

STALEY NEWS

Vol. 3— Page 41

BY AND FOR STALEY PEOPLE

February 1, 1940

BUSINESS TAKES A HOLIDAY---NEW CUSTOMER FOUND---OTHER BITS

It took two issues of the "News" for the task of reviewing our business for 1939. Looking back over successful periods is pleasant and it affords consolation during the times when business isn't what it ought to be. It looks like we have reached one of those times. Domestic orders are practically at a standstill while the other segment of our business Export sales has had to be relied upon to keep our wheels moving.

While we were thinking back on 1939, particularly that small part of 1939 represented by the fourth quarter, things were happening to Staley business. Things that can usually be detected by the man at the wheel. It will probably be a surprise to a good many people to learn that domestic business has been taking a holiday.

We have been busy, as far as production is concerned. This is not usually the case when domestic orders fall off. The only reason we are able to operate steadily at this time is because the Staley company undertook to maintain its foreign outlets, for the extra hours of work they would provide, against a time which it hoped the foreign market would revive. An unusual quantity of export business is helping out at the moment but these orders are becoming difficult to secure. Exchange difficulties and inability to secure shipping space are the causes.

Whether we are in for a breathing spell, or a waiting spell, remains to be seen. Some time ago, Mr. Staley, Jr., predicted that we would experience a drop. The current report from the Order Department is, "All's quiet on the customer's front." Let us hope that export orders will be able to fill the gap until a normal demand for domestic needs returns.

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Staley's was the first company in America to refine edible soybean oil. The demand for soybean meal has grown by leaps and bounds, BUT, with an average of 8½ pounds of oil being derived from every bushel of beans processed, the growth of meal sales has led to larger and larger problems in oil distribution. Splendid success has been meeting the efforts of our Soybean Oil sales division under the management of Mr. Galley, and an ever growing list of commercial outlets is being developed.

Of recent interest is a shipment of soybean oil which has just been dispatched to Cuba. This shipment amounted to several carloads. It is going to a

new customer and customers of carload lots are worth keeping so here is hoping that new customer continues to be just as sold on soybean oil as he was when he placed his first order.

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Foreign shipments are subject to a great deal of risk. While we are on the subject of foreign business, it might be of interest to note that not a single one of our shipments has been lost.

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"The show must go on" says a legend of the stage. No group of persons, not excepting actors, knows the unrelenting necessity of keeping the show going like the men in our yard department. The recent cold snap saw these hardy men setting the stage for the show in which Staley people are playing a part. In not one place but many, with a vigor and effectiveness where as much as thirty tons of equipment was spirited out of its moorings, in a matter of minutes, and replacements made. "All in the line of duty" said Ted Threlfall, Yard foreman.

The speed of these replacements was not diminished by the fury of the weather. And these replacements required a clock like precision and timing possible with less expert individuals, only when time and weather need not be considered.

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Feed business has gone to the "bow-wows." We have the conditions that it takes to make feed sales boom, cold weather,—snow that prevents stock from getting to natural feed,—yes, and just as many head of stock as two weeks ago. Yet,—feed sales have narrowed down to a small dribble. Borrowed business is the answer. When the war broke out, our company applied itself to a close study of the events following the outbreak of the last war. It found no abnormal demand and no increased consumption. When feed buyers turned flip flops and began to place orders out of line with the possible consumption, our company warned them to order only what they needed. Many failed to heed this advice. Some even doubled their orders. The result, livestock have not yet consumed the feed that has been purchased by buyers who forgot that the only factor which could really change the amount of feed, the number of livestock, had not been altered. The weather has helped them somewhat but our orders are due to lag until the supplies of customers who over bought have shrunk.

FELLOWSHIP CLUB NOTESBy DAN DAYTON, *Secretary*

The regular meeting of the Board of Governors of the Staley Fellowship Club was held on January 18, 1940, at 9:30 a. m.

The treasurer's report was submitted, accepted and placed on file.

At the business meeting, it was:

Resolved that: the claims of five members, attested by affidavits, be allowed.

