

StaleyNews

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Corn sweeteners major contributor to record net earnings for first quarter

Staley reported record net earnings of \$32,700,000 or \$1.48 per share on sales of \$552,309,000 for the first quarter ended December 31, 1980. The totals compared with net earnings of \$8,679,000 or 43 cents per share on sales of \$361,051,000 for the same period last year.

Earnings per share for both fiscal periods have been restated to reflect a three-for-two split of Staley common shares declared in November, 1980.

Chairman Donald E. Nordlund said the company's corn sweetener business was the major contributor to first quarter results. Despite normal seasonal slowdown in demand for some corn sweeteners, sales of high fructose corn syrups were positive and margins attractive, he said.

Nordlund said first quarter sales volume of 55 percent high fructose corn syrup was up substantially from the same period a year ago. The increase reflected the product's growing use in soft drinks and the company's expanded production capacity, he added.

The Staley chief executive said the company's soybean mills made a good contribution to earnings, although the excellent crushing margins for the same period a year ago were not equaled.

Nordlund emphasized that the company's prospects continue to be favorable for fiscal 1981. He indicated that the principal reason for the positive outlook is the expectation of an increasingly strong corn sweetener market.

Product acquaintance made in meat lab as Staley agents roll up sleeves to learn

"A thorough understanding of a product's capabilities and first-hand experience with its performance are immeasurable assets to a sales force," says Barry James, director of marketing, proteins, agriproducts. "To provide our European agents with such knowledge, we took our meat laboratory to them last fall and gave them a 'hands-on' experience with 'Sta-Pro' soy protein concentrate, considered a natural for the European meat industry."

Explaining, James said, "Europeans eat processed meats like sausage and liverwurst containing much more fat than meat products made in the United States. These meat emulsions are actually systems of protein, water and fat combined with the dispersion of fat and water, and this is where Sta-Pro's strength is noted. One of the protein concentrate's greatest attributes is its ability to bind high levels of fat and water. Good fat and water binding controls texture and fat drip of meats while increasing product yields—important aspects of turning out quality products," James related.

Organized by John Nichols, European marketing manager, proteins, and Jaap van Son, European area sales manager, with Steve Moore, senior food scientist, food and agriproducts, research, corporate technical, coordinating the laboratory work, the meeting was held in Zeist, The Netherlands. During the three-day conference, Staley's 12 agents were familiarized with the use of Staley protein in meat emulsions while also comparing it with the functionality, yields and prices of soy isolate and sodium caseinate, the two leading competitive products already entrenched in the European meat processing industry.

Closely attending included Mogens Schmidt Jensen of Denmark; Piet de Liefde, Nichols and van Son of The Netherlands; Bjorn Uhlen of Norway; Jaime Aleu Sans and Sebastian Villalonga Montmany of Spain; Olof Granquist of Sweden; Nigel Anstis of A. E. Staley Mfg. Co. (London) Ltd. and Tony Wallyn from the United Kingdom; Sava Ristic and Slavko Kecur of Yugoslavia.

With eight nationalities represented, proceedings were translated into German, Spanish and French by Jaap van Son, Nichols and James.

The three concentrated days of study included lectures, demonstrations, experiments, evaluations and discussions geared to showing the capabilities of Sta-Pro. At the same time, the company's agents gained experience with equipment, technology, and processes involved in making meat emulsions and a working knowledge of the language associated with the meat industry. They also learned how to position Staley's product with potential customers.

"For several years, soy isolate and sodium caseinate have been unchallenged in this market. It is, therefore, important for our agents to have very good information about our product and be able to compare its performance and salient features with the other two," James said.

