

StaleyNews

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Decatur, Illinois/December, 1978

1978 roundup shows Staley had action-packed, progressive year

Every area of the company turned in a strong sales performance in 1978. In fact, Staley posted volume gains and increased its market share for almost all major products. Sales were at record levels in corn sweeteners and starches and the three corn plants ran at near capacity for most of the year. This was an impressive accomplishment considering that many competitors had idle or half-empty plants and reported losses on their corn refining operations.

Difficult market conditions, however, kept Staley from realizing full value from an otherwise strong performance in corn refining. This business is looking forward to a more positive year in part due to the excellent progress being made with the company's new 55 percent high fructose corn syrup, a new plant for which will be on stream at Lafayette early in 1979.

The Agriproducts Group made a very important contribution to Staley earnings this year--indicative of the potential foreseen in soybean processing when the company increased its crushing capacity and entered new agribusinesses such as commodity futures trading and country elevators.

Although results for 1978 were somewhat lower for the Consumer Products Group, several brands reached record-level case sales. Wagner improved its position in the single-strength juice drink category helped along by high orange juice prices and the successful introduction of a new apple-flavored drink. Gregg's "Gold-n-Soft" margarine case sales increased, and the brand maintained its position as the most popular tub margarine in the Pacific Northwest. Profit contribution from Gregg's was lower, though, because of costs associated with Gold-n-Soft's entry into the Los Angeles market.

Fabric softeners had a good year with "Sta-Puf" concentrate sales climbing to a new high and Sta-Puf pink holding its position in the single-strength category. Initial trade response to the new "StaPuf" in-dryer sheet has been encouraging and if all goes well, it will be Staley's entry in the fastest growing segment of the fabric softener field.

Internationally, earnings will be lower for Staley's corn refining partners in England and Belgium as well as its Spanish soybean processing partner. However, the Mexican corn wet milling company, ALMEX, sold record volumes of corn syrup and starch sales were equally good. Staley's export sales were strong in fiscal 1978 in part due to the growing food protein business with Russia and Poland.

All in all, 1978 was packed with pluses--new products, plant expansions, production records, and awards. To better understand what has transpired, this flashback is provided.

JANUARY--A blizzard, termed the worst of the century, stunned the midwest for the second consecutive winter, but only temporarily slowed Staley operations as employees put forth extraordinary and memorable efforts. . . .The company announced its entry into the grain merchandising business with operations handled from Decatur. . . .A new recipe book, featuring "Cream Corn Starch" in Oriental dishes, became available from consumer products. . . .A big push was made for using Sta-Puf blue fabric softener in the dryer. . . .Production runs on Decatur's new No. 3 flash dryer for starch in 26 building began late in the month. . . .Contributing production records at Decatur were 47 building's third shift on the 25th producing 2,680 bags of "Sweetone" for a new high, and pellet (feed) production in 75 building, exceeding the previous monthly high by more than 10 percent; and Consumer's Arlington, Texas, distribution center set a new shipping record with gallon-size Sta-Puf pink a large factor. . . .

FEBRUARY--Lincoln-Staley Commodities, Inc. opened a branch office in Corvallis, Oregon. . . .At the annual meeting of stockholders, Boyd F. Schenk, chairman, president and chief executive officer of Pet Incorporated, St. Louis, was elected to the board to fill a vacancy created by the retirement of Edwin K. Scheiter. . . .The board elected Thomas V. Fischer, executive vice president, and Wayne S. Martin, corporate vice president. . . .Mid-

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Seasons's Greetings

Dear Employee:

As we observe another holiday season, it's an opportune time to reflect on the past year.

The company has just completed a difficult 12 months, yet many significant milestones were achieved as a result of your contributions. Your loyalty and dedication made 1978 a year of progress for Staley.

The coming year will offer new challenges and opportunities for you as an individual and for all of us as a company. I trust you will respond as always with the spirit and enthusiasm that have made Staley a unique place to work.

I take this moment to thank you for your efforts and to send holiday greetings to you and your family. May the coming year bring you good health and happiness.

D. E. Nordlund
D. E. Nordlund



Please don't forget -- This youngster, like thousands of others, shares his wish list with a good listener. To learn more about the jolly good man, read "Santa's helper enjoys his task" on Page 3 of the *Staley News*.

