

StaleyNews

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The touch of a child is a precious thing to a father. Thanks to the training he received from Staley safety, Mike Wainscott will be able to enjoy many more of those moments. Wife Suzanne looks on.

Technique learned at Staley saves son's life

The gift of life. It's the special bond between parents and children. And for Mike Wainscott, the bond was strengthened when he was able to save the life of his 20 months old son, Nathan, thanks to special training in cardio pulmonary resuscitation (CPR) he received from the Staley safety department in Decatur.

May 15 is a day Mike, a second year apprentice, pipe shop, will never forget. It seemed so ordinary. First, work, followed by dinner at the home of fellow Staley employee Steve Forbes. Nathan was taking a nap when he woke up crying. He had a fever, so his parents gave him some aspirin.

After that it was dinner time for the baby. But something was wrong. The fever was rising rapidly and during his meal, Nathan began convulsions. His mother swooped him from the high chair and ran with him into the bathroom where she filled the tub with water and immersed Nathan. The convulsions continued, and as Mike ran into the bathroom the baby lay on the floor, unconscious.

"He was turning blue," Mike recalls. "Suzanne, my wife, was almost in hysterics. He didn't seem to be breathing."

What would most people have done under the circumstances? What would you have done? Panic? Stand there helplessly? Mike recalled that one of the fundamentals of his CPR training was "don't panic...act immediately and surely." And he did.

"I immediately began mouth to mouth resuscitation," Mike says. "I blew into him three times, then put him in a sitting position (which takes the weight off the chest) after he started breathing on his own."

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Demand for products high

Strong demand for Staley corn sweetener and starch products highlight the company's third quarter which ended June 30, 1976. For the quarter, earnings were \$12 million or \$1.12 a share on sales of \$230.8 million. For the same period a year ago, the company's net earnings were \$14.1 million or \$1.33 a share on sales of \$185.2 million.

Earnings for the quarter include \$2.4 million or 22 cents a share derived from Staley's recent sale of one-third interest in two foreign affiliates.

For the nine months, earnings are \$32.5 million or \$3.03 a share, compared to \$38.7 million or \$3.65 a share for the prior year. Sales for the nine months are \$568.2 million versus \$586.7 million for the same period a year ago. All per share figures for the prior year are restated to reflect 2-for-1 splits of Staley common shares on May 27, 1975 and March 22, 1976.

Staley Chairman Donald E. Nordlund describes the third quarter as a period of strong demand for the company's corn-based sweeteners and starches, noting sales volumes for these products advanced from the previous quarter and were above the third quarter last year. He adds that the volume increases were offset by higher raw material costs and lower corn sweetener prices, the latter influenced by growing competition among producers.

Mr. Nordlund attributes the volume gains to positive market situations for high fructose syrup and modified paper starches coupled with the company's increased ability to produce such products.

He notes that Staley expanded Decatur Plant's high fructose syrup capacity during the third quarter. The additional capacity was quickly utilized illustrating continued growth of high fructose syrup as an economical sweetener in processed foods and beverages.

The Staley chief executive describes sales of the company's starch products as excellent, explaining that recent manufacturing improvements would permit

more modified starch production this year than initially anticipated.

Mr. Nordlund says soybean crushing margins improved in the third quarter, but are still below acceptable levels.

The company's consumer products group continues to perform positively and ahead of last year, and recent market extensions of several brands are proving successful.

Looking ahead, the Staley chairman indicates the company's fourth period earnings might be down modestly from preceding quarters, due to increased price competition among corn sweetener producers. But the demand outlook for corn sweeteners and starches continues to be bright, and improvement in soybean processing is anticipated.

First truckload shipments made of Procon, Bland 50

July marked the first truckload shipments of Procon soy concentrate and Bland 50 soy flour to customers. The shipments are an indication of the increasing production capabilities of the new soy protein complex.

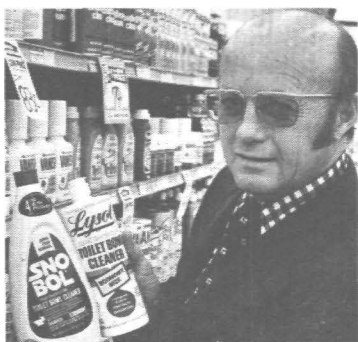
The Bland 50 soy flour was sold to Dried Milk Products (DMP) of Decatur. DMP is a manufacturer of blends of soy and whey for replacing non-fat dried milk in bakery and dairy products. The soy-whey blends offer advantages of moisture retention, improved color and shelf-life. Bland 50 is expected to increase the advantages of use of regular soy flour, while eliminating its traditional "beany" flavor.

