



BUS STOP—Staley employees pick up pay checks was used to distribute pay at Schwartz Restaurant off Company grounds for the first time, as bus parking lot first week of the strike.

Staley NEWS

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Decatur, Illinois

July, 1964

Negotiations-to-Strike-to-Settlement:

How the Agreement Was Reached

Two months, 25 meetings, and more than 2,000 manhours of negotiations between the Company and Union bargaining committees went into this year's contract settlement.

Here is a rundown, from the start of negotiations to Monday's ratification vote.

May 1—Exchange 75 proposed contract changes; 53 from Company, 22 from Union.

May 8—Negotiations open with review of all 75 proposals.

May 15—Agreement reached on 7 items, parts of 2 others, 9 dropped, leaving 59 for discussion.

May 19—Agreement on one Union and one Company proposal, three other Company proposals dropped. Talks concern vacation scheduling; 54 items remain.

May 22—Acceptance of five proposals, four others dropped; 45 remain.

May 26—One dropped, Union presents language changes in its proposal on job specifications. Company to consider it.

May 27 to June 5—Contract talks halted temporarily for series of meetings, settlement of two Union grievances on 17 bad working conditions.

June 8—Talks center on shortening, rearranging provisions on job waivers, had been partially settled earlier.

June 9—Job specifications in spotlight. Forty-two of original 75 proposals remain.

June 12—Company presents counter proposal on job specifications; Union to consider.

June 16—Union presents counter proposal on job specifications.

June 17—Discussions continue on job specifications; 42 still needed to reach a settlement.

June 23—Proposal dealing with 15 of 42 remaining items turned down by Union. Discussion of employee insurance begins.

June 24—Agreement reached on disposal of six proposals and parts of two others. Thirty-five items remain on docket.

June 25—Nine and a half hours, no progress. Discussions center on insurance, mechanical duties, job specifications, general operator proposal.

June 26—Another nine and a half hours, some progress. Agreement on nine, 26 now remain; Company proposes deal involving 12 of these.

June 27—Tentative agreement on wage reopener next year, two-year Contract life, subcontracting; 22 items remain, including eight Union requests on job specifications, mechanical duties, holiday, vacations, insurance.

June 29—Federal Conciliator Harper enters negotiations; Company makes settlement offer amounting to 5.9 cents an hour in benefits.

June 29-30—Union members vote bargaining committee strike authorization.

July 1 to 2:15 a.m. July 2—job specifications and mechanical duties sections in 17-hour session. Company makes final offer estimated at 10.1 cents an hour.

July 2 (14 hours later)—Union bargaining committee rejects final settlement offer, presents four-day strike notice. Plant shutdown begins.

July 3—Conciliator Harper calls committees together in last-ditch effort to head off work stoppage; 10 hours, no progress; no further meetings scheduled.

July 6—Harper calls Company and Union bargaining committees together at 2:30 p.m. Discussion of alternate insurance plans interrupted when Union leaves to launch strike at 4:30 p.m.

July 7—Harper and committees continue discussions of dependent coverage alternatives in 12 hours of meetings at the Hotel Orlando. Picketing keeps construction trades people from entering plant to work on expansion projects.

July 8—Talks resume at 10:30 a.m. in hotel. At 5:30 p.m., Conciliator Harper announces tentative agreement. Union bargain-

ing previously-steeped ers to recommend membership vote on ratification as soon as possible.

July 9—Union announces special meeting for 2 p.m. July 10 at Fan's Field to vote on tentative settlement.

July 10—Tentative settlement fails to carry. Strike continues. No meetings scheduled. No end in sight.

July 13—Plant starts up again with supervisory personnel

(Continued on Page 4)



Ruth Cade

Staley People Were Her Subject

Ruth Cade, who retired as editor of the Staley Journal in 1957, died July 8.

A newspaperwoman in Decatur and Centralia before coming to the Staley Company in 1923, Miss Cade became editor of the Journal just a few years after it started as the Fellowship Club Journal in 1917, one of the first company magazines in the nation.

An article printed without her knowledge on her 25th anniversary said of Miss Cade:

"To her work and her easy cordiality we owe much of the credit for preserving the friendly spirit with which A. E. Staley endowed his Company. The Journal is Ruth Cade and she is the Journal".

