was fired."

"'You'll never make a business man,' he said. "'Go to Seargent's Foundry and get a job where they can use your brute strength. You'll never be any good at anything else.'"

"'You can fire me,' I said, as soon as I could get control of myself, 'but you can't kill my ambition! Some day, if I live, I will be the head of a business as big as this!'"



"I went home and spent an unhappy Christmas with my folks. It was only in the years that followed that I came to realize that being fired from my first job was the most important thing that ever happened in my business career. It cut terribly deep. But the experience put it up to me to prove that I had something in me."

What to some boys might have been a crushing blow or an easy excuse to give up trying hard, to Staley was a challenge. With the grit born of determination he returned to Greensboro after the holidays, and succeeded by sheer insistence in being given a chance to try selling on the road for a small tobacco manufacturing concern.

The memory of his first experience was vivid in his mind, of course, and he wasted no time: he sold goods! He worked for a commission; and at the end of the year, on his first visit home after securing the new job, Gene Staley brought his earnings in a lump sum to his mother. Money, actual cash in any quantity, was a rare sight in that household.

Honesty

"It wasn't so very much that I brought her," Mr. Staley told me, "yet it looked like a fortune to her and to me—and it seemed more than any boy in his teens could justly earn. So it was wholly natural that Mother had her doubts about me, for the first, and I think, last time in her life."

"I assured her I did, and explained my sales and commissions. But she felt she must know. So in the early hours of morning she rode twenty miles to Greensboro to see my employer and find out that what I said was true. All her life she bitterly regretted that momentary distrust of me, a distrust born of our poverty and lack of knowledge of the world. But it was a chastening experience for me. I saw how deep a sorrow my dishonesty, had I been dishonest, could have brought."

In the years that followed, young Staley traveled from these back country boyhood ways and had a varied experience selling goods for several concerns. A manufacturer of baking powder was one of his employers, a concern making flavoring extracts was another, a second baking powder company was a third.

"Up to the time I was thirty, I was selling and roving, with no fixed home of my own. But a young lady I met in Chicago had a good deal to do with changing my viewpoint. She consented to marry me, but with the understanding that we were to have a home, and I was to arrange to be at home. So I decided to go into business for myself."

"I hadn't saved any money. A considerable share of my earnings had gone back to the folks on the farm. What I earned came in every week and went out every week. I never cared to lay up money just for the sake of having it—never did, and don't now. But I managed to get together fifteen hundred dollars. That was the entire capital on which this business was founded."

"In calling on the grocery trade, I had noticed for years that starch was one article which no grocer ever seemed to be without, and it always sold out. It looked to me as if that ought to be a good business, so I went into it. That was in 1897."



"I bought my starch in bulk from the big manufacturers, packing it with my own hands, up in a cheap little loft room I rented in Baltimore for two hundred dollars a year. As soon as I had a supply packed I went out and sold it. I was the entire staff, as well as the head of the business. I didn't look forward, then, to developing a big business. I felt that if I could get to the point where I earned five thousand dollars a year, above my expenses and the cost of my goods, I would be satisfied and happy."

"It was a hard, hard struggle. The amount of money I had saved was altogether too small to swing the business. In the toughest school of all, experience, I learned just how many pennies make a dollar. My whole manner of living underwent a change. From spending freely and stopping at the best hotels, I began spending almost nothing on myself. My living quarters were in a hall bedroom hardly wider than a desk. For this room and my board I paid three dollars and a half a week. As my fifteen hundred dollars dwindled and disappeared, there was many a day when I hadn't even a nickel in my pocket to buy a sandwich for lunch! I would work all day packing starch, walk home to supper—no money for street-car fare, of course—and walk back again in the evening to attend to my correspondence and books. Then, in a day or so, I'd go out and sell enough to get along the next time."

"I was satisfied from my experience in selling other grocery products that the third year was critical for me. The first year, I felt, I couldn't expect to do much because people didn't know me. The second year I hoped to get by without too big a loss. But I was convinced I must finish the third year with at least an even break, or else quit the business. The first year my sales were about seventeen hundred dollars and the second year five thousand. I lost money both years. The third year sales went up to nine thousand, and I made a profit. After that they climbed steadily. The fourth year I sold seventeen thousand, the fifth year thirty-three thousand, the sixth year forty-nine thousand, and so on."

Rough sailing

"But it wasn't clear sailing. In 1904, I was wiped out, along with many others by the great Baltimore fire. I carried sufficient insurance; but it proved worthless, for the companies I was insured in had such heavy liabilities in Baltimore that the fire ruined them too. I thought I was through then, and in a very dejected frame of mind went to call on a banker with whom I had a small line of credit."