Rudy Guerrero receives his citizenship

"I wanted to be a part of the wheel. . .to have the voting privilege," said Rudy Guerrero, 26, in explaining his desire to gain U. S. citizenship. Mission accomplished. The native of Mexico passed required tests on April 13 and received his formal citizenship papers on October 17. President Jimmy Carter even sent him a letter of congratulations.

Described as the electrical resource of wet mill team B at Lafayette, Guerrero takes care of the electrical needs of his department during his shift.

Rudy was well prepared for his job with Staley before coming to the United States. Graduating in 1967 from Federal High School in Mexico, he spent the next three years studying electronics and electricity in engineering school at the Institute of Technology in his native land. Thereafter, he attended the International Telephone and Telegraph trade school in Mexico from 1970 to 1972.

Wanting to change his career focus to aviation and realizing that technology in that field is more advanced in this country, he came to the United States. On a scholarship, he entered Vincennes University in Vincennes, Indiana, with aspirations of becoming a pilot. Those dreams were cast aside when he met and decided to marry an American citizen. Along with giving up school and getting a job, he made the decision to become a citizen.

The big "wait"

The road to citizenship went like this. Rudy entered this country in 1972 as a student on a visa and became a permanent resident in 1974 when he married Betty Lou. At that time, he had to register with the Selective Service. Because his wife is a citizen, Guerrero had only three years to wait before he could apply for citizenship. Some people, Rudy points out, must wait from five to seven years to apply.

After the three years expired last fall, Rudy

set the process in motion to gain citizenship. He filed an application form along with a \$10 fee and the required papers from the police, character witnesses and forms telling in detail where he had lived and gone to school.

Then came some more waiting. When he'd just about given up hope and decided that his papers had been lost, Rudy was notified, eight months after applying, to appear in Indianapolis on April 13 to take a required test. At that time, he was also to present

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Employees give the United Way

For a group of people throughout Staley plants and offices, the month of October was exceptionally hectic as they tied into their fair-share of work for the various United Way, Community Chest or Crusade of Mercy fund-raising efforts.

This large undertaking falls to a small team led by a chairman or several co-chairmen. As in crusades of old, they lined up their captains and solicitors to take the fund drives to the work station of each employee.

Among Staley campaigns, the one which met with the greatest success in terms of increased giving this year was directed by Bill Cors, buyer, equipment-maintenance, at Lafayette. Fifty-six percent more employees this year dug into their pockets and pledged \$10,418, almost double the \$5,460 given a year ago at that location.

Employees in Decatur pledged \$103,601, a new campaign high. Although the 1978 campaign did not improve substantially from the prior year, the large improvement in 1977 was sustained this year, said Art Schoepfer, production manager, syrup-dextrose, company chairman. He continued by saying that 722 employees made fair-share gifts. This fund drive's responsibility was shared by co-chairmen Bob Hull, rigger leadman; Bill Anderson, director, purchasing division; and Cecil Barker, cleaner, 101 building.

For the Decatur community drive, Robert Staley, management trainee, was on loan to assist the United Way full-time for nearly two months. Besides Staley, Kent N. Mittelberg, director, protein/specialty feeds, agriproducts, held a key United Way post as chairman of the initial gifts committee. His committee raised \$22,600, the second highest amount ever raised by this division.

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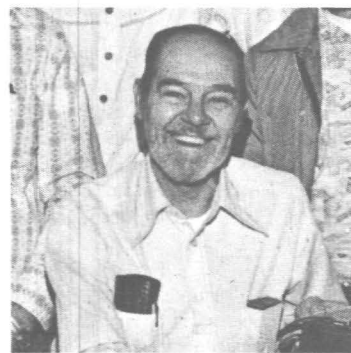
In the
News...



Meeting/P2



Conferring/P3



Teaching/P4

Staley spirit prevails at retirees' third annual gathering

Everyone invited had a Staley connection--either retired from the company or married to one who did.

Long before the doors opened, the crowd began gathering. By dinner time, more tables, chairs and plates were required to take care of the 610 persons attending the Staley Retirees Association's third annual meeting held on October 27 in the Masonic Temple.

Addressing the group, Donald E. Nordlund, chairman, told the retirees that their dinner's success has been due to one basic reason: "You still care. You still care about the company to which you gave your working years; and, more important, you still care about each other. . . ."