Indeed she was. In her farewell Journal article of 1957, she said "the time has come to talk of many things," and then recalled not her own work, but the Staley people she had come to know over the years. Miss Cade was the reporter, The Company and its people her subject.

Ruth Cade's contribution to Staley lore is told month-by-month through more than 12,000 pages in over 400 issues of the Journal—two shelves of bound volumes rich in Company history and her straight-forward reporting.

It remains a lasting tribute to her life's work, which no one can fully appreciate who hasn't edited the Staley Journal for more than 34 years.

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A. E. Staley Manufacturing Co., Decatur, Ill.—Return Requested

New 2-Year Pact Adds \$700,000 In Fringe Benefits

More than \$700,000 in benefits will be paid for hourly employees by the Company during the next two years as a result of Monday's Union membership acceptance of a new two-year Contract tentatively agreed to last Friday.

Plant startup began soon after voting results were formally announced at 2:25 p.m. Monday afternoon, and by week's end nearly all employees were expected to be back on the job.

Everybody seemed pleased with the settlement.

A union official called the new pact "second to none . . . the best we've ever had".

Chairman A. E. Staley, Jr. called it "good news for everyone—employees, the Company and the community".

Officially, the strike ended almost two weeks to the hour after it began.

Tentative agreement had been worked out in a meeting of the bargaining committees on Friday, July 17 at the Hotel Orlando.

Accepted was a package of benefits worked out by Company and Union representatives within the general framework of the Company's earlier offer.

In bargaining sessions during the strike, various vacation and insurance benefit alternatives were discussed in an effort to reach agreement. A tentative settlement agreed to by the bargaining committees on July 8 was rejected in a Union membership vote July 10 at Fan's Field.

Here are the terms of the final Contract settlement:

- Company to pay the full cost of the present employee life, sickness benefit, hospitalization, medical and surgical insurance. Previously employees paid half and the Company contributed half plus 2 cents an hour equivalent for each employee.

- Company to pay half of an improved dependent insurance program. Employees had paid the entire cost of the program.

- Four weeks vacation after 20 years service. It had been after 25 years.

- Company to expand its Supplemental Workmen's Compensation Plan to take into account wages up to \$125 a week rather than \$100 as in the past in figuring benefits on temporary total disability.

New, improved features of the dependent insurance plan are an increased maximum daily hospital room rate benefit from \$16 to \$22, the same as for employees, and waiver of the \$25 deductible feature on hospitalization of more than 3 days.

It was agreed that all disputed claims would be settled by an insurance adjustment agency.

The highly complicated matter of disposition of the Fellowship Club reserves will be carried out as soon as possible, in compliance with a ruling to be requested from the Internal Revenue Service.

Bargaining on Fellowship Club benefits made it necessary to split the Club between bargaining unit and all other employees. Details of the split are now being worked out.

The Contract settlement was higher than any in recent years here, and some 2.5 cents an hour above the average increase in manufacturing companies across the nation this year.

It was also agreed that the Company would pay the full cost of member insurance for retired employees.

There is a one-year wage reopener in the two-year pact.

In a 17-hour bargaining session which ran from 9 a.m. July 1 to 2:15 a.m. July 2, agreement was reached on the mechanical duties and job specifications sections of the Contract.

Both had been stumbling blocks in bargaining progress through much of the last five weeks of negotiations.

In both cases, tentative agreement was reached on language suitable to both sides.

The plant startup began Monday afternoon, and over 500 were back on the job Tuesday. This increased by a few hundred each day as plant operations picked up to normal production and employment levels.

Hope was to have everyone back on the job next week, and production in high gear again.



GRAND CAREER—Art Watkins, night superintendent, points to the Feed House expansion as an example of near-constant change that has taken place during his 44 years with the Company.

Logs 25,000 Walking Miles . . .

Art Watkins, Best Acquainted With Staley-by-Night, Retires

The man probably best acquainted with the Company's 137 buildings and 400 acres by night was honored on his retirement with a banquet June 26.

Art Watkins, retiring after a 44-year career with the Company, figures he logged around 25,000 miles—on foot—walking through the plant in his job as night superintendent.

He started at Staley as a stock clerk in 1919, then spent 13 years as an electrician in Maintenance before moving up to a superintendent's post in 1939. He has been on night duty most of the time since.

Art recalls applying for a job at the plant in 1919 because he wanted to play on the Staley Starchworkers' baseball club. Two years later, his skill on the diamond took him to the St. Louis Browns' training camp, the only interruption in his long career with the Company.