The Procon shipment was to J. M. Swank, an Iowa-based distributor to meat processors. Processed meat is expected to be one of the largest market categories for Procon.

Both products are manufactured at 99 building in Decatur.



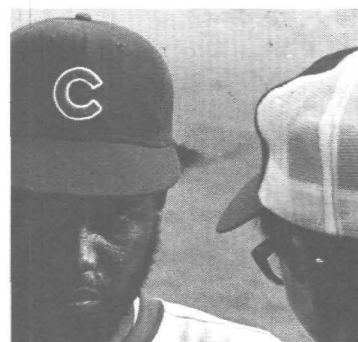
In the News...



Sno-Bol P/2



Waterball P/2



Baseball P/3

A nation's 200th birthday happens only once in a lifetime, and Judy Barner, employment specialist, Decatur, wasn't about to let this July 4 be just another day. To show her colors, she decked out in a red, white and blue revolutionary era style dress on Friday, July 2. Even her doll got in the Spirit of '76 with a Bicentennial flag. Judy and her doll were the subject of attention throughout the day, here from Bob Emmons, manager, corn feeds, and Joyce Odle, employment secretary.

Firefighters follow bouncing ball

"My Gosh, it's wet out there."

"Yeah, ain't it fun, though."—Conversation between two participants in a waterball competition for volunteer fire departments.

Waterball competition among volunteer fire departments has arrived at Decatur plant. It originated in the eastern part of the country, where volunteer fire departments are predominant, and the spectacle of two different departments squirting their hoses at a huge metal ball suspended from a cable is the biggest craze to hit the central Illinois region since tractor pulls. And, the Staley fire department has established its presence as one of the leading waterball teams in the area.

There's a method to the madness. Waterball competition not only lifts the morale of the participants, but provides training in teamwork, and handling of equipment, says Tom Lesyna, plant protection director.

The Decatur team currently consists of Tom, Bob Trent, Gene Timmerman, Jim Blakeman, Dave Glover and Jack Brummett. Gene is a Staley volunteer fireman working in 31 building. All the rest are assigned to plant protection.

"We've found out since we started in 1975 that the team that works together and has the steadiest eye will win," Tom continues. In its first year of competition, the Staley team did no better than fourth. This year, a championship trophy was won at Elkhart. The team has finished second several times, boasts 11 trophies and is considered a perennially strong contender at the local summer events which feature teams from villages throughout the area.

"It's fun, but we never forget what our real purpose is," Tom concludes. "We're volunteer fire fighters with the responsibility for protecting Staley lives and property. The waterball team is only representative of the more than 100 volunteers throughout Decatur plant."



The Staley waterball team. Left to right, Jim Blakeman, Tom Lesyna, Jack Brummet, Dave Glover and Bob Trent.

Sno-Bol; taking on No.1 and getting job done

Sno-Bol continues to create excitement. The first national television exposure for the super strength toilet bowl cleaner started in June and a coupon offering cents off was featured in leading newspapers across the nation in late June.

It's this type of marketing support, accompanied by an impressive series of national rollout meetings that has led to the widespread placements in stores across the nation.

In addition, the company had attempted a regional expansion of Sno-Bol into some areas before—only to see the attempt fail.

Why is it different this time?

Dallas offers a prime example. Dave Whitson, Staley broker for the region,

admits that he wasn't "too thrilled" at the prospect of trying to place Sno-Bol with Dallas grocers after two previous regional rollouts had faltered.

"There was a difference this time, though," he points out. "Previously, the introduction had consisted of little more than Staley sending us notice of plans for introduction of Sno-Bol in our area and then letting things run their own course. The last time was 1971.

"But this time, the entire marketing plan supporting Sno-Bol was well-thought out. It was a super program which carried the product from its introduction, provided marketing support and followup. Each step was well planned. When a broker can present a grocery chain with visible evidence of that type of thinking and support, it's not

hard to sell a good product like Sno-Bol."

The usual "hype" from someone paid to sell Staley products? Not hardly.