A clear indication of such feelings was the distance some came for the gathering such as the Glenn Scotts of Mountain Home, Arkansas; the Roy Rollers and the Elmer Tomlinsons of St. Petersburg, Florida; Carl Butcher from Horseshoe Bend, Arkansas; Herbert Jones of Galesburg; the Ora Fishers and the William Heers from New Port Richey, Florida; Mildred Schroat of Racine, Wisconsin; the Arthur M. Buckleys of Herrick; the Cecil K. Fundys from Hardy, Arkansas; James Galloway of Claremont, California; the Hilbert O. Bells of Muskogee, Oklahoma; the John Lampitts of Mound City, Missouri; the Robert L. Bohns of Fairfield Bay, Arkansas; and the Edward Weilands of Breese.

Recapping the year, Nordlund told them that sales reached a new record--\$1.2 billion, but faced with difficult market conditions, profits were below those of 1977--only slightly over \$15 million. Nevertheless, the chairman said, "There were many accomplishments in 1978, and they were achieved in the face of some difficult circumstances. Perhaps the most impressive accomplishment was the fact that every area of our company turned in a strong sales performance. In fact, we posted volume gains and increased our market share for almost all of our major products. . . ."

Heritage not forgotten

In order to meet new challenges and achieve new goals, Mr. Nordlund told the group that the company had changed in many ways from the one they remembered. "But we have not forgotten the heritage you have given us," he added.

"Staley today has facilities from coast to coast, and interests around the world, but our roots remain here in Decatur. It was your good work and your good deeds that

Employees give

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He was assisted by Barry N. James, director of marketing, protein, agriproducts; Charles J. Miller, director of administration, industrial; Bob Emmons, manager, corn feeds; Bob Schwanke, corporate controller; and Bob Smith, director, sweetener sales, industrial.

At Frankfort, employees contributed \$1,949, exceeding last year's gifts slightly. Heading the campaign there were Ivan Boren, plant superintendent, and Dick Brandon, plant controller, who solicited office personnel and Ronald Newhouse, utility operator, and Jerry Thompson, maintenance, taking over that task in the plant. Brandon has served as community drive chairman in recent years. Also involved with United Way programs in Frankfort is Mike Kerber, plant manager, who was drive chairman in the community last year and is president of the organization this year.

Gifts up

Ralph Senteney, formerly Champaign merchandiser and now merchandiser at Staley headquarters, chaired the employee United Way activities at Champaign. He reported contributions totaling \$748, an increase of \$104 over pledges a year ago. In the community campaign, Hank Parker, plant manager, again solicited for the industrial division.

Harold Sayrs, office manager, and Roger Bjork, production manager, at Gunther Products, Galesburg, shared the co-chairmanship for the employee drive. They reported 21 employees pledging \$840 in 1978, a slight increase over contributions made a year ago.



Retirees came from as far away as California and Florida to attend the third annual meeting of the Staley Retirees Association.

laid the foundation upon which the company builds."

Looking back a moment, Nordlund said, "In days past, Decatur was our only plant. Buhrstones ground corn in the millhouse; the millwright shop turned out wooden shakers for millhouse separations; the foundry made our very own 'Staley' pumps; bees swarmed around the syrup tanks in the summertime; and probably some of you here shoveled starch in the table house and rewound expeller motors in the old soybean plant.

"All of these are memories now," the chief executive told the retirees. "But," he said, "the most important and vital element has been carried over from those days--the spirit of Staley people. In a world of change, I sincerely hope that this spirit will continue to be the one thing that remains constant."

The Crusade of Mercy campaign at Consumer Products locations in Oak Brook, Cicero and Broadview netted \$3,000 this year, according to Judy Monaco, personnel assistant, who spearheaded that drive.

Co-chairmen for the fund-raising effort at the Des Moines plant, Bill Camp, merchandiser, and Tom Mason, chief steward, reported contributions of \$1,175, up from \$848 a year ago. Fourteen employees made fair-share gifts.

Pledges at Fostoria topped contributions in 1977, according to Bill Allen, lab supervisor, who directed that drive.

At Vico, Myrna Alvarado, office manager, chaired the fund-raising program which netted \$450. She reports that 63 percent made fair-share pledges--about the same as a year ago.

Morrisville's contributions in 1978 increased 15 percent with 50 percent more fair-share givers over the 1977 drive. A total of \$6,916 was netted in the campaign this year, reports Bill Brewer, personnel assistant, and Charlie Mohn, chairman of the union bargaining committee, who headed the effort.