As night superintendent, the entire plant is his beat and keeping the continuous processes flowing smoothly is his responsibility.

"Keeping in tune with the processes has been quite a big job in recent years", he reflects, "due to the almost constant addition of new equipment and expansion or modernization to turn out more and better products".

"When I came out here they were still shoveling starch in the old Table House", he recalls, "and you could count the plant's products on one hand".

"Now, the old starch shovel has long since bowed to new equipment that does the job

Granted Military Leave

Harold Force, Jr., 17 Bldg.

Congratulations . . .

Bob Buckles, Engineering, elected president of the Decatur Camera Club.

Dick Fisher, Distribution, elected to a three-year term on the Alumni Council of Franklin (Ind.) College.

much faster, and the Company turns out some 600 products compared to the few of 40 years ago."

The job of night superintendent has changed so much through the years that it really doesn't seem like he's been on the same job all along, he says.

What does a man who's been on his feet for so many years look forward to after retirement? "Think I'll play some golf", he said, "and do some traveling—by auto".



GARDENING BY TWILIGHT—Some 100 Staley folks put their evening hours to good use cultivating their Company-sponsored gardens. One such spare-time is Hedgie Smith, Oil Refinery, pictured above. Company has made land available to employees for gardens for more than 30 years.

Forty Mark 600 Service Years



Moore
Forty Staley folks celebrate anniversaries representing more than 600 years with the Company this month.

Leading the listing is Edmond Moore, Instrumentation and Control, who celebrates his 40th year with the Company July 5.

Others marking service anniversaries in July are:

30 Years

Floyd Feltenberger, Yards, July 15
Ervin Guyse, Garage, July 3

25 Years

Lester Carter, Production, July 27
Roger Randol, Roundhouse, July 25

Adam Wilkie, Jr., Electric Shop, July 29

20 Years

Coy Allen, Engr. & Maint., July 21
Clarence Ireland, Chem. Rsch., July 1

Willie McNeary, Plant Clean-Up, July 13

Alice Towne, Grain Div., July 3

15 Years

Archie Beals, Jr., 29 Bldg., July 18
James Bomball, Engr. Rsch., July 25

William Bowrey, 59 Bldg., July 25

George Bray, 20S Bldg., July 25

John Coleman, Plant Clean-Up, July 18

George Collins, 34 Bldg., July 26

Kenneth Comp, 20S Bldg., July 21

Thomas Duncan, 12-26 Bldg., July 21

Clifford Fifield, 9 Bldg., July 18

George Finch, Jr., Electric Shop, July 20



Guyse
Dewey Gosnell, Engine Room, July 20

Floyd Horn, Brickmasons, July 20

Don Jackson, 1 Bldg., July 25

Don McKinney, Small Machine Shop, July 20

Luther Moore, 1 Bldg., July 19

Paul Nixon, Pipe Shop, July 22

Woodrow Smith, Engr. & Maint., July 19

Delbert Stout, 118 Bldg., July 18



Carter

Morris Tatum, Jr., 20S Bldg., July 21

Glenn Vance, Plant Protection, July 21

Leo Willoughby, Ind. Sales, July 1

10 Years

John Barber, Jr., Extra Bd., July 23

Charles Boyer, 62 Bldg., July 28

Franklin Conroy, Pipe Shop, July 23

Jimmy Cooper, 9 Bldg., July 21

Thomas Radley, Plant Clean-Up, July 27

Robert Sinnard, 19 Bldg., July 26

5 Years

A. Lavonne Helmling, Production, July 28

Lew Rinebold, Aviation, July 28

Harold Schafer, Groc. Prod., July 27

Judith Wilhelm, Advt. & Merchandising, July 1

Ten Employees Step Up In Recent Promotions

Ten Staley folks stepped ahead in promotions this month.

Chuck Branney has been promoted from junior chemical engineer to chemical engineer in Chemical Engineering.

A West Virginia University graduate, he joined the Company in 1962.

Bob Magruder has been promoted from sales service engineer to project engineer in Engineering and Maintenance. He joined the Company as a junior engineer in 1959. He is a University of Missouri graduate.

Frank Peterson has been moved up from industrial sales representative to senior industrial sales representative in Industrial Sales' Chicago Branch Office. He started as a sales trainee in 1959, after graduation from Western Michigan University.