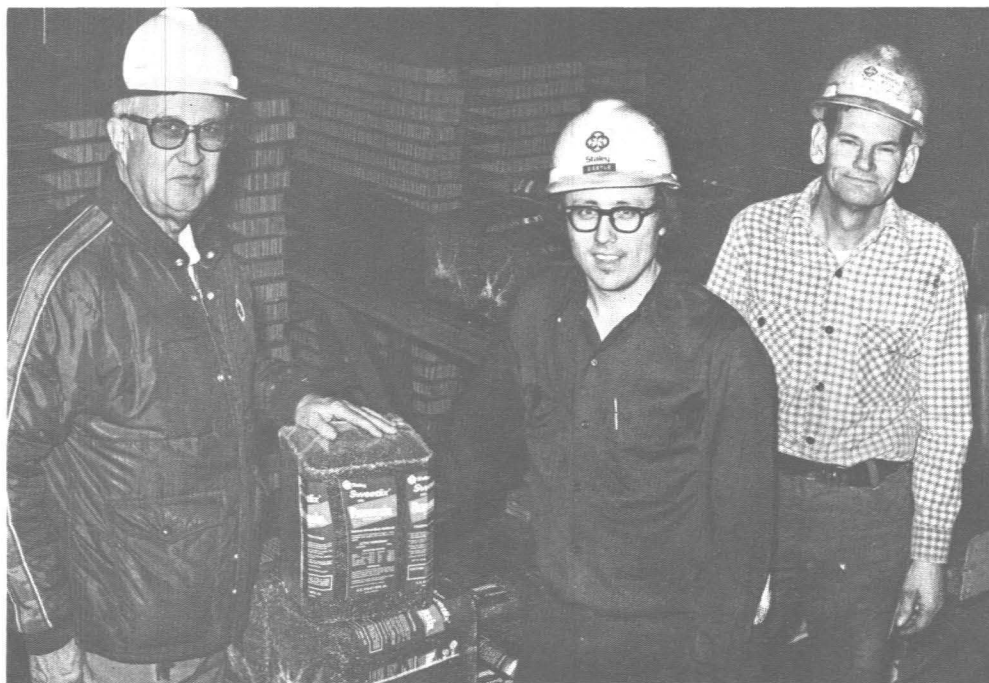
Hands-on experience

After Steve Moore demonstrated the use of Sta-Pro and the competitive products in model meat systems and the group discussed those results, each was assigned a task at the next laboratory session. Some measured ingredients, others kept track of time or temperatures and others operated equipment. In this way, they gained experience with the equipment and processes used by the meat industry.

Through experimentations, the agents found out that many variables may be changed in the procedure for producing a fat emulsion or meat product. These included the order ingredients are added; processing time and temperature; the ratio of protein to water to fat; and the type of fat used.

Fat emulsification is one of the preliminary and inexpensive techniques that a meat processor may use to evaluate a protein before running an expensive commercial test in his plant—considered the only

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New to the line of specialty feeds for the cattle grower is a "Sweetlix" block with "Rumensin," which promises accelerated weight gain, allowing cattle to be marketed about 30 days earlier. Experts at turning out Sweetlix products, from left to right, are Jim Warnick, production superintendent, specialty feeds, agriproducts, and Ron Bailey and Ken Lawhorn, both packers and palletizers in 48 building.

New block boosts cattles' weight gain

Specialty feeds' new "Sweetlix" Block with "Rumensin" promises cattlemen a way to accelerate cattle growth, meaning more money in their pockets since the cattle grow faster on hay and roughage present on the farm.

Staley has produced the first block containing the completely safe, growth-promoting drug, which was introduced to editors and agricultural publications, key distributors and university professors at a press conference in Chicago on December 10. Two days later, 500 tons of the new block were loaded onto 16 trucks and four rail cars at the Decatur plant and began their trip toward distributors. This also was the day on which the Food and Drug Administration's approval of the block was published in the "Federal Register."

A block for all seasons, this product is intended for use all year long in any part of the country, regardless of the type of forage available. Currently, it is marketed for cattle over 400 pounds on pasture.

In phase one of a national marketing program, distributors and their sales staff are being trained on the attributes of the new product. An advertising program aimed at dealers began the middle of December to notify them of the block so they can stock it. And finally, a nationwide advertising campaign is being conducted in January and February for cattlemen through farm publications and radio commercials to get product information into their hands.

Sweetlix with Rumensin is the tenth product in Staley's block line and is the basic "3-in-1" molasses mineral block with Rumensin added. Sweetlix 3-in-1 is a successful product in its own right and has had sales exceeding 10,000 tons a year during the past 16 years.

"Molasses attracts animals to the block every day and is the attractant," said Sam Shanklin, manager, specialty feeds. "Salt and molasses in combination stop the feeding after cattle consume daily requirements, thus becoming the regulator, making it an effective vehicle by which to convey the new drug."

Advantages from block feeding

While Rumensin can be fed to cattle in several ways, Staley's fortified molasses block has advantages which include less labor, less cost and usually removes the need to feed supplemental grain to cattle

on poor quality pastures. The drug can be hand-fed in no less than a pound of grain and self-fed using a mixture of salt and six pounds of grain, both requiring much more attention and expense than the block.

Rumensin changes the acids in the animal's rumen (the second of four stomach chambers) to create a more favorable balance of acids so that feed is digested more efficiently.

Expanding on this, Bill Griffel, manager, nutrition and toxicology, agriproducts research and development, who conducted the field research, said, "Rumensin alters the volatile fatty acid ratio." According to him, there are three main acids operating in the rumen—acetic, propionic and butyric—listed in descending order of concentration. Propionic, however, is the acid of choice for the microorganisms which work in the rumen. While the drug does not lower the other acids significantly, it does increase the level of propionic, allowing the rumen microorganisms to digest feed more efficiently. By increasing the propionic acid, the animal also decreases its loss of methane, in effect, conserving energy.