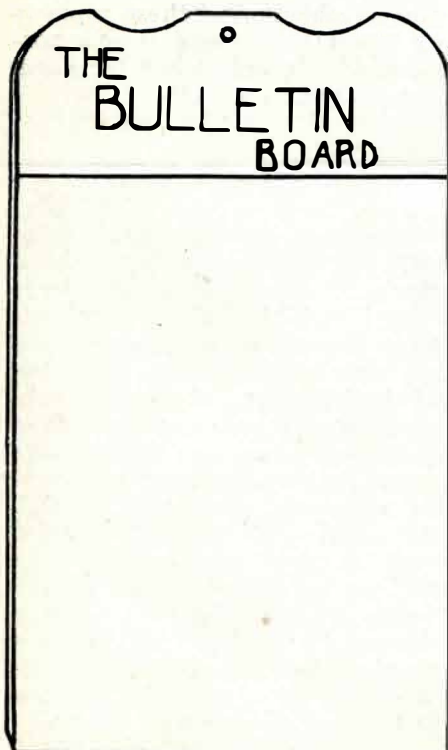
Resolved that: Code 24, under Section E, be revised to read: Code 24-Section E- Page 10 of the Constitution By-Laws of the Group. Forfeiture of Benefits and/or Membership shall occur upon refusing or failing to furnish a medical certificate stating the cause of non-occupational sickness or non-occupational accidents.

Resolved that: The annual donation of \$10.00, for the Health Bond, to the Macon County Tuberculosis & Visiting Nurses Association be allowed.

The names of new members appearing on the minutes of the December 22 meeting were placed on the roll and 18 more names were placed in nomination.

A bill for ambulance service was allowed and a donation of \$2.00 to a member voted.

The meeting adjourned.

**GOOD NEWS**

**For All Staley Employees Who
Are Not Members of Group
Hospitalization Plan**

In a recent meeting the Board of Directors of the Decatur Hospital Service Corporation approved the re-opening of our Staley Group for new members. This action means that you who, for one reason or another, have postponed joining this Plan, may apply for your membership during the first 15 days of February, 1-15th inclusive.

At the present time 457 *Staley families* are protected from unexpected sickness or accidents requiring hospital care for a period of 21 days for each member of the family. The cost of this protection is so low as to be insignificant in the family budget; 2½ cents per day per person.

If you wish to join the plan please read the family letter enclosed with this issue of the "News" for further details. A supply of application blanks has been provided in the Credit Union Office, the Personnel Office and the Extra Board Room in the Time Office. Any further questions you have will be answered in these offices. This re-opening of our Staley Group is for the actual dates listed above—*February 1-15, 1940 inclusive*. After February 15th no further applications will be accepted for at least six months.

ATTENTION GARDENERS

About February 1st, I will be ready to make assignments of gardens to Staley employees for this year. Please see me at your earliest convenience in the personnel department. Don't wait till too late as you may not be able to get a choice lot.

Each one should come and sign up. We cannot tell whether or not you want a garden unless you come.

I have something of interest to tell every person who expects to make a garden in 1940.

J. E. UNDERWOOD,

Garden Supervisor.



Be on your guard against icicles hanging on window ledges around the plant. Thus far everyone has done a good job of knocking down those that could be reached and of putting up barriers and warning signs to protect against those that could not be removed. Don't move any of those signs or barriers and don't disregard them. There isn't any kind of hard drink known to science that will hurt you more quickly than a twenty pound icicle.

★ ★ ★

This is the best time of the year to avoid stepping on a railroad rail. The frost in them makes them as slippery as glass and when you step on one and slip—the odds are ninety-nine to one that you'll land—on the rail. Then you'll be able to say, from sad experience, that the rail is just as hard as it is slippery.

★ ★ ★

A pair of Safety Shoes cost less than a day's wages. The average toe injury in our plant costs ten day's wages and the injured man usually buys a pair of Safety Shoes after he returns to work. On that basis the cost is less than one day's wages for the man who buys Safety Shoes before an injury occurs and almost eleven day's wages for the man who buys them afterward. But that is just part of the story. The man who buys Safety Shoes is not buying protection alone. He is buying the best quality work shoe available at a cost of about \$1.00 more than he would pay for the cheapest one on the market. For a shoe equal in quality he would pay the same price anywhere. So why doesn't he buy Safety Shoes? Well, he is practically certain that only a few men in our plant will have toe injuries this year regardless of Safety Shoes and he really doesn't think that he will be one of those men so—. But when he does turn out to be one of those men he pays eleven times the price and he usually winds up by being a Safety Shoe missionary. Why not be converted the economical way?