Dick Radasch has been advanced from chief rate clerk to supervisor of traffic services—distribution centers, in Traffic. He joined the Company in 1948 as a messenger, and has worked



Radasch



Branney



Magruder

his way up in Traffic since 1950. Other promotions:

Charles Blagg, from shop clerk, Maintenance, to records & demurrage clerk, Process & Methods Engineering.

Graydon Capps, from car arrival clerk to supervisor of railroad services, Process & Methods Engineering.

Carol Sue Friend, from Office Occupations student-messenger, to file clerk, Corporate Accounting.

Doris Hieland, from clerk-steno, Research, to secretary to the director of Applications Research.

Janet Somers, from office manager-secretary (temp), Overseas, to secretary to the Marketing Vice President.

Betty Wolverton, from key punch operator to secretary to the director, Process & Methods Engineering.

Four Staley Veterans Retire Averaging 38 Years Service

Four veteran employees retired this month after a combined 152 years with the Company, for an average of 38 years service each.

Leading the list is Art Watkins, who retired as night superintendent after a total of 44 years service here. (See feature story on this page).

Andrew White retired as a senior mechanic in the Pipe Shop, where he spent nearly all of his entire 39-year career with the Company. He started as a helper in 1925, moved up to mechanic in 1935 and was named a senior mechanic in 1942.

Pauline Cable retired as office manager and secretary in Overseas after 36 years with the Company. She started as assistant supervisor in the Steno Dept., then moved up to the Export Division in 1939, where she has since held supervisory posts.

George Smith retired, volun-

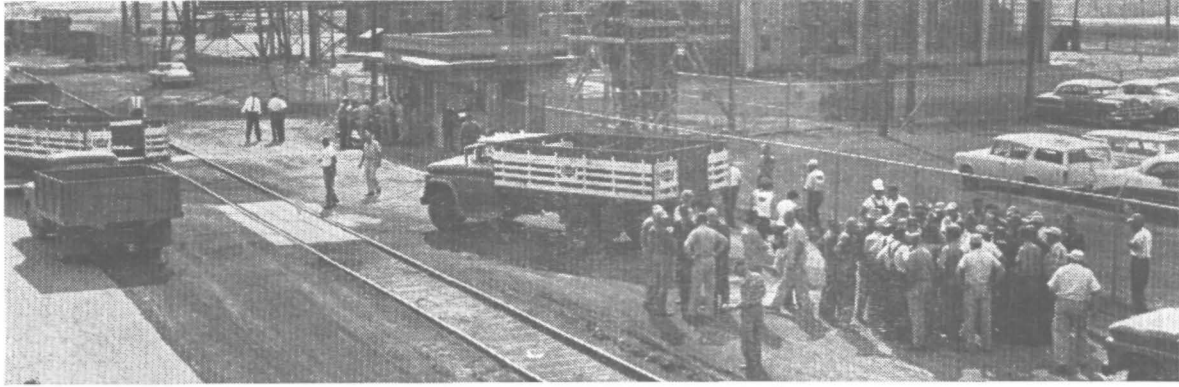


White



Smith

tary early, as senior mechanic in the Machine Shop, where he worked most of his 33 years with the Company. He started as a helper and locomotive fireman, was made a mechanic in 1945 and moved up to senior mechanic in 1957.



THE MILLING STORY—A few trucks lined up congregating in small groups to detail their charges—and their problem—before Company NFO demonstrators milled about, sometimes representatives or among themselves.

They Came, They Saw, They Demonstrated . . .

The Sad Plight of the 'Wonder Bean'

Yes, Mr. Farmer, we have some soybeans. And no, we are not holding back on soybean meal. We see your problem, and we sympathize. Fact is, though, we have a few troubles of our own on the processing end of the soybean business.

And that's the capsule version of Friday, June 12, the day the National Farm Organization demonstration invaded Staley and the Soybean Capital of the World.

Estimates ranged from 60 to 300 trucks, depending on who you were talking to, and twice that many farmers and their families. The early morning traffic snarl made it seem like more.

NFO demonstrators from a half-dozen states said they were out to prove that soybean processors were holding back soybean meal to drive down soybean prices, and thereby defeat NFO holding action intended to do just the opposite.

Their idea, apparently, was that a large, sudden invasion of off-the-street orders for soybean meal would prove the processors really didn't have any soybeans, and were thus either holding back meal or inflating reports of meal on hand.