In a capsule, Griffel said, "Rumensin allows increased feed efficiency and weight gain or reduces the amount of feed necessary to put on 100 pounds. It, thereby, gives better efficiency for the grain or feed that cattle consume."

Growth responses have been collected during the past six years as the product was tested on 3,550 animals located at experimental stations and university facilities across the nation where the cattle have been fed on all types of forage. Although Sweetlix helps, through a balanced mineral supplementation program, to increase pasture gain response, Rumensin adds an additional two-tenths of a pound or about a 16 percent increase in weight gain per day over that achieved with 3-in-1 alone. This additional gain will allow cattle to be marketed about 30 days earlier, according to Shanklin. The 16 percent increase in gain means an extra 17 cents a day in body weight under current market conditions. Deducting the seven-cent cost of feeding the block daily to cattle, the rancher is making about 10 cents extra profit a day on each animal being fed the block.

The economics of raising cattle has been a major concern to cattlemen. Over the past five years, the cost of grain and the cost of gain have increased many times since the down turn in cattle prices and the upturn of grain prices. Mingled with this situation is the consumer's revolt over meat prices—with people demanding cheaper sources of beef. The answer lies in putting more pounds on the animal while on pasture and shortening the time in the feedlot when they put on additional fat to improve the flavor and tenderness of the meat.

"Feedlot time was once 180 days and is now from 90 to 130 days," Griffel said. "Shortened feedlot time helps decrease the total cost of the animal's gain. Rumensin helps get this job done."

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In the News...



Retiree/P2



Winner/P3



Reveler/P4

Retirees reviewed yesteryear at their fifth annual meeting in Decatur

After visiting a couple of hours and with dinner behind them, 588 Staley retirees and their guests settled in for a comfortable review of the company's history told by Nat Kessler. To bring earlier years into focus, Kessler, group vice president, technical, used old photographs and slides in his presentation.

"Staley's history," he said, "is really that of a great man who came to Decatur, Illinois, to build a plant. This man had ambition and surrounded himself with energetic, creative people.

"In those early years, Staley was in the starch business and, deciding it was time to expand, started up a new syrup plant in 1920 . . . then the first soybean processing facility in the United States in 1922.

"Even in the thick of growth, Mr. Staley had a keen interest in his employees," Kessler pointed out. "Known as a warm, friendly person to plant employees, he often joined them at picnics and sporting events. The Fellowship Club, in return, honored him with a bronze bust in 1926.

"High points of the company's history, of course, included activities like football, with guys such as George Halas, who were both players and employees. The 1920 team went to Chicago as the Staley Bears," Nat reminded the group.

"As with any great company," Kessler continued, "building went on with the start up of elevator C out in the middle of a great barren expanse. To allow more expansion to the east, the viaduct was built in 1928, replacing 22nd Street where it crossed the plant and Wabash rails.

"Soon afterwards, construction began on the new Staley office building that many, today, consider a memorial to A. E. Staley, Sr. He left us a company with a tradition of caring about people, which like the tradition of sports at Staley, has continued as our heritage.

"Times were changing," Kessler said. "With World War II behind us, a new team was leading the company in new directions. The growth and success of the Staley Company, today, is a credit to Don Nordlund, his managers and thousands of workers. This success is a tribute to that young man who came to Decatur in 1910.



Anticipating a good visit, retirees came from as far away as Florida to attend the fifth annual meeting of the Staley Retirees Association.

"The story of A. E. Staley is a story of people—dedicated people. The people in this room; the people whom we miss as we reminisce tonight; the people who were inspired by the spirit of this great man and were not afraid to dream . . .

"You are part of this heritage. I congratulate each of you on the part you have played in helping fulfill the bold dreams of A. E. Staley."

Officers elected

Guy Thompson, who retired from the company on December 1, 1970, was elected president of the Staley Retirees Association for the 1980-81 year. Thompson, also president of Ring 14 of the International Brotherhood of Magicians, entertained fellow retirees with some inflation-fighting magic.

Other officers elected for the year include Sam Jones, vice president, and Dorothy Teft, secretary/treasurer.

Two who have served in supporting roles since the association was formed retired

this year. Pauline Cable has served as secretary/treasurer and Trudy Hebert has been her assistant for the past five years.

Executive committee members for 1981 include Hoyt Coverstone, Hylia Hoyt, Don Carroll and Paul Breyfogle. Serving on the advisory committee are E. D. "Skeeter" Moore, Ira Cox and Pauline Cable.