Gifts made to the community drives will be greatly appreciated by persons assisted by or benefiting from the many organizations supported by the funds. . . . It's people helping people.

Heading the retirees' organization in 1979 is Claude Cox, who retired from Staley in 1971 as corporate credit manager. He served as vice president during 1978.

Norman Lents has been selected to serve as vice president. Rounding out the officers is Pauline Cable, secretary.

The executive committee include Trudy Hebert, Roy Hornback, Russell Trowbridge, and Wilbert (Wibb) Falk. Skeeter Moore, Ira Cox and Earl Beals comprise the advisory committee.

DIVIDEND DECLARED

Directors of the Staley company declared a regular quarterly dividend of 25 cents per common share, payable December 11 to shareholders of record November 27. The regular dividend of 93 cents per share was declared on the company's \$3.75 preference stock. It is payable December 20 to shareholders of record December 6.

In other action, the Staley board scheduled the company's annual stockholders meeting for Monday, February 12, 1979.

1978, action-packed progressive year

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month, the Staley Women's Club celebrated its silver anniversary. . . . "Textured Procon", a new textured protein manufactured from "Procon" soy protein concentrate, made its debut. . . . Record breakers for the month included the dry starch section's new all-time single-day high on the 8th; 99 building's output of "Mira-Tex" textured protein on the 19th and again the 20th; 47 building's third shift on the 23rd producing 101.6 tons of product for a new high on Sweetone and "Sweetlix" specialty feed blocks, all at Decatur; Consumer's Arlington distribution center shipping a monthly record, topping the last one on February, 1976, by 100,000 pounds; and in only 26 days, 99 building exceeding the monthly production par on Mira-Tex. . . .

MARCH--John Homan became Lafayette plant manager and Paul Herman succeeded him as Morrisville's plant manager. Operations on both the corn and soybean sides of manufacturing in Decatur were hampered considerably for several days by one of the worst ice storms in history that knocked down power lines on the 24th. Having outlived its time, Staley's 1934-vintage telephone equipment at headquarters was replaced by modern electronic switching apparatus. . . . Weather, energy curtailments, and fuel costs affected second-quarter results with net earnings reported at \$2,485,000 or 22 cents a share on sales of \$294,252,000. Six-month net earnings stood at \$7,497,000 or 66 cents a share compared to \$12,246,000 or \$1.10 a share for the first half of 1977. . . . Recordable accidents were up 20.5 percent, while lost-timers jumped 35.4 percent during the first six months of fiscal 1978. . . . Eighty employees at Monte Vista, Indianapolis, Arlington and Fostoria received Power Beam 1,000-foot spotlights in the winter quarter safety contest between non-Decatur locations. . . . Fostoria also was a three-time winner in the annual safety program co-sponsored by the Fostoria Industrial Safety Council and the Industrial Commission of Ohio. . . .

APRIL--In honor of more than 7,100 years of combined service to Staley, 223 were honored on the 6th at the 31st Annual Service Awards dinner. . . . A truckload of Gregg's Gold-n-Soft margarine was sold to Decatur employees the 26th to 28th, while the 27th and 28th marked Staley's 25th year of in-plant visits by the Bloodmobile in Decatur. Since 1953, 12,314 pints of blood have been collected at Staley and from February of 1948 through this visit, Staley/Decatur employees have given 16,002 pints. . . . Of 176 bowlers in the 17th annual "Russ Dash" Singles Tournament, Jeff Bagley, loader, 48 building; Joe Reynolds, computer operator, 62 building; and LaVonne McCord, production shipping clerk, quality assurance, received top honors. . . . Gregg's Food Products began handling the entire Staley food service line in Oregon and Washington. . . .

MAY--The first tank wagon (45,000 pounds) of hydrogenated oil was loaded at Decatur on the 11th and shipped to Re-Mi Foods, Chicago. . . . A new all-time high production record was set the 21st for a single day in Decatur's dry starch complex. . . . On that day, the new Staley library at Millikin University was dedicated. . . . Lafayette employees and families looked over their new plant at an open house the 22nd and 23rd. . . . Bowlers for the Pipe

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1978, action-packed progressive year

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Shop were champs of the Staley National Bowling League, while the Loners finished tops in the Staley Triple A competition at Decatur. . . .