What they found could hardly have supported either suspicion.

They learned, for example, that the Staley Company had some 1.8 million bushels of soybeans on hand, that Staley soybean meal production is geared to orders received in advance, that we don't carry (or claim) large meal inventories, and that processors have some heavy problems of their own.

Making money or even breaking even in the soybean business is at least as hard in town as on the farm this year.

But the NFO demonstration did produce what the trucks really came for—publicity for the NFO's floundering efforts to become the bargaining agent for the nation's farmers.

We loaded 41 NFO trucks with 332 tons of soybean meal and ran out of trucks to load at 7:15 p.m.

The rest had left long before, with the pre-printed signs neatly stuck out on their sides, reading "Where is the Soybean Meal? Not in Decatur! We've been there! We Know!"

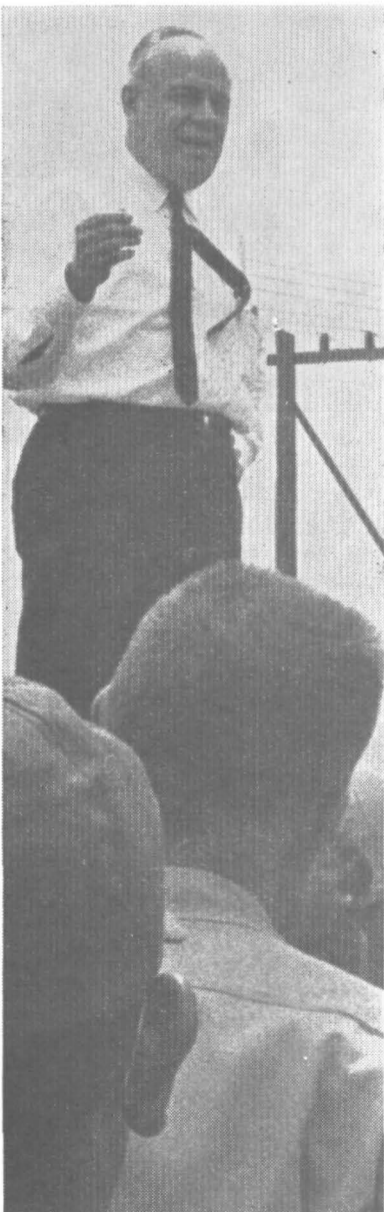
Future Farmers Honor Company

Staley has received a certificate of recognition for 10 years participation in the work of the Illinois Foundation of the Future Farmers of America.

A representative of the Foundation presented the framed certificate June 5.



SALES HEADQUARTERS—Dick Koppein, seated, and Rex Pister take care of demonstrators' soybean meal orders from a temporary office set up for the farmers' convenience.



STALEY SIDE—Grain Division Manager Ken Maltas takes the truck-bed platform to explain the Company's buying and storing procedures and answer NFO demonstrators' questions.

New Apprentices Begin Program

Six apprentices graduated recently, and a group of 20 others will begin three-year programs July 12.

Four of the graduating apprentices are from Instrument & Control.

- They are:
- Billy Pasley
- Paul Smith
- Lee Wendel
- Robert Woodcock

Other recent graduates are Lewis Brown, Pipefitter, and Ed Ginder, Millright.

The new class included seven pipefitters, five boilermakers, four electricians and four machinists.

- Pipefitter apprentices are:
- Everett Brown, III
- Roy Gene Ford
- Michael Grandon
- J. R. Harlin
- Richard Mayberry
- William L. Peterson
- Fred Tapscott

Entering the boilermakers' apprenticeship program are:

- David Banfield
- Duane Benedict
- David D. Clark
- Jerry L. Ellis
- Vernon J. Meyer

New electrician apprentices are:

- Dale O. Brown
- John D. Robinson
- J. M. Wilcox
- James R. York

Beginning the machinist program are:

- Billie D. Bell
- Don E. Cuttill
- Donald D. Reynolds
- S. T. White

This is the first class to be enrolled in the Company's new Apprentice Training Program.

Construction Speeds Ahead Over Corn Refining Cycle

Blessed by clear skies and unhampered by trades strikes, activity on the Company's expansion program is speeding ahead full-tilt.

Major construction centers are still at the Syrup Refinery and outside 17 Bldg., the Feed House addition and the new dextrose plant.