Retirees look forward to these annual occasions . . . some traveling great distances. Among those coming from more than 50 miles away in Illinois were Herb Harless, who makes his home in Danville, Herbert Jones of Galesburg and John F. Jones from Hidalgo. Coming in from Florida were Elmer Tomlinson, who's home is now in St. Petersburg, and Ora Fisher of New Port Richey. Hailing from Hardy, Arkansas, was Cecil Fundy and from Mound City, Missouri, John Lampitt.

Ora Fisher reports this last event was his third dinner and said, "I would have made all of them if I'd known how nice they were." Fisher combines this social outing

with former colleagues and a good visit with his brother, Morris, another retiree attending the dinner, and Decatur friends. "When frost collects on the windshield though, I know it's time to go home to my citrus trees," Fisher said.

A retiree since 1974, Everett Moore, now living in Clinton, attended his first meeting this year. For the past six years, he has been running his own bakery, the Sugar Shack, and had a landscaping nursery prior to that. In spare time, Moore works on lawn mowers and is a security guard at a Clinton factory.

Leverett Early, who retired in November of 1970 as a millwright, has attended all of the dinners. A fisherman, he moved to Westervelt and convinced Dick Yocom, another retired millwright, to move there also. Fishing is Yocom's busiest retirement project, particularly snaging walleyes.

Exercise is important

From the group still in Decatur, Emil Schimanski says he doesn't know where his last four years have gone since retiring. "Winter is no problem for me. If there's three feet of snow, I grin and know I don't have to get out. Time goes rapidly filled with plenty of reading and jogging." Emil exercises every day and jogs in the basement when winter closes in. Otherwise, at least five times a week he jogs a three-mile stretch. "Keeps me young," says Schimanski.

Another veteran of all five meetings is Pauline Turner, who worked for Staley 42 years. Immediately after retirement, she worked 20 hours a week for five years as a secretary of the Easter Seal Association and then spent last year as a housemother at Millikin University. "I've retired three times," she says. "Of course, when Staley hired me, there were no child labor laws!" she quipped.

Pauline's cousin, Gladys Schahrer, attended her first retirees' meeting since leaving the sewing room last June. Esther Elder, who also ended her 42-year career at Staley in the sewing room, was at the dinner, reporting that she still sews, but only for herself. Esther, who wanted to see what staying home was like when she retired in June of 1978, says she now likes traveling. Group travels are her favorite because she makes new friends.

Staley's oldest retiree, Archie Taylor, had a busy evening greeting cohorts. Archie worked for the company from 1920 to 1953.

Otto Oak, who worked in the yard department and on the rigging gang until 10 years ago, says he keeps busy with fishing, golfing and work. "There's always plenty to do," he says.

After 42 years at Staley, John Cole, former lubricator, flat out retired nine years ago and enjoys the dinners so he can chat with co-workers. In fact, he fills most of his days visiting with people.

Retirement years have gone rapidly for Lloyd Gill, former rigger leadman, who
(Continued on Page 4)

Lab work reveals quality

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completely valid test of a protein for his meat product.

By the conclusion of the program, the group knew with certainty that Sta-Pro forms strong pork fat emulsions in the presence of salt or by using cold water instead of warm water in the process; produces a heat-stable product; is tolerant over a wide range of fat and water levels; and is usable in a wide range of procedures including the early addition of salt to the batch. In addition, production procedures using the Staley product can be performed more rapidly than recommended for the competitive proteins. These advantages can mean a better end product as well as time savings.

Side-by-side, comparisons of Sta-Pro, isolate and sodium caseinate, showed the Staley soy protein concentrate to be equal to if not better than the other two in functionality . . . cooked yield was as good as Staley promised . . . and a comparison of costs showed Sta-Pro to have an economic advantage of 10 to 25 percent, James reiterated. "The tools are all there to build a loyal customer following in a new market."



To gain a full appreciation for Staley's "Sta-Pro" soy protein concentrate, considered a natural for the European meat industry, the company's 12 European agents rolled up their sleeves and tried out the product in a meat laboratory. Besides familiarizing themselves with its use in meat emulsions, they compared Sta-Pro with the functionality, yields and prices of soy isolate and sodium caseinate, competitive products in that market.

"StaPuf" puts fresh scent in laundry

Besides its softening ability and static cling control, "StaPuf" reusable sheets have an unbeatable fresh outdoor scent. The fragrance, which has very high appeal, is an important factor in making this brand the fastest growing in-dryer fabric softener in America.

Who makes this claim? Launderers.

"We took our customers' word on their preference for the product's scent and developed a new commercial around the fragrance, to set StaPuf sheets apart from the competition," says Marianne Perkins, product manager.

(In its first full year on the market, StaPuf made a big dent in the fabric softener market, growing over 400 percent in volume last year. During the same period, private label sheets grew 52 percent and the leading dryer sheet gained only 4.4 percent. Two other popular brands actually lost market share, dropping more than 10 percent of their volume.)