JUNE--Hourly and salaried plant employees at Decatur signed up for the Summer Safety Contest, during which everybody who met his safety commitment to work accident-free over the summer received a Staley belt buckle. . . .Dr. Richard R. Hahn was named divisional vice president of research and development. . . .The month's production of Procon topped the previous mark by over 60 percent with good product quality. . . .Third-quarter net earnings of \$3,353,000 or 25 cents a share were reported on sales of \$323,018,000 compared with net earnings of \$6,358,000 or 58 cents a share on sales of \$334,605,000 for the same period of 1977. Nine-month net earnings stood at \$10,850,000 or 91 cents a share compared to \$18,604,000 or \$1.68 per share for 1977. Sales for the nine months totaled \$885,924,000 versus \$849,073,000 for the same period of 1977.

JULY--The U. S. Army planned to taste-test 40,000 pounds of a blend of ground beef and Staley's hydrated "Procon 2060". . . .

AUGUST--Lincoln-Staley Commodities, Inc. opened an office the 1st in Minneapolis, Minnesota. . . .The three-and-three-quarters inches of rain that fell over the 1st and 2nd caused a few problems in manufacturing operations at Decatur with flooding in elevator A affecting the corn grind, while flooding in elevators C and D played havoc with the soybean supply to the soybean plant for a couple of hours. . . .The combined industrial corn grind including Decatur, Morrisville and Lafayette on the 12th set a new grind record. . . .On top of that, a new production record for combined food and feed processes was set on the 13th by the Decatur soybean plant. . . .The Dusters won the women's softball tournament, while the Superstars were champs of the men's slo-pitch contest at Decatur. . . .A new corn oil winterizer was started up in the Decatur oil refinery, increasing the winter production capacity by about 50 percent. . . .

SEPTEMBER--Summer sausage incorporating Procon 2060 and beef roll made with "Procon 2000" were among the hors d'oeuvres served at a Washington, D. C., reception for government representatives. . . .Morrisville completed 151 days in a row on the 13th without a lost-time accident, breaking the old string of 150 days set in 1974. . . .Decatur employees in 99 building set a 24-hour production record on the extruder the 16th, topping their former high by about 10 percent. . . .Staley's new corn-derived polymerizable starch, "Starpol 100", was named one of the top 100 most significant new technical products of the year. . . .New to Staley/Decatur's United Way drive, a pre-campaign sign-up for fair-share givers began the 28th and continued through October 2. . . .The 111 building team in Decatur, who set and broke a daily production record this month, also set a five-year monthly record in September, and in fiscal 1978 set a five-year annual record in producing "Inositol". Those same employees also broke their previous production record for another division of the company, producing 6.7 percent more soy sauce and liquid HVPs last year than in the previous record year of 1976. . . .

OCTOBER--United Way drives were conducted at 11 Staley locations. Fair-share givers received two Staley mugs especially designed for the occasion. . . .Flu immunizations were available to all full-time Decatur employees on a voluntary, free-of-charge basis. . . .Community leaders and Indiana officials attended a Lafayette open house on the 9th to take a first-hand look at one of the newest industrial additions to that community. . . .Edwin Keyl Scheiter, whose association with Staley spanned 60 years, died the 17th. . . .Some 2,000 employees and family members attended the third annual Staley Day at the U of I the 21st, during which a check symbolizing \$110,000 in cash and pledges was presented to the university for the George S. Halas Scholarship Fund. . . .For sales accomplishments, Bob Francesconi was named national and western regional manager of the year and Rich Dender, eastern regional manager of the year for consumer products. . . .More than 550 pounds of meat products, incorporating Staley edible soy proteins, were prepared in the new USDA-approved meat lab at Staley research center for tasting by 1,200 delegates from around the world at the Second World Conference on Vegetable Food Proteins in Amsterdam. . . .Employees in 75 building set another corn gluten feed pellet production record for a month, exceeding the previous high by three and one-half percent. . . .Monte Vista outdid their previous production record for a month on flash dried products by 558,600 pounds. . . .Extruder operators in 118 building, Decatur, set a new monthly record beating their former high for that period by 15 percent on specialty starches used in tape joint cement dry walling and laundry starches. . . .On the 27th, more than 600 retirees and spouses attended the third annual meeting of the Staley Retirees Association at which Claude Cox, retired corporate credit manager, was named 1979 president. . . .StaPuf fabric softener for the dryer, a reusable, perforated sheet, was introduced into test markets. . . .Rudy Guerrero, Lafayette electrical resource, received his citizenship papers. . . .For months, Staley has played an active role in Washington trying to frame sugar legislation which would protect the domestic sweetener industry from the vagaries of world sugar. Then, during the closing hours of the 95th Congress, with sugarcane interests agreeing to accept a lower support level supplemented with direct payments, the company had to work to defeat the compromise bill that contained direct subsidies. . . .