Mr. Whitcomb is a straight talking representative of some of the leading food processors in the nation. He does more than \$30 million volume each year. He doesn't offer praise easily.



Dallas' Bob Cooley . . . taking on No. 1 head to head.

Houlton to upgrade environmental system

The Houlton plant is studying another process change that will increase the efficiency of its environmental controls.

Eugene Woodby, plant manager, notes that Staley has spent nearly a third of a million dollars since purchasing the plant in 1967 and made dramatic gains in environmental improvement. The latest move would maintain temperatures in the plant's waste basin, allowing micro-organisms which feed upon biochemical oxygen demanding organic material (BOD) to live throughout the year, even in the coldest temperatures.

Gene explains that while the plant is able to operate within most environmental controls, periods of low temperature last year caused the micro-organisms to freeze, decreasing the plant's effectiveness.

"Even that should be placed in perspective," Gene continues. "In 1967, prior to the Staley purchase, the Houlton plant was discharging 11,380 pounds of BOD daily. The allowable limit now is 150 pounds daily. At the same time, suspended solids were discharged at the rate of 8,788 pounds daily. The current figure is 75 pounds daily."

The amounts permitted are based upon negotiations between Staley and environmental authorities, Gene explains. He points to a series of moves by Staley which has made the reduction possible, including installation of a new waste treatment system, spray irrigation system, new settling basins, the disposal of a limited

amount of solids to a local landfill operation and the hiring of additional employees to monitor environmental controls.

"There are other costs," he adds. "For example, just the additional cost of electricity to operate our environmental improvement systems is \$45,000 annually."

Gene points out that it's a cost that many starch processors chose not to face. At one time, there were more than 20 starch manufacturers in Maine—today there are only three.

The Houlton area has not escaped the economic impact of some of the restrictions which made it necessary for Staley to alter its product mix at the plant. At one time, potato starch was derived by grinding culls purchased from area farmers. That process required environmental controls, however, that made continuation of the process economically unfeasible, so grinding operations were halted. The loss to area farmers is estimated at more than \$1 million annually.

What of the future? Gene points to the company's desire to increase production at the plant if conditions permit.

"Currently, the amounts of BOD, suspended solids and other discharged wastes determine the amount of manufacturing at the plant," he says. "We hope that further improvements to our environmental systems, plus continued cooperation between Staley and

environmental authorities will end the production limitations caused by weather such as extreme cold—or the higher than average rainfall of recent weeks which has limited our irrigation system. We believe our record is an indication of our willingness to work to protect the environment."

Arlington sets shipping marks

Arlington plant has set shipping marks for the second time in six months with shipments of more than 3.8 million pounds of product in June. The plant also set a production mark by manufacturing 357,000 gallons of Sta-Puf pink, Sta-Puf blue and Sta-Flo liquid starch.

In addition to its production role, Arlington is the distribution point for all Staley consumer products to a five-state area of Texas, Louisiana, Oklahoma, New Mexico and Arkansas as well as Denver, Kansas City and Memphis.

On two previous occasions, Arlington had shipped more than three million pounds of product, but the June figure exceeded the previous best by nearly 100,000 pounds.

The June production record is indicative of the overall increase in manufacturing totals for fiscal 1976 which are running 58 percent ahead of last year. By the end of June, Arlington had manufactured more product than during all of fiscal 1975.

What elicited his enthusiasm then? Super Strength Sno-Bol is a superior product, as evidenced by its ability to overtake Lysol where the two have met head-on. The television commercials will reach 90 percent of all television households and are effective comparisons of Sno-Bol's extra cleaning power. Magazine ads will appear in Family Circle, Better Homes and Gardens and McCall's, with a combined circulation of 46 million. The first coupons appeared in the July issues of the magazine and will be followed by coupons in August and September of this year and February, March and April 1977. Also, the newspaper coupons appeared in publication with a combined circulation of 45 million.

Bob Cooley, district manager, Dallas, notes that an All Commodities Volume placement goal of 85 percent was surpassed. (All Commodities Volume means placement of a product within the stores doing an assigned total of all the grocery business in a region. That meant that Sno-Bol was to be placed in stores accounting for 85 percent of all the business done in Dallas.