On the addition west of the Syrup Refinery, decks were poured and enzyme tanks installed on the first and second levels. Structural steel will now continue upward.

The addition will be seven stories tall when completed. It will house processing equipment to handle the expanded output necessary to meet mounting syrup demands and help feed the new dextrose facility.

While work was going on to expand our syrup production capacity, across the way activity was in high gear to add to our cooling and loading facilities for movement of bulk sweeteners to customers.

Pile driving on the cooler foundation was completed, caps and piers were poured and steel erected, as Staley workmen completed demolition and removal of old 57 Bldg. and the adjoining dock. Work continued on a track tunnel crossing and piping for tank car washing facilities.

At the Feed House, erection of steel for the building extension was completed, the giant new three-stage evaporator was hoisted to the third floor of the expanded area and floor slabs to support new Zenith presses were poured after a delay by the pipefitter's strike.

Over at the dextrose site, the building framework began taking shape, with footings nearing completion, piers for columns complete and reinforcing rods in place. Underground utilities are in place. Current work is on the both building itself and the attached warehouse.

The first phase of the dextrose project is slated for completion by mid-August, after which some of the large process equip-

ment will be placed and walls erected.

In other areas around the corn processing circuit, the last of the old wooden tanks has been removed from the Steep House, and work is well underway on stainless steel replacements like the ones installed earlier this spring.

Old process equipment is also giving way to new at the Mill House, where a group of Roballs was removed, a new clarifier was readied for start-up and a new cooling tower and overflow system are current operating.

To Ease Congestion . . .

New East Scale Ready to Open

The new scale house and truckers' waiting room at the East Gate will be opened next week, signaling completion of a project designed for the convenience of employees and visiting truckers.

Staley workmen put the finishing touches to the new, larger building last week. It provides more and brighter space for truckers to wait while on pickups and deliveries at the plant.

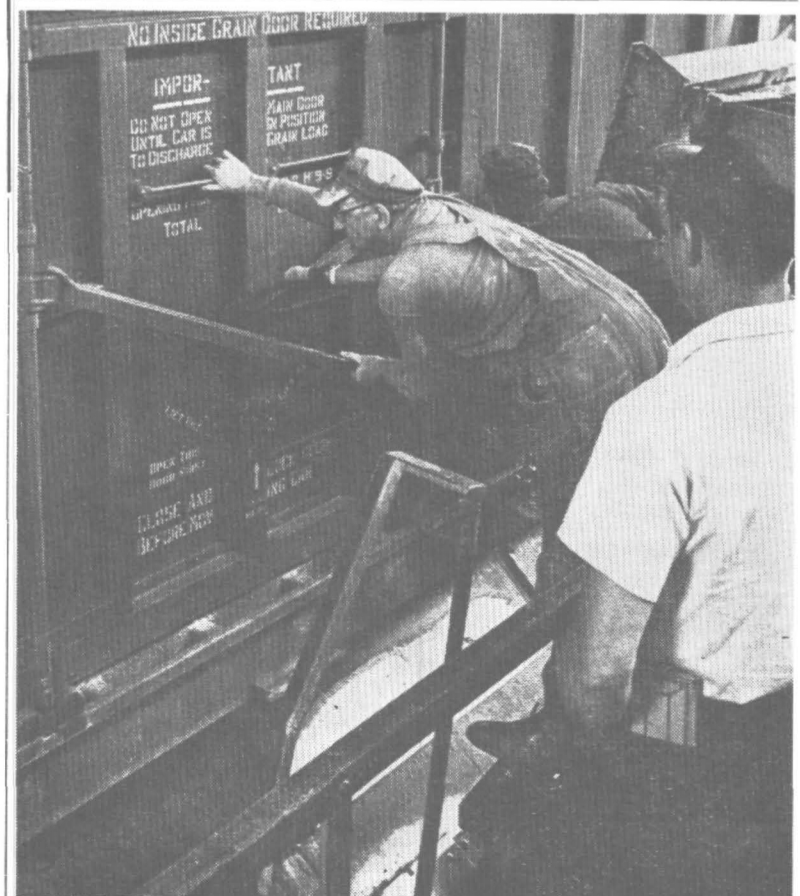
The move was planned to alleviate growing congestion around the Main Gate, speeding truck movement in and out of the plant and freeing the area for easier coming and going of employees.