NOVEMBER--The dry starch section at Decatur set a new seven-day production record and hit an all-time high on the 10th. . . .Sue Fonner, secretary, soy operations, agriproducts, has been elected 1979 president of the Staley Women's Club. . . .Houlton received an honorable mention in the 1978 awards for Distinguished Service in Environmental Planning for its series of improvements in waste treatment processes. . . .

DECEMBER--The ledger's unfinished but the year thus far has not been a slow one. . . .



Rudy Guerrero, new U. S. citizen, takes care of the electrical needs of his department at Lafayette.

Receives citizenship

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two character witnesses, who had known him five years, to vouch for his character.

Not much time was available to study for the exam, covering dates, American history and information about the U. S. system of government.

Luckily, Guerrero had an excellent foundation for this "crash" course. His education in Mexico had given him not only Mexican history but also two years of preparation in American and world history.

A great asset to him during his book cramming efforts was Betty Lou, who quizzed him on dates and data. Then too, he reinforced this learning by talking about American history and heritage to co-workers. Before long, Rudy was recognized as a walking encyclopedia of historical facts.

He proved his proficiency on the exam, answering all of the questions. Then came another \$25 fee for his certificate and a wait for its preparation.

In discussing his years in the U. S., Rudy said as a permanent resident he had almost all of the rights of a U. S. citizen. He even paid the same taxes as a citizen but could not vote. That was one right Rudy felt was necessary.

Rudy, his wife, a son, Rudy, Jr., and daughter, Betsy Jeanette, live in Attica, Indiana, about 30 miles from the plant. When Lafayette was hiring, Rudy was looking for a more challenging job in which he could use his electrical know-how. Staley was a good move for him as far as Rudy's concerned. He's kept busy and really enjoys his work.

That's Rudy Guerrero. . . .part of the Staley family and a new U. S. citizen.

Santa's helper enjoys his task

Kids are his bag. Irving Smith of Cerro Gordo looks forward to the beginning of school each fall when he runs the down marker for Cerro Gordo's football games and then is timekeeper during basketball season. It's during basketball that this Staley retiree is the busiest-juggling sports activities with his chores for Santa.

When the birds fly south, Smith knows it's time to dig out the old red suit and see if it still fits. Suited up like the jolly old man himself, Irv takes up his listening post as order taker for Santa in Northgate Mall, Decatur. In his third season as Santa's helper, Irv says he's met a lot of nice children. Out of the hundreds who have sat on his lap and recited their lists, most are well-behaved. A few even hug him. Only one meany came to mind and that particular child tried to remove his whiskers.

In preparation for the job, Irv visits toy shops each year to familiarize himself with the latest playthings. He's an old hand at which dollies walk, talk, cry and. . .

Never promising things Santa may not be able to deliver, Irv tells his visitors that Santa will see what he can do to fill their orders. . .if he has their wish-list items in stock at the North Pole.

While some children are frightened when they visit him, once in a while Santa gets a good scare too. Perhaps his most unnerving experience was when his own grandson crawled up on his lap and critically eyed him. Irv asked him what he wanted for Christmas. Grandson kept looking at him and finally asked, "Are you my grandpa?"

For the most part, Irv plays his role quite well. However, he slipped up in one conversation and mentioned he used to work at Staley. Recovering quickly, he said, "that was, of course, only in my slack months at the North Pole!"

When asked about the other Santas around town, Irv tells children that St. Nick needs a lot of helpers. He can't do the job all alone. This comment worried one little fellow who asked if Irv were the same one he'd seen last year. To this, Santa replied, "Well, you got all you asked for, didn't you?"

Most of his visitors are shy little folks but occasionally shoppers loaded with packages and a few too many Christmas spirits insist on having their pictures taken on his lap. . . . Life was never like that as a truck driver his first 17 years with Staley or as a forklift operator his last 22 in the transfer department!