"This man was a fine, shrewd old Quaker who had taken considerable interest in me. When I was still struggling for a mere start, he used to invite me into his room to talk about my plans and ideas. Once he amazed me by saying:

"'Mr. Staley, on the face of your financial report, I have no right to lend you a penny; but as a moral risk, I could loan you the bank!'"

"At the start, as I said, I bought my starch from the manufacturers in bulk."

"As time went on and my business grew, and starch manufacturing to more and more into the hands of a few big companies, they weren't so eager as they once were to sell to me. My business interfered somewhat with

profits they wanted to keep for themselves. I decided to start manufacturing on my own account. This, I knew, would take a great deal more money than I had or could reasonably hope to get through ordinary channels, so I decided to incorporate my business, and sell enough stock to finance a factory."

Staley had no influence to gain him a hearing in quarters where big undertakings are financed, and he had to tackle the job by himself, in his own way. What happened makes a remarkable story. He found twenty-six grocers who were willing to back his enterprise.

With the proceeds of this stock sale as his working capital, Staley purchased a factory at a bargain price in Decatur, Illinois, and opened it for business in 1912.

It was long after office hours, and nearly everyone else had gone when Mr. Staley and I left his office and walked through the deserted building.

But just outside, beyond a cemented courtyard, all was as busy as ever, with the roar of machinery and many men coming and going. The plant which, in 1912, had a modest appetite for a thousand bushels of corn a day, has grown by leaps, and to-day is a huge place, occupying forty-nine buildings in Decatur alone, in addition to those belonging to the original business, greatly enlarged, in Baltimore.

It sells all over the civilized world; employs fifteen hundred people; grinds corn by day and by night, at the rate of forty thousand bushels a day, making it perhaps the largest independently owned factory for the manufacture of corn starch, glucose, table syrups, corn sugar, corn oil and other products. Its customers are found among many basic industries, such as textiles, confections, tanneries, paper, and various food products.

Baseball fan

Outside of his business and his family, Mr. Staley has only one interest—baseball—a game he loves and has done much to encourage. Banks have sought him as a director, and he has declined. Other lines of business have wanted to enlist his time, energy, and capital. But he has one business, and gives everything to that.

"A fact that has impressed me," Mr. Staley remarked, "is how far and fast some men go when they get started right. I have always believed in giving your own staff the opportunities for the big jobs—I remember my own first job."

"Now, there is Eddie Scheiter. Six years ago Eddie was a member of our bull gang in our plant. The bull gang is made up of laborers used for any hard work that needs to be done. It is a sort of recruiting gang for better jobs, and shop foremen size up the men in the bull gang when they need new help."

"I found Eddie there, just a boy not long out of high school. I liked his looks, and took him into the office to see if we couldn't make something out of him. He was started as a clerk, but did so well that before long he was in charge of the other clerks. After a while I decided to see what he could do with sales. He was given work of that nature, and proved still better at it, soon making a name for himself."

"Today, at twenty-three years of age, just six years away from the bull gang, Eddie is general sales manager and first vice president of this company. Our second vice president and traffic manager began as a clerk in the traffic department. Our auditor was our office boy, fourteen years ago."

"But"—Mr. Staley's voice grew serious—"I have warned him that the first time I see signs of a swelled head in him, out he goes! He's unspoiled yet, and I believe he will remain so."

This is one of the important facts about Mr. Staley, too; he is just the same. At heart he has never changed from that boy who loved to drive to town to sell garden truck. He bought the farm where he was born, by the way, just for old-times' sake.

*From the February, 1926 issue of American Magazine
Article by John Kidder Rhodes*

Mountains of grain moved by grain merchants

Have you ever wondered how much grain Staley processes each year? How does more than 150 million bushels sound. . . if that's difficult to comprehend, try this—a convoy of more than 200,000 grain trucks, each filled with corn or soybeans.

To move this staggering amount of grain from country elevators and grain merchandisers to silos at Decatur, Morrisville, Fostoria, Champaign, Frankfort, Lafayette, and Des Moines is the responsibility of grain merchants. Decatur and Morrisville's grain is purchased from Decatur, while each of the other plants has its own merchants.

These Staley employees then are in a demanding position with the company. While marketing makes projections of the volume of product it will need, and this is translated into quantities of raw materials by manufacturing, it is the grain merchants who are responsible for buying grain at what is termed "market price"—the hallmark of a successful grain buying operation. Another way of understanding market price is to describe it as that price which will guarantee an adequate supply of grain to allow continuous operations while not paying such a high price that profit margins will be decreased. A bid for cash grain that is consistently low will force suppliers to sell to other processors or customers, while bidding too high will adversely affect "the bottom line".

But even after this hedging action, there remains a risk described as the basis risk.