After settling on the strategy and objectives, Stern Walters/Earl Ludgin, Inc. of Chicago, Consumer Products Group's advertising agency for this brand, created several story lines. The marketing staff chose two for testing with consumers in a theater. After viewing the commercials interspersed with a show, they answered questionnaires covering what they had seen. Their recollections and impressions helped target the message for production.

The 30-second commercial was filmed on location in a flower-studded valley of the Western Rockies. There, against a backdrop of blue sky, mountains and green grassy expanse, a mother and daughter dry clothes, producing a clean and fragrant laundry that's "billowy soft with no static cling."

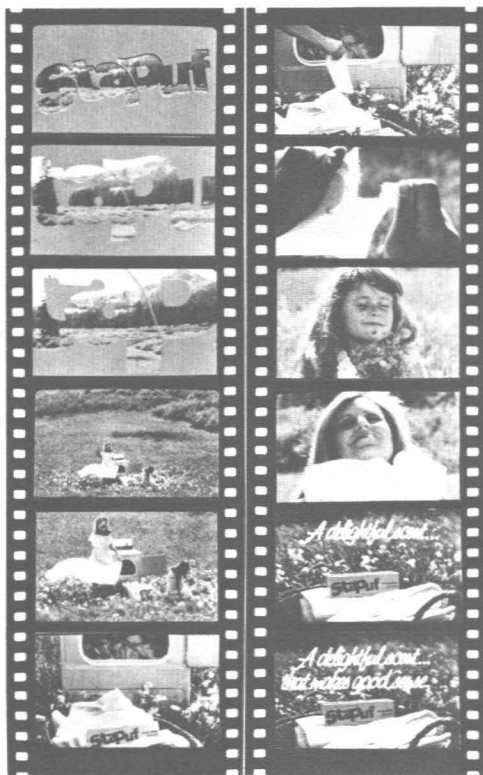
Economy pointed out

Reusability, the thrust of the original commercial for StaPuf sheets, has been worked into the message along with the fact that these sheets are perforated "so you use only what you need to give a long-lasting, spring-fresh smell to your clothes."

"The fresh-scent approach, we think, will draw attention and give us heavy consumer trial," says Marianne.

Filed in mid-August, the commercial was first aired on October 6. Throughout this fiscal year, it will be shown 560 times on primetime and daytime television shows over CBS and NBC--the heaviest concentration of network television advertising ever put behind the StaPuf name. The message will reach 94 percent of U. S. households 26 times during the period.

Among primetime shows on which it is scheduled are "Little House on the Prairie,"



The freshness of "StaPuf" fabric softener sheets is re-emphasized in the new commercial, which tells us the product brings a scent so clean and fragrant and produces a billowy-soft laundry with no static cling. The reusable sheets work economically in the second dryer load and are perforated to provide only what is needed to give a long-lasting, spring-fresh smell to clothes.



Coming up with trophies for the longest pheasant tail feathers among Des Moines hunters are, from left to right, Mark Warner, Jack Wineinger, and Walt Mure.

Wineinger takes hunting honors

Producing the longest tail feather among 25 Des Moines hunters, Jack Wineinger, laborer, was declared the winner in the recent pheasant hunting contest at that location. His winning specimen measured 24 inches.

Walt Mure and Mark Warner, both laborers, each came up with 23 1/2-inch feathers, tying for second place. By the flip of a coin, Walt was designated the second-place winner.

Coordinator of the contest, held from November 1, 1980, through January 4, 1981, was Andy Williams, elevator operator.

"Monday Night at the Movie," "Quincy," "Thursday Movies," "Centennial," "Disney," and "The Big Event." The commercial will also be aired on such daytime shows as "The Jeffersons," "Alice," "Price is Right," "Search for Tomorrow," "David Letterman," "Doctors," "Wheel of Fortune," and "Another World."

If the "daughter" looks familiar, she may well be. Eight-year-old Angela Lee has appeared in "Breaking up Is Hard to Do," "240-Robert," "Private Benjamin," and "Different Strokes." Her commercial credits include Polaroid, Bactine, Nestle's Crunch, McDonald's, Magic Mountain and now StaPuf.

Believing the new dryer sheet message to be one of the strongest selling commercials consumer products has ever put on the air, the marketing staff devised a way to make sure their good friends in the grocery industry have an opportunity to see it. They put together a film strip and viewer with a letter for their brokers to personalize and send to key fabric softener buyers. Attached to the viewer is a small strip of the dryer sheet, giving the viewer a whiff of that "mountain valley freshness."

Joint advertising tried

Television is only a part of the advertising picture though. StaPuf sheets and concentrate teamed up in a double-page checkerboard advertisement in the November issues of "Ladies Home Journal," "Good Housekeeping," "Red Book" and "Family Circle," distributing more than 22 million store redemption coupons for each product.