Quota busters take top honors

Robert Francesconi and Richard Dender were singled out for top honors at the recent Consumer Products Group's annual management conference held in Chicago.

Francesconi took top honors--national regional manager of the year and western regional manager of the year. Dender, who handles consumer products' sales in the east-central region, received the eastern regional honor.

These titles were well earned. For instance, Francesconi wrapped up the year at 112 percent of his sales quota and had four successive over-quota quarters. All five of his brokers were in the top 10 of the 30 western brokers and all exceeded their sales quotas for consumer. In fact, they were responsible for 85 new-item placements in the fiscal year. One of Bob's outstanding successes was "Wagner Breakfast Drinks", for which he exceeded his previous year's sales by 114 percent and reached 127 percent of his quota. Francesconi also guided the successful introduction of "StaPuf" sheets in four areas.

Dender ended the year at 108 percent of quota, and each of his five brokers achieved their quotas. Since joining Staley in 1977, he has achieved his quota in each of the six quarters. One of Rich's success stories has been increasing "Sta-Puf" concentrate sales on the 96-ounce size 189.5 percent. In Nashville, Tennessee, he and his broker were successful in shipping 4,000 cases of Wagner to three major stores in just five weeks.

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The Industrial Products Group's annual sales meeting in Decatur covered marketing updates, 1978 results and achievements and marketing plans for 1979. These candid shots were taken during coffee breaks and individual marketing sessions.



Members of Dale Durnil's apprentice class in the millwright shop, Staley/Decatur, gather around as Dale, seated, shows off his new claw hammer.

Tough assignments handled by class

Getting acquainted with woodworking equipment is very important to the operator and that's just what eight apprentices had the opportunity to do recently in the millwright shop, Staley/Decatur.

For the past several years, courses have been presented elsewhere using smaller scale equipment than that used at Staley, Ed Ecklund, foreman, machine and millwright shops, explained. Smaller equipment could not handle the magnitude of work turned out at the plant. For instance, assignments were performed on one-by-fours instead of the two-by-eights or two-by-tens often required for plant projects. Being able to

work on equipment used daily was very beneficial to the class, Ecklund said.

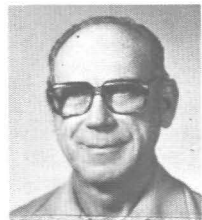
Teaching this 44-hour course for them was Dale Durnil, senior mechanic, millwrights, who was trying his hand for the first time as an instructor. Rated by his students, he received an A-plus for the course and its contents. In appreciation for his efforts, they presented him a chrome-plated claw hammer with its own holster suspended from a belt.

Approaching the teaching task, Dale consulted old equipment manuals and built his course around the how-tos of safe operation and maintenance. His class learned to dismantle equipment, lubricate and sharpen their tools and set them up for operation.

In fact, by the end of the session, they could handle almost any assignment with wood, from making windows noted for difficulty to turning a raw piece of lumber into a picture frame.

Members of the class were Tom Mechtoldt, Mike Griffin, Terry Marvin, Tom Pounders, Don Davis, Don Hall, Jerry Sumner, and Dave Zickerman, all third-year apprentices.

31 celebrate anniversaries



Robert Hedden



Don Sullivan

40 Years

ROBERT HEDDEN, rigger leadman, riggers

35 Years

CONRAD HISER, lubricator service, L&O

30 Years

DONALD SULLIVAN, assistant to controller, corporate control

25 Years

ROBERT CAMAC, development engineer helper, 59 building
DONALD WILLIAMSON, shift foreman, 118 building

20 Years

JOHN ROLAND, JR., area manager, sweetener sales, industrial
HOWARD FLOWERS, plant controller, Des Moines

15 Years

DAVID CONLEY, utility laborer, yards, grounds & tracks
ALVIN TAYLOR, senior mechanic, I&C
DORIS FLOYD, production control specialist, manufacturing, consumer products, Oak Brook
RICHARD WEBB, material handling coordinator, industrial maintenance
STEPHEN HYND, night maintenance supervisor, industrial manufacturing

10 Years

GEORGE STUBBLEFIELD, third-year apprentice, machine
HARLAN WILSON, computer operator, systems paper, corporate information systems
JANET CUSHING, customer information coordinator, administration, industrial products
JAMES QUINN, tractor trailer driver, Chattanooga
PAUL BRITTON, drum dryer operator, Houlton

Quota busters

(Continued from Page 3)

Based in Kansas City, Missouri, Francesconi is responsible for consumer products' sales in the west-central region, covering Iowa, Nebraska, Kansas and most of Missouri. He joined Staley in 1971 as a supplies and ingredient control specialist and was promoted to production control supervisor in 1972. A year later, Francesconi was named manager of production control, and in 1974, he became manager of sales administration for consumer products' marketing in Oak Brook. He was named regional manager in 1976. A graduate of Southern Illinois University, Carbondale, Francesconi has a B. S. degree in marketing management.