M. Barnett



M. Olivier



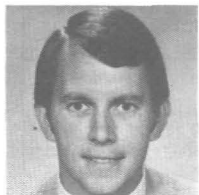
R. Pothast



B. Homler



P. Simms



M. Prosser

On the move

CORPORATE

ED KOVAL from director, international division, to division vice president/international

CONSUMER

BARRY HOMLER from manager/food products research to technical director, consumer products

TERRY WOOD from accounting manager to accounting manager, consumer products control

R. MICHAEL BARNETT from assistant product manager, food services to associate product manager food services

AGRIPRODUCTS

ROGER BJORK from corporate process engineer to production manager/Gunther, agriproducts, proteins

MAX FULTZ from assistant foreman maintenance-protein to maintenance foreman food protein, agriproduction

MARILYN OLIVIER from chief clerk to staff accountant, agriproducts control

ROBERT POTHAST from assistant superintendent extraction to superintendent food extraction

TIMOTHY ROTH from management trainee to soy feeds merchandiser

PAT SIMMS from process engineering supervisor to food protein production manager

INDUSTRIAL

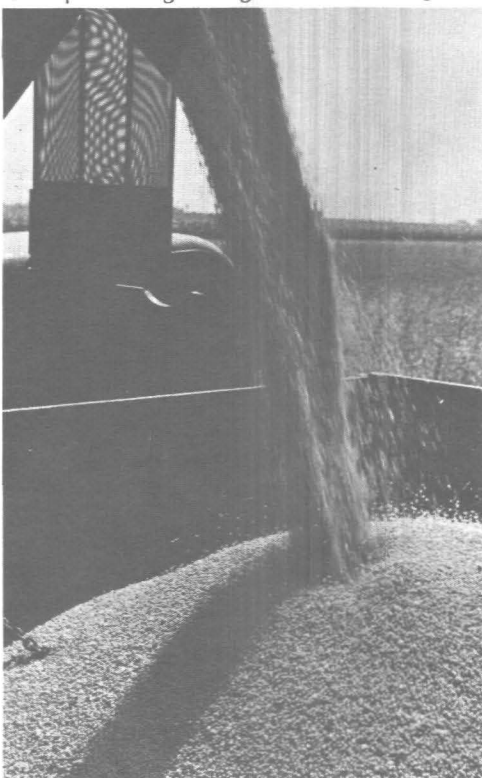
STEVEN MARTIN from plant chemist to technical supervisor, dry starch, industrial manufacturing

MICHAEL PROSSER from territory manager sweeteners/Cleveland to area manager, sweeteners/Chicago

ROBERT SHANNON from territory manager, specialties to territory manager, specialties

Basis is the term used in all commodity trading to describe the difference between the cash value of the commodity and a futures contract of the same commodity.

In last month's issue of the Staley News, an article described the futures market and the role it plays in protecting margins for soybean processing through the use of hedges—



taking offsetting positions in the commodity futures market from those taken with cash purchases. Hedging is a routine part of the grain merchants daily activities. When they buy corn or soybeans, a like quantity of futures is sold.

While plants outside of Decatur and Morrisville rely primarily upon country elevators as their source of grain nearly 75 percent of the grain purchased by these two locations comes from merchandisers—a unique group of people who consolidate grain ownership and who sell to buyers and buy from sellers, trading in larger quantities than country elevators.

Probably no other market is so typical of free market activities as is the commodities market. Supply and demand—which change on a constant basis daily—are exerting their influences at all times. Prices are not fixed, so the merchant becomes an active participant in the market activities and must be aware of all the influences affecting the market.

The telephone is vital to the merchant's success. It provides instant communications with other plants, country elevators and grain merchandisers.

If you could find a phrase that best describes the grain business, it would have to be "Honest even when it hurts". Dave Miller, Manager, grain, has been in the business for eighteen years and says he has never seen a contract that was not settled. In that time, the Grain Division has purchased well over one billion bushels of grain, and a large part of that could have been sold at prices higher than the contract called for before delivery was completed. "It makes me proud to be a part of a business where a phone call is as good as a check. If a merchandiser or elevator sells us 100,000 bushels of soybeans and the price goes up \$1.00 per bushel before the contract expires, I don't worry. I know they will be delivered."

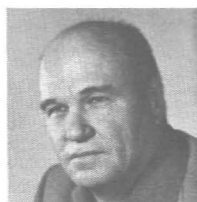
Grain merchants at each location are Debbie Hlavna and Ralph Senteney at Champaign; Judy Widick, John Weakly and Steve Braden at Decatur; Frank Simmons and Steve Kroes at Des Moines; Bruce Dawson at Fostoria and Gerald Campbell and Bill Camp at Frankfort.