Anniversaries



C. Harris, Jr.



E. Karcher



J. Spaulding



J. Medley

40 Years

MAURICE BRUMASTER, senior mechanic, machine

35 Years

ERNEST FORCE, senior mechanic, millwrights
CHARLES HARRIS, JR., project engineer supervisor, corporate engineer

On the move



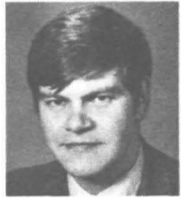
K. Ashby



D. Ritchie, Sr.



J. Atkins



J. B. Webb



D. Purcell

AGRI PRODUCTS

KEITH ASHBY from chemical engineer to production manager, Gunther
JAMES CRAWFORD from management accountant to eastern district manager, refined oil sales
JAMES DOLAN from area specialist to area manager, specialty foods department
DONALD RITCHIE, SR. from area manager, to senior area manager, specialty feeds department

INDUSTRIAL

JERRY ATKINS from production specialties coordinator to production coordinator and statistical records, industrial administration
CHUCK PHEGLEY from staff management accountant to management accountant, industrial products control
J. B. WEBB from assistant labor relations supervisor to personnel manager, Lafayette
MARY BLACET from production coordinator and statistical records to utility statistical clerk
JONIECE FISCHER from messenger, office, to billing clerk

CORPORATE

JUDY SHARP from senior time clerk to salary payroll coordinator, financial

CONSUMER

RICHARD PURCELL from product manager, food services to marketing manager, food services
WAYNE GINANI from personnel specialist to package line supervisor, Cicero
ROBERT KNOTEK from first shift foreman to production manager, Cicero

30 Years

JOSEPH MEDLEY, senior mechanic, garage
LAWRENCE BEAN, senior mechanic, Boilermakers
JAMERS GENTRY, senior mechanic, millwrights
JAMES SPAULDING, senior mechanic, machine
ERNEST KARCHER, assistant fireman A, 1 building
EDGAR GINDER, senior mechanic, millwrights

25 Years

ROBERT SHORT, associate research chemist, food products, R & D
LUDDIE HATTEN, dryer operator, Columbus plant

20 Years

RAY BASS, JR., director, internal auditing
NORVILLE WILLIAMS, assistant manager, transportation, industrial administration
KENNETH HOWARD, senior mechanic, I & C
ELVIN CARTER, 6 building operator, 6 building

15 Years

GERALD BRAMEL, senior applications chemist, industrial products, R & D
NICHOLAS SZEGEDI, assistant process supervisor, Cicero

10 Years

TOM LUALLEN, food technologist, food products, R & D
JUANITA TAYLOR, document distribution clerk, corporate information systems
LARRY MCLAUGHLIN, industrial engineer, dry starch, industrial manufacturing
DANNY RUTHERFORD, shift foreman, quality assurance
GEORGE SMITH, technical sales representative, chemical specialties, industrial products
FRANK PEASE, senior chemist, quality assurance
LONDALE BEASLEY, process supportman 6 building
JOHN BLACKWELL, lead packer, 29 building
LARRY COLLINS, rigger leadman, riggers
JERRY CRUTCHER, 2nd year apprentice, pipe
PAUL PFEIFER, 4th floor operator, 111 building
ANSEL JIPSON, drum dryer operator, Houlton
A. T. SMITH, Des Moines plant
G. TERRY, Des Moines plant