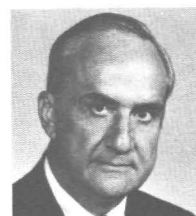
Based in Birmingham, Alabama, Dender is responsible for consumer products' sales in Alabama and portions of Louisiana, Mississippi, Tennessee and Florida. He holds a B. S. degree in marketing from the University of Tennessee at Knoxville.

5 Years

CHERYL BROWN, secretary, corporate computer center, corporate information systems
RONALD HARRISON, chemical engineer, dry starch, industrial manufacturing
ANTONIO MEJIA, double-line pallet operator, Cicero
VICTOR MENDOZA, step-up machine operator, Cicero
ROBERT KERNER, roving operator, Morrisville
DOUGLAS JENKINS, boiler mechanic, Morrisville
STEPHEN FISCHER, office janitor, 62 building
EDWARD JOYCE, helper, 29 building
GARY KOPP, preparation operator, 101 building
RONNIE EVANS, cleaner, 77 building
MARK COLLIER, utility, 80 building
DAVID DUNCAN, converter unit helper, 20 building
CURTIS NEAL, bag mark operator, 20 building
STEVEN TRICHEL, extraction tower operator, 11 building

Joining the lesiure life . . .

LINCOLN REDSHAW, director, governmental relations, public relations
WALLACE BINKLEY, mechanic, garage
CHARLES BRITTENHAM, process support, 10 building
FRANCIS DIVELEY, senior mechanic, machine
HORACE HANSELMAN, trailer operator, 77 building
CHARLES LYNCH, leadman, 62 building
JOSEPH MEDLEY, mechanic, garage
HAROLD SIGMON, lift truck operator, 47 building
WALTER SMITH, mechanic, garage
RUSSELL MCCOY, elevator operator, Frankfort



Lincoln Redshaw



Francis Diveley



Horace Hanselman



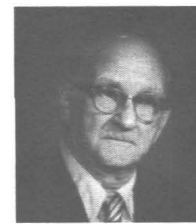
Charles Lynch



Joe Medley



Harold Sigmon



Russell McCoy

Employees on the move . . .

CORPORATE

ROSE ANTRIM, from data input operator, corporate information systems, to lead data input operator, corporate information systems
MIKE PULLIAM, from loss control engineer, corporate financial, to supervisor, loss control engineering, corporate financial
C. WILLIAM TURNER, from group leader, technical service, R&D, to section manager, technical service and development, R&D
GEORGE PINNEY, from senior applications chemist, R&D, to lab head, technical service, R&D
FRED MCKINNEY, from draftsman, corporate engineering, to senior draftsman, corporate engineering
A. HARRY YOUNG, from research associate, engineering, R&D, to senior scientist, engineering, R&D



Mike Pulliam



William Turner



George Pinney



Fred McKinney

CONSUMER

CAROL EGBERT, from keyed data operator, control, to pricing/promotion control clerk, control, Oak Brook



A. Harry Young



Tracey Glancy

INDUSTRIAL

TRACEY GLANCY, from marketing assistant, industrial products, to territory manager, sweeteners, Chicago, industrial sales
KEN IWANUSA, from area manager, specialties, to central regional manager, specialties, industrial sales
ROBERT SHANNON, from territory manager, specialties, to west coast manager, specialties, industrial sales
KENNETH SWANSON, from territory manager, specialties, to area manager, specialties, industrial sales
JOE TULIBACK, from roving operator, Morrisville, to shift foreman, preparation, Morrisville
HARRY FORCE, JR., from assistant foreman, dextrose, Decatur, to night coordinator, Lafayette
RAY BENJAMIN, from preparation foreman, Morrisville, to area foreman, preparation, Morrisville



Ken Iwanusa



Robert Shannon



Ken Swanson



Ray Benjamin

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

Address Correction Requested

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