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For The Employees Of

**THE A. E. STALEY
MANUFACTURING COMPANY
DECATUR, ILLINOIS**

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J. M. Richey, Editor

WAR—WORK—AND WAGES

In countries now currently engaged in war in Europe, great changes are being affected in the working relationships of the people who remain at home to work in the "necessary industries" or those performing public service.

Lately, magazines, newspapers and periodicals have been telling us that, if we have war, we may expect to find the same conditions here as are found in England, France and Germany, namely, immediate dictatorship with its consequent regimentations.

Familiar as the words dictatorship and regimentation are, they still leave much to the imagination.

Just exactly what do these things mean in actual conditions?

This is what we find, according to available information from eastern shores:

In France:

In April, 1939, the 40 hour week was extended to 45 hours after which an overtime rate of 5% extra was payable. Under present conditions, the limit is 60 hours per week although under certain conditions the work week may drop as low as 56 hours and may be extended to 72 hours.

Now, the first 40 hours are compensated at the regular rate of pay. The next five hours the worker gets nothing and thereafter he receives $\frac{2}{3}$ his normal hourly rate. In addition, he must pay an income tax of 15%. The tax and the difference between his regular pay and his actual pay, after 40 hours is paid into the National Solidarity fund. A labor inspector ratifies all hireings and employment bureau activities.

In England

Here the greatest control of the labor supply is exercised. Employers cannot advertise for workers, hire or rehire without the consent of the government.

The government gives allowances to families and dependents of mobilized men. "Unmarried wives" are treated as dependents if the worker, now a soldier, lived with his lady for six months and continues to send her at least \$1.75 a week out of his pay.

In Germany:

Formerly, German workers worked a limit of 48 hours a week with a 10 hour day limit. Overtime was paid at the rate of time and a quarter. Now overtime rates are abolished and a worker's income tax is payable by those earning 20c an hour, \$60 a month or \$600 a year, or more. Wages and salaries have been stabilized but the affect of reduced wages has been partially protected by adjusting prices accordingly.

In some districts, Labor Trustees have directed that the production savings affected by reducing wages be paid into the government treasury.

**DRAMATIC CLUB READY WITH
"IT'S PAPA WHO PAYS"**

**Splendid Cast To Be Seen In
Fine Comedy**

The Staley Dramatic Club is ready to demonstrate that, "IT's Papa Who Pays", in its first offering for Staley audiences set for the 11th and 12th of February. Arrangements for the auditorium at John's Hill school have been made for the occasion.

A children's matinee will be held Sunday afternoon, February 11th at 2:30 p. m. and the adult performances will be given Saturday and Sunday evenings at 7:30 p. m. The doors will open forty-five minutes before the curtain at both the matinee and evening shows.

Admission will be free to all Fellowship Club members, and their immediate families who present their membership cards at the door. Guests will be charged the nominal admission of 25c.



FOR SALE:
Lionel Electric Train. \$500 worth of equipment. Will sacrifice. Glenn Hott, 1512 N. Oakland. Phone 8154.



The Staley Credit Union had 1675 members at the close of 1939. Their investment in shares totaled \$306,455.14.

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During the year 1200 borrowers received 2,844 loans totaling \$294,741.74.

* * *

23,350 loans totaling \$1,651,487.72 have been made since the Credit Union was organized.

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A woodpecker uses his head when he works. Can we say the same for ourselves?

* * *

\$14,790.79 in dividends were earned by Credit Union shareholders during 1939.

* * *

Receipts for 1939 totaled \$394,479.86, which were administered at a gross profit of \$28,021.07.

* * *

During 1939 the reserve fund was increased from \$12,964.99 to \$16,743.78.



By DICK HOPKINS

Staley's won three of their last four contests during the past two weeks. The scores and opponents are as follows:

Staley's..35	Alton	48
Staley's..58	Mueller's	46
Staley's..63	*Taylorville	60
Staley's..46	Ill.-Iowa	25
* Hoppers.		