5 Years

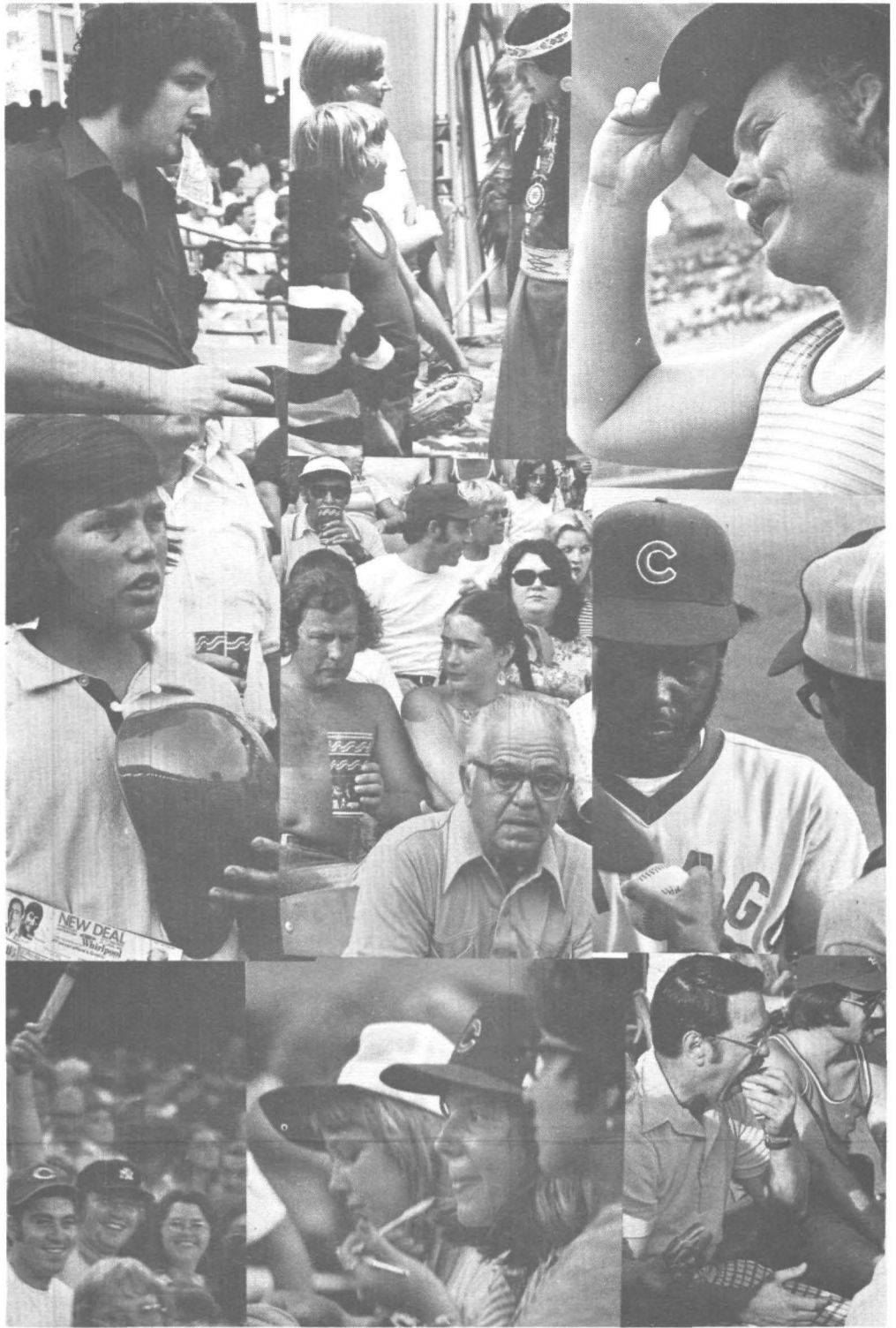
TOM LESYNA, plant protection director, industrial manufacturing
FRANK BEEBE, material scheduling clerk, industrial manufacturing, Morrisville
ROBERT FRANCESCONI, district manager, Kansas City, consumer products
LINDA GUSTAFSON, inventory control clerk, distribution, consumer products
A. MARIN, line inspector, Cicero
LARRY LANDWEHR, programmer, corporate information systems
TOM WOLFE, western regional manager, consumer products marketing
PAT ALEXANDER, secretary, corporate office services
ROD CARR, utility labor, 101 building
STEPHEN KARCHER, soyflake process, 99 building
R. L. BUCKLIN, Des Moines plant
A. WILLIAMS, Des Moines plant

Retirees club planned

An organizational meeting for a new Staley Retirees Club will be held August 10 at 1:30 p.m. in the research and development auditorium in Decatur.

The meeting is open to all retirees and will cover such topics as organizing the retirees club, structure, activities and election of officers. The company has agreed to financially support a retirees organization.

Staley employees in St. Louis--a good time!



It was hot. It was fun. That was the good time had by 140 Staley employees and members of their families who journeyed to St. Louis to see the Cubs and Cardinals play. Some of the action, top row, left to right, "Oh, I'm thirsty"; Indian dancers in the Arch; A Cub's fan tips his hat; second row, left to right, Oh, say can you see; "Are you sure this is beer?"; Decatur's pride, Bill Madlock; third row, left to right, "Is this New York?"; "Mmmmm, that's good"; "But so is this."