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



W. Bauman



G. Jones, Jr.



G. Williams



N. Knop

Anniversaries

35 Years

WENDELL BAUMAN, senior mechanic, I&C
GEORGE JONES, JR., extruder operator, 20 building
GEORGE WILLIAMS, senior mechanic, machine

30 Years

NORMA KNOP, engineer data clerk, corporate engineering
WILLIAM WOODWORTH, sales service engineer, technical services, industrial
CLIFFORD GRANT, plant protection shift foreman, industrial manufacturing

20 Years

ROGER SNELSON, general project engineer, corporate engineering
AUDREY KOSHINSKI, senior stenographer, corporate purchasing
ELOISE EASTERLING, supervisor data input operations, corporate information systems
LEO WILLIAMS, operating supervisor, Des Moines plant
FORREST BODINE, rigger leadman, rigger department
RONALD CRANE, senior mechanic, Round House
BOB BRANDON, third year apprentice, electric
VERN WILSON, drier operator, 12 building

15 Years

EDWIN ZALE, area manager, industrial paper and textile
ROBERT MCCOURT, shift foreman, engine room, industrial manufacturing
EVERETT TETLEY, foreman, finish area, industrial manufacturing, Morrisville



W. Woodworth



C. Grant

10 Years

JEROME GESKE, research chemist, corporate R&D
FRED MCKINNEY, draftsman, corporate engineering
CLARENCE SANDERS, process support, 5 & 10 building
ROBERT CUNNEEN, truck driver, Chicago warehouse
ROOSEVELT PHILLIPS, elevator operator, Des Moines

5 Years

CAROLYN ZONCA, utility & profile clerk, distribution, consumer products
DONALD OLDHAM, shift foreman, extraction/process, agriproducts
RENELDA KAY SMITH, library assistant/receptionist, corporate research
WOODIE DUMAS, JR., operator A, Vico-Chicago
ALBERT MACKEY, mechanic A, Cicero plant
RODNEY DIXON, cleaner, 75 building
STEPHEN FIFIELD, packer-pallet, 47 building
JOY SMITH, 108A operator, 48 building
WILLIAM SWEENEY, office janitor, 62 building
DAVID WILBER, 108A operator, 48 building
JAMES ROGAN, warehouseman, Morrisville
JOSEPH BARAN, feed house operator, Morrisville

Employees make '77 success

(Continued from Page 1)

and Staley fight Carter Administration plan for sugar subsidy of two cents a pound. Company announces plan to sell ski jackets to employees at discount. Shape Up! Staley, physical fitness program starts. Phil St. Clair named vice president, agriproducts.

July—Lafayette heads towards startup. Decatur Sanitary District drops suit against Staley. Carl Moore receives award from National Confectioners Association. House rejects sugar subsidy lid, but enacts support program at 52½ percent of parity. Corn sweetener demand strong, but low prices cause earnings drop from \$12 million to \$6.3 million for third quarter. For nine months, earnings are \$18.6 million compared to \$32.5 million for previous year. Sales are \$849 million compared to \$568.2 million for previous year. More than 150 Decatur employees and member of families travel to St. Louis for Cards-Cub game. Plans for George Halas scholarship, Staley Day activities at University of Illinois announced. Senator Charles Percy, R-Illinois, visits Decatur Plant. Consumer sales managers hear plans for introduction of new 100 percent natural Staley Syrup. Gregg's Food Service at Los Angeles runs client total to more than 200 in first year of operation.

August—Specialty introduces new protein block. Sugar support program approved in House-Senate conference, possible impact seen with more favorable fructose prices. Consumer offers repeat of Christmas tree ornament offer. Demand for Nutra-Mate for school use reported strong. Bob Ellison named to head Illinois Commission for Economic Development. Broadview adds line for production of Sno-Bol. SuperStars repeat as Illinois slow pitch champs.

September—Nearly 2,000 on hand to celebrate Staley Day at the University of Illinois. Members of 1920 team—Leo Johnson and Hubbard Shoemaker—join George Halas for nostalgia reunion. Guests include Illinois Governor Jim Thompson.

October—Decatur employees set fourth straight United Way record. Local 837, AIW at Decatur, unions at Champaign, Columbus and Fostoria reach agreement with company on new contracts. Plans for production of 55 percent fructose at Lafayette, multi-million dollar expansion announced. Company tops billion dollar sales mark for first time with sales of \$1.1 billion, earnings of \$24.4 million. Jim Friesner named top manager for consumer products. Four new extenders for cocoa powder introduced. More than 700 retirees, guests, attend second annual retirees dinner. Staley starts transporting corn gluten meal, soy meal via barges on Mississippi River. New company—PROMESA—formed to market consumer products in Mexico.

November—Four new vice presidents named; W. Robert Schwandt, industrial products; Wayne Martin, industrial sales and marketing; Warren Trask, industrial manufacturing, and Dr. Edward Koval, international. Figures reveal that October was a record month for grain handling by Decatur with 10.7 million bushels of incoming grain in 9,000 trucks. Procon Plus introduced to replace dry milk solids.

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