And there's more print advertising support for the two products together in the February thematic insert in "Better Homes & Gardens," "McCalls," "Ladies Home Journal" and "Good Housekeeping." The half-page thematic ad will also carry 10-cent "pop-out" coupons for both sheets and the concentrate.

StaPuf products advertise well together, say the product managers, Mrs. Perkins for sheets and Harold Booth for StaPuf concentrate.

"Traditionally the thinking was that all fabric softeners competed for the same user," said Marianne. "Our current research negates that thinking. . . One-fourth of the fabric softener users select in-dryer sheets, one-fourth use liquid exclusively and the other half use both products. Each form of softener has its own product attributes and each appeals to a particular segment of the market based on those attributes."

"Incorporating both sheets and concentrate in magazine ads proves a good way to reinforce the StaPuf name while telling about each product individually in a cost-efficient manner," said Booth. "We can split the cost between two brands, stretching the advertising dollars!"

Lengthy approval route

(Continued from Page 1)

"In the six years that testing was performed, the federal government took a keener interest in animal feed," according to Griffel. "At the outset, there were no block regulations or pasture clearance requirement on the drug. These came along requiring more information and further testing. Our formula also changed," Griffel said, "altering the concentration of Rumensin to help insure that the block would be consumed in the amounts necessary to insure proper pasture supplementation in addition to supplying Rumensin. This meant more delays as blocks had to be reformulated, additional tests run, more data compiled and finally submitted to the government. Then, safety studies were required, which the developer of Rumensin--The Elanco Division of Eli Lilly--had already conducted."

After all data was reviewed by the major reviewer at the FDA and confirmed as being acceptable, it had to be summarized again and routed through the remaining channels for approval. This process, in itself, took approximately six months. Final approval was granted to the Staley Company on November 24, 1980, in a letter from the FDA.

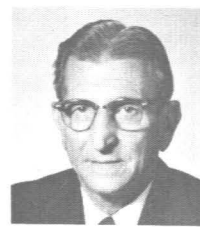
Ken Wright, senior nutritionist, research and development, who holds the patent on Staley blocks, helped Griffel begin the original work on this project. While Ken's major concerns have changed, he has continued to assist with input to final drafts of data and summaries prepared for the F.D.A.

"Now that we know the routine, the manner in which to set up studies, types of informa-

Joined the leisure life



Robert Lighthall



Robert Cowgill, Jr.

ROBERT COWGILL, JR., shift foreman, wet process, corn milling, industrial

ROBERT LIGHTHALL, manager, commerce/research, corporate transportation

tion the F.D.A. requires, and have block regulations to go by, the approval process should be less cumbersome," said Griffel. "We'll see with the five additional studies now being conducted over 90-day periods with wintering beef cows, the data from which should be ready for the government by May. This data will help to add a claim to the block label for increased feed efficiency for beef cows on winter forage. While Sweetlix with Rumensin is cleared for slaughter, stocker and feeder cattle over 400 pounds on pasture, additional studies must be conducted and findings approved before a claim about weight gain can be made for cull cows and bulls," he added.

"This new block is very exciting to cattlemen with a commitment to weight gain--getting animals to grow faster on the same feed. And this is the product that will do the job. Sweetlix with Rumensin rapidly makes dollars and sense to those using it," said Shanklin.

On the move around the company



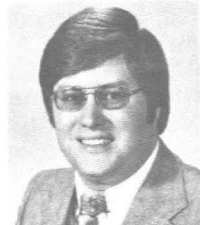
Tom Ames



Frank Simmons



Beth Gallagher



William Bosserman



Randy Kirby



William Hebenstreit



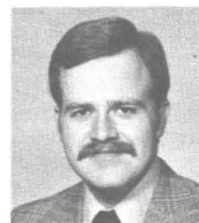
Jeff Dehn



Clifford Pfaffenberger



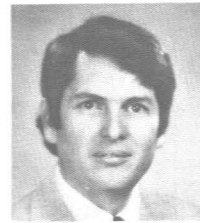
Bill Patterson



Joseph Curtis



Charles Domanico



Dave Breen

AGRIPRODUCTS

TOM AMES, from junior merchandiser, commodity operations, Des Moines, to merchandiser, commodity operations, Des Moines

GARY BERRY, from junior merchandiser, commodity operations, Fostoria, to merchandiser, commodity operations, Fostoria

BETH GALLAGHER, from junior merchandiser, commodity operations, Des Moines, to merchandiser, commodity operations, Frankfort

WILLIAM BOSSERMAN, from rail equipment supervisor, transportation, agriproducts, to traffic manager, commodity operations, Champaign

BILL HAUSMANN, from chemical engineer, refined oil, agriproducts, to plant process engineer, Des Moines oil refinery