The win against Mueller's assured Staley's of second place in the league and placed them in the play-off for the championship at the Y Gym Feb. 7th.

STALEY MINOR LEAGUE

Leading Team

Starchers

Since Dec. 4

Team High Game

Lubricators—926

Since Nov. 20

Team High Series

Pencil Pushers—2522

Since Oct. 16

Individual High Game

J. Hilberling—242

Since Nov. 6

Individual High Series

I. Cox—635

Since Oct. 9

SENIOR LEAGUE

Leading Team

Laboratory

Since Oct. 25

Team High Game

Laboratory—996

Since Nov. 15

Team High Series

Research—2812

Since Sept. 20

Individual High Game

A. Trieweler—258

Since Oct. 18

R. Koshinski—258

Since Jan. 10

Individual High Series

A. Trieweler—672

Since Oct. 4

JUNIOR MEMBERS OF DRAMATIC CLUB COMPETE FOR PRIZES BEFORE FOREMEN'S CLUB

STALEY EXPERTS CONTRIBUTING TO BETTER KNOWLEDGE OF SOYBEAN PRODUCTS

M. M. Durkee writes—

K. J. Maltas talks—

Few weeks pass that one or more Staley executives or experts are not called upon to address an audience from the speaker's platform or to contribute the benefit of their broad experience to others through the printed pages of some publication.

Two of the more recent headlines from the Staley group are M. M. Durkee, and K. J. Maltas.

In the December issue of the WESTERN CANNER AND PACKER, tribute was paid Mr. Durkee, and the Staley Company, by the publication of an article by Durkee on "Salad Oil Used in Mayonnaise." The article discussed the merits and demerits of all the oils commonly used in America for producing the better known brands of mayonnaise. Considerable space was devoted to soybean oil, the infant of the industry, and the part of Staley's in making that oil available for use in quantity and at prices advantageous to the user.

Maltas at U. of Ill.

At the annual Farm and Home Week at the University of Illinois, one section of the program was conducted by K. J. Maltas who discussed the "Marketing of Soybeans and Soybean Products." Approximately 4,000 persons attended the program. The group which listened to Mr. Maltas relate the activity of Mr. Staley in developing the highly versatile soybean was an exceptionally large one.

No doubt several factors were responsible for the size of the audience that greeted Maltas and the interest his address held for them. Maltas' ability as an interesting speaker and his prestige as an authority on the nutritive value of soybean products were recommendations to central Illinois farm folk who are now making beans one of their main crops.

Jimmy Shondel, Violet Broadbear and Jack Parker Win

The entertainment for the Staley Foremen's Club meeting held January 15, was given by the junior members of the Dramatic Club, who were competing for prizes offered as a stimulus to the efforts of their group.

The caliber of the program presented by these young people was such that every actor received one or more ballots in nomination for the prize money.

Winners in the amateur night were anything but amateurish in the poise and finesse they possessed. James Shondel, winner of first place and \$15.00, did his celebrated stair dance. There is no doubt but that Jimmy is going places with his talent. Violet Broadbear, second place winner and \$10.00 the richer, was seen in two numbers that brought the audience to the edge of their seats to watch her feet twinkle in a toe dance.

Page Walt Disney

Young Jackie Parker, who was almost a second place winner, received the consolation award of \$5.00 for third place for his "Donald Duck" novelty number. Fans of the little duck were well pleased with the script that the brilliant talking duck followed which, if anything, was better done than the radio version. In fact, you could understand Jackie's duck.

The ballots showed the remaining acts closely grouped in the competition, and \$1.00 was given each of the following in appreciation of their abilities which led to their nomination to appear before the club: Lenore Peters, Phyliss Bridgewater, Gene Boyd (hope you see this chap sometime), Doris Shondel, Gene Broadbear, Lois Mae and George Moore, Jack Davidson (another worth watching), Leonard Coleman, Homer Allen and Son, and the three girls, Schultz, Hoyt and Ecklund, whose talents for precision placed them high in the voting and gave the audience a taste of Radio City's "Rockettes."