Shifting truck traffic away from the Main Gate will also free additional parking space for employee use. The area west of the Main Gate, formerly used for waiting trucks, will be converted as needed.

The old Main Gate scale will be maintained for standby use. Both the Main and East Gates will be open around the clock.

Returning from Leave

- Richard Lange, 5-10 Bldg.
- Richard Kemp, 17 Bldg.
- John Williams, Yards



NEW DEVICE—Preparing to release controls on rail car filled with corn are Elevator employees Harry Jackson, right, and Ed Grolla. Specially designed door eliminates need for wooden grain doors inside conventional sliding doors of rail cars. Wooden doors are shattered by equipment at unloading dock to permit grain to flow into troughs at rail level.

'Sta-Flo', Packaged Convenience, and Chemistry . . .

Shifting Market Strategy Traced

The role of chemistry in a shifting consumer marketing strategy, mirrored in the story of laundry starches, was outlined May 26 to the Commercial Chemical Development Association by **Henry Volle**, Grocery Products Division manager.

Speaking at the Association's quarterly meeting in French Lick, Ind., Volle cited emphasis on convenience as the dominating factor in recent housewife-product developments, pointing to significant advances in consumer laundry starches as exemplary of changes benefiting homemakers brought about through chemistry.

He looked to chemical experiments that made possible the Staley Company's introduction of "Sta-Flo", the nation's first liquid starch, as a turning point in starch marketing and also of the Company's grocery products division, which has since enjoyed quadrupled sales and last year set another all-time volume record.

"Immediate consumer acceptance of "Sta-Flo" liquid and its swift rise to national leadership offered concrete testimony to Mrs. Homemaker's desire for convenience, her willingness to pay for it, and the important



Henry Volle

role of chemistry in shaping the face of new, more convenient adaptations of existing products as well as new ones to serve changing consumer needs", he said.

Since the advent of "Sta-Flo" liquid, we've passed through a wash-and-wear fad and have emerged with higher sales than ever on the heels of "Sta-Flo" spray starch—more packaged convenience and another tribute to chemical research", he said.

Volle traced the evolution from gloss starch in barrels to packaged varieties, then to the cube starch "breakthrough" and pre-measured quantities, showing how each advance was prefaced by convenience in use, and how each was regarded as something of an ultimate in its time, but how all were obsoleted by the tides of changing consumer wants and continued probing into the unknown and questioning of the impossible by research.

He pointed to extensive doubts expressed when the liquid starch then later the spray starch ideas were born.

"For years, it was accepted fact in the trade that starch simply couldn't be pre-cooked and ready-mixed and still have a shelf life. Dry powdered starch would keep for 100 years, but put it in water suspension, and bingo, a perfect breeding ground for bacteria."

"Thousands of trial-cases later, Staley research solved the formula problem, and the curtain raised on a new era in laundry starch convenience for Mrs. America", he said.

He described the period some years later when "whimsical unpredictable and wonderful" homemakers were dazzled by the wash-and-wear idea and became suspect of laziness and wondering "why bother with starch at all".

"But because starch does things for fabrics that people have always valued—a crispness, coolness and soil-resistance that simply wasn't part of wash-and-wear, housewives returned to starching on a more widespread basis than ever", he said.

He said spray starch is apparently the perfect—and most convenient—answer for wash-and-wear fabrics that somehow never panned out like the advertising said.

Volle predicted increasing emphasis on chemistry on the supermarket level, as more and more businesses seek ways in which greater convenience can be marketed to the nation's homemakers through product and packaging innovations.

He pointed out that a substantial percentage of the \$58.7 billion sales of some 230,000 grocery outlets came from items born in the past five years and that thousands of brand new products and adaptations of existing ones will in the next few years add to the 7,000 already on grocers shelves.

Staley Welcomes . . .

- Karen Arnold**, Overseas
- Gordon Axon**, Applications Research
- Jan Kay Bell**, Steno-Clerical & Services
- Phyllis Egan**, Research Staff
- Mary Fuscone**, Chicago Clearing—Grain
- Helen McRoberts**, Industrial Engineering
- Janet Nevrenchan**, Industrial Relations—Training
- Barbara Pangle**, Industrial Sales, Chicago
- Wesley Pietsch**, Production
- Edmund Stahoviak**, Applications Research
- Eugene Velchek**, Civil Engineering

One woman's definition of retirement: "Twice as much husband on half as much income".