RANDY KIRBY, from receiving and shipping clerk, corporate office services, corporate finance, to rail equipment supervisor, transportation, agriproducts

FRANK SIMMONS, from senior merchandiser, commodity operations, agriproducts, to export meal sales manager, commodity operations, agriproducts

CORPORATE

ED BECK, from application chemist, starch processing, research and development, corporate technical, to research chemist, starch processing, research and development, corporate technical

JEFF DEHN, from computer process control engineer, engineering, corporate technical, to senior computer process control engineer, engineering, corporate technical

BILL HEBENSTREIT, from technologist, food and agriproducts, research, corporate technical, to senior technician, food and agriproducts, research, corporate technical

STEVE MOORE, from food technologist, food and agriproducts, research, corporate technical, to senior food scientist, food and agriproducts, research, corporate technical

CHARLES PFAFFENBERGER, from field engineer, project engineering, corporate technical, to senior field engineer, project engineering, corporate technical

BILL PATTERSON, from traffic manager, commodity operations, Champaign, to supervisor of special projects, corporate transportation

INDUSTRIAL

JOSEPH CURTIS, from staff process engineer, industrial manufacturing, to associate process engineer, industrial manufacturing

CHARLES DOMANICO, from staff process engineer, industrial manufacturing, to associate process engineer, industrial manufacturing

DAVE BREEN, from central regional manager, specialty products, industrial sales and marketing, to area manager, sweeteners, industrial sales and marketing

90 employees compile 1,615 years of service to the Staley Company



Ralph Bates



Robert Hawthorne



Betty Lou Roderick



William Fryman



Jordan Smith



James Melton



Robert Potts



Luther Childress

45 Years

JOSEPH SLAW, repairman, 11 building

35 Years

RAY BRADSHAW, senior mechanic, tin shop

MARION SAVAGE, rigger leadman, riggers

EDWARD MICHENER, fireman-east end, boiler room

RALPH BATES, switchboard operator, engine room

ROBERT HAWTHORNE, senior painter-roofer, painters and roofers

BETTY LOU RODERICK, pricing clerk, dextrose, industrial sales and marketing

BILL FRYMAN, superintendent of rebuilding fabrication and projects, maintenance, industrial manufacturing

BILL RICHARDS, senior production supervisor, refined oil, agriproducts

JORDAN SMITH, equipment fabrication supervisor, maintenance, industrial manufacturing

GERALD WHITE, courier, corporate office services, corporate financial

30 years

30 years

ROBERT WOODCOCK, equipment fabrication supervisor, maintenance, industrial manufacturing

LOUIS FERIOZZI, processing foreman, dry starch, industrial manufacturing

JAMES MELTON, shift foreman, bulk products, syrup refinery-dextrose, industrial manufacturing

LESLIE CARR, senior industrial engineer, technical, industrial manufacturing

WILLIAM MUNDWILER, evaporator operator, 5 & 10 building

ROBERT POTTS, P & S drier operator, 20 building

DARRELL LAW, development engineer helper, pilot plant

EVERETT PATRICK, development engineer helper, pilot plant

IRWIN BLICKENSTAFF, senior mechanic, pipe shop

WILBUR WORKMAN, lead operator, feed house

LUTHER CHILDRESS, leadman and weigher, 6 building

FLOYD DICKERSON, JR., karry crane operator, riggers

DEWEY MATHEWS, JR., helper, 29 building

WENDELL SMART, drier operator, 12 building

RUSSELL COOK, heavy equipment operator, 101 building

CHARLES CONAWAY, helper, brick shop

MERLE MATHIAS, drier operator, 12 building

JAMES RYAN, preparation operator, 101 building



Wendell Smart



Fred Tapscott

FRED TAPSCOTT, JR., senior mechanic, pipe shop

LESLIE ANDERSON, ion exchange operator, 5 & 10 building

HERSCHEL DOWDELL, air compressor operator, engine room

WILLIAM FLEMING, stores coordinator, storeroom

GEORGE RUBENACKER, assistant fireman A, boiler room

WAYNE WILLIAMS, lead operator, 111 building

RICHARD KITCHENS, repairman, 11 building

25 Years

RUTH SCHULTZ, order and invoice edit clerk, export, agriproducts order processing

20 Years

MARNABELLE CALDWELL, data input operator, corporate information systems, corporate finance

WILLIAM TAYLOR, systems consultant, corporate information systems, corporate finance

WARD WOODARD, senior rate analyst, administration, industrial products

WAYNE RENSCHAW, marketing communications manager, industrial sales and marketing

MAURICE BENSON, boiler leadman, Houlton

15 Years

ALBERT MORELAND, lead loader, 75 building

FRANK RUSSELL, JR., assistant hydrogenation operator, 29 building

EVERETT HITE, senior mechanic, pipe shop

DAVID ZIMMERMAN, analytical chemist/coordinator, advanced research and development, corporate technical