LONG-WEAR—Area Maintenance Engineer Charlie Frey shines light into Urethane-lined Mayo to demonstrate how product has stood up over 30 months.

Staley Trial on New Material To be Featured Nationally

If anything can successfully withstand penetrating torrents of sliding soybeans day after day, it's worth crowing about.

That's the feeling of Armstrong Cork, which supplies us with a "Urethane" laminated steel lining for Mayo spouts in Elevator D.

Armstrong plans to use the Staley Company's experience with "Urethane" in an advertising case study gauged to emphasize the product's strength and abrasion resistance.

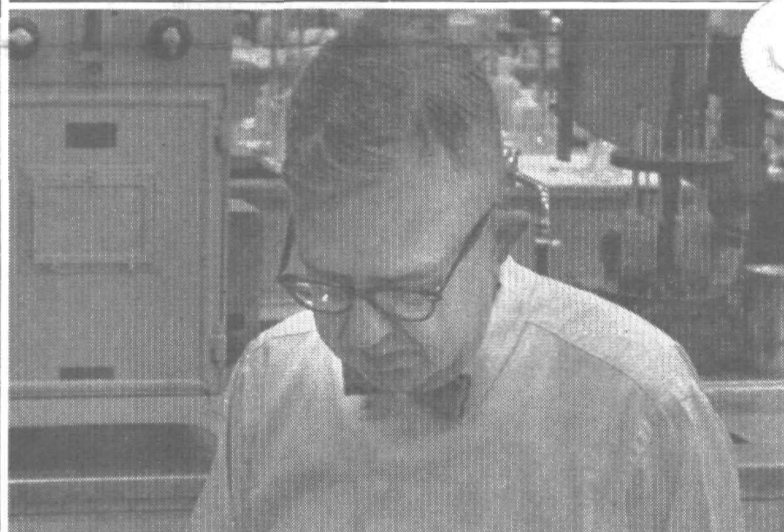
"Urethane" was put to use on a trial basis here some three years ago, as technicians sought

a material rugged enough to survive under the constant punishment of sliding corn and stone-like soybeans as they passed directly downward from the scales to belts for eventual deposit in storage bins at the elevators.

Formerly, linings of other materials lasted about two months. When the trial "Urethane" passed a year-long test unblemished, the material was installed in all our Mayos, where it remains in tact today, under an average monthly load of some 500,000 bushels of grain making the two-floor descent from singling to storing.



FOR THE SWEETS—Three varieties of "Sweetlix" molasses blocks for cattle and livestock are beefed up by the presence of **Judy Ostrander**, Overseas, in a photo accompanying a news release to farm journals. The blocks offer farmers a convenient one-step method of providing scientifically controlled daily supplements of appetite-stimulating molasses. "Sweetlix" is produced by **Jim Warnick's 48 Bldg. specialty feeds crew.**



Clifford Smith

He Set Up 'The Big Cookout'

Clifford Smith, who developed countless new starches and applications in nearly 35 years with Staley Research, died June 21 after a long illness.

Among Clifford's many achievements was a development which helped popularize the charcoal cookout, by making possible today's cleaner, more even burning briquets. About five percent of each modern charcoal briquet is starch, which serves as a binder.

Until Clifford perfected "Sta-Thik" starch, nobody had been able to come up with a satisfactory binder, though many in both the starch and charcoal industries had long tried.

The charcoal cookout became a national pastime and made this the best-known of Clifford's projects, but his contributions in many other lines were no less important. Probably more than any single person, he opened up and broadened the whole field of modified starch applications.

Associates recall that he had an amazing facility for determining needs in a particular in-

dustry, then probing until he came up with a starch modification best suited for that specific application.

Our entire line of "Stayco" oxidized starches, "Stacoloid" gums, and other basic Staley products owe much of their success to Clifford's efforts over years. The doors he opened the results of his work will continue to serve the Staley Company and our customer industries for years to come.

Negotiations . . .

(Continued from Page 1)

corn into finished products. Shipping resumes to supply customers with products needed to maintain their operations.

July 14—Regular Union membership meeting. No action on settlement.

July 17—Harper calls Company and Union together at 10 a.m. at hotel. New agreement reached at 5:30 p.m.

July 20—Special Union membership meeting votes to ratify new agreement. Settlement ends strike. Plant starts up.