WILLIAM SCHNEIDER, JR., senior operations auditor, auditing, corporate finance

RALPH BATES, production formula chemist, research, general, corporate technical

RONALD BRAMEL, shift foreman, dry starch, industrial manufacturing

DONALD NEIDOFFER, JR., senior printing equipment operator, corporate office services, corporate finance



Herschel Dowdell



George Rubenacker

ROBERT GARRETSON, director of sales, industrial starch, industrial sales and marketing, industrial products

10 Years

MARTHA FELDKAMP, senior clerk, commodity operations, Champaign

MICHAEL DOOLEY, foreman, Gregg's, Portland

JOHN WILDE, delivery man, Gregg's, Portland

5 Years

MARK BANNING, cleaner, 99 building

DAVID CRAWLEY, pack/load operator, 17 building

MICHAEL DUNN, loader, 47 building

JOHN TATE, bulk packaging operator, 47 building

MELVIN COOK, carbon operator, 5 & 10 building

DONALD CREEK, extraction operator, 118 building

AUDREY DICKEY, railcar handler, 101 building

RAYMOND KRAMER, shift repairman, boiler room

CLYDE LAMBDIN, pack/load operator, 17 building

RAYMOND SHAFER, ion exchange operator, 5 & 10 building

JERRY WICKER, process supportman, 101 building

MARTY HAVENER, building cleaner, 28 building

BEN McBRIDE, building cleaner, 28 building

ANTHONY REED, tank and pump operator, 5 & 10 building

JOHN BYERS, JR., tank and pump operator, 5 & 10 building

RONALD EMERSON, tank and pump operator, 5 & 10 building

MICHAEL LEE, lead loader, 34 building

JAMES RANDELL, building operator, 99 building

JEFFREY SITES, warehouseman 99 building

GREGORY DOW, drier operator, 28 building

JEFFREY EKISS, truck operator, 34 building

RANDY GARREN, P & S mixer operator, 20 building

LEE O'BRIEN, utility man, 111 building

JAMES OWENS, chemical operator, 16 building

KEITH REDMAN, process supportman, 6 building

MICHAEL SEBOK, process supportman, 11 building

EARL TYUS, JR., pump and tank operator, 5 & 10 building

MICHAEL PULLIAM, production superintendent, oil refinery, commodity operations, soybean milling, Decatur, agriproducts

KATHRYN DAVIS, central shop clerk, maintenance, industrial manufacturing
ROBERT POTHAST, plant superintendent, soybean milling, Decatur, agriproducts
JOHN WHITNEY, syrup refinery area foreman, industrial manufacturing, Morrisville
GARY DURBIN, chief clerk, refined oil, agriproducts
FORD PRESTON, SR., utility man B, Chattanooga
STEPHAN LUJAN, lead operator, Monte Vista
IRMA SMITH, plastics, Gregg's, Portland
GUMERCINDO GUERRERO, production man, Re-Mi Foods

Scratch champs are Jersey, Monaco

Completing the first half of the racquetball season at Oak Brook, Len Jersey, credit/accounts receivable manager, won the men's scratch title with 38 wins and one loss. Judy Monaco, personnel representative, took the honors in the women's league with 29 wins and one loss.

George Steele, assistant product manager, and Ron Kurzawski, supervisor, rates and billing, tied for second place with 32 wins and six losses. Mike Barnett, manager, marketing administration, came in fourth with 28 wins, nine losses.

The women's second and third place winners respectively were Judy Denk, control clerk, who compiled 27 wins, three losses, and Audrey Morse, multilith operator, with 25 wins, five losses.

In the second half of the season, players are competing for handicap titles.

Retirees gather

(Continued from Page 2)
spends many hours cheering up sick friends. "I'm so busy I've lost track of just when I retired," he said.

Elmer Tomlinson enjoys the dog and horse races as well as golfing and fishing in Florida. He was head of civil engineering before retirement in '71.

Over the past nine years, Don Pygman has worked out an annual routine. In the warm months, he raises tomatoes, green beans and flowers. When the weather changes, he hunts squirrels and pheasants. Then, during his housebound winters, he watches plenty of television and reads.

Overall Staley retirees are busy with a wide variety of activities including new careers. But once a year, they set an evening aside for the company and their old friends . . .



Dual celebration--Honored for his 25 years of service during the employees' holiday dinner dance at Monte Vista was Charles Gallegos, relief foreman. Employees presented him a plaque marking the occasion. Hosts and hostesses for the event were Felix and Delfina Sena and Carmel and Clara DeHerrera.



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

Address Correction Requested

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