Construction starts on pilot treatment system

Staley is constructing a pilot system in Decatur for a sewage treatment system that its developers call the most significant advance in sewage treatment technology in the past 60 years. Tests will run from completion of the plant this fall and continue for six months.

Developed by Imperial Chemical Industries in England, the system uses a "deep shaft process" for treatment of wastes. It circulates effluent inside a deep shaft rather than relying on the usual open settling and aerobic treatment tanks. The shaft at Staley will be 500 feet in the ground.

After wastewater is screened free of large solids, it is sent continuously down the central part of the shaft which may run from only a few feet to 30 feet in diameter. In the shaft, the wastewater mingles with the recirculating stream containing a large population of microorganisms which oxidize the waste. Compressed air piped into the system furnishes the oxygen needed for the bacteria which feeds on the wastes.

As the wastewater moves up the riser part of the shaft or tube, bubbles of gas materialize, exerting a lifting pressure on the liquid which is drawn off at the top. A portion of the continuously recirculating stream is also drawn off as essentially treated effluent. A flotation tank with a skimmer separates the effluent from the heavier sludge.

Conventional systems remove up to 85 percent of the biodegradable materials from waste. The new system is expected to operate at 90 percent or more efficiency. Also, it is less expensive, offers more economical use of land and reduces offensive odor.

Bill Hagenbach, director of environmental sciences, says the plant will treat a variety of wastes, with the goal being efficient treatment of filtrates resulting from modified starch production. The pilot treatment plant--the only one in the U. S. will be located near 21 building in Decatur.

Corn oil with Latin beat; Staley in Mexico

Staley's International group has begun its first consumer products venture in Mexico with the introduction of Maceite corn oil. The new product is manufactured and marketed by ALMEX, a subsidiary of Staley located in Guadalajara.

The new product made its initial appearance on grocery shelves in Guadalajara and Mexico City on July 1. It is backed by special store discounts and point of purchase promotions.

The decision to make corn oil for consumer use was prompted by the large oil consumption—primarily safflower oil—in Mexico. Corn oil is considered the premium cooking oil in the country, says Fred Lampe, regional manager, Latin America, international, and there are only three other corn oil suppliers. Other oils such as cottonseed and peanut are less expensive and less desirable.

Fred continues that the possibility of developing more products for consumer distribution in Mexico is currently under study. ALMEX is involved in the production of industrial and food grade starches as well as sweeteners.

Rocky Mountain high as Monte Vista expands

An expansion of the Monte Vista plant is under way with construction of a new laboratory, maintenance shop and storage area expected to be completed by September.

One new building will be built adjoining the present structure, according to Plant Manager Paul Neumann. New reactor tanks will be installed, also.

The moves strengthen Staley's claim as the primary source of potato starches for use by paper manufacturers. It's the latest in a series of events which started with the development by the company of a process for recovering starch from the waste effluent of potato french fry and potato chip processors. Other significant events since that time have included the start of Sta-Lok 400 manufacture at Columbus, the building of a new recovery plant at Murtaugh, Idaho, enlargement of the drying capabilities at Monte Vista plant in July which upped plant capacity by 30 percent, and the installation of the Staley system for starch recovery at more than 30 major food processors around the nation.

Saves son's life with CPR

(Continued from Page 1)

By that time, the ambulance had arrived. But, without the training he had received from Staley first aid, Mike is convinced that

New method of IsoSweet production

Staley has developed a new method of IsoSweet high fructose production which is currently in use at Decatur.

Staley has made IsoSweet under a licensing agreement from Clinton. The new Staley process uses enzymes from a Danish manufacturer. Previously, enzymes had been purchased solely from Clinton.

Dr. Richard R. Hahn, director of research and development, cited the joint effort by representatives from research, manufacturing and corporate engineering in developing and installing the new process. He had special praise for the hourly employees who maintained their regular production while development and startup of the new process was underway.



Introduction of Maceite corn oil from Staley subsidiary ALMEX in a Mexico City supermarket, SUMESA. Left to right, Francisco Ortiz, store manager, SUMESA, Fernando Rivera, sales manager, ALMEX, Hugo Noriega, consumer sales manager, ALMEX, Fred Lampe, regional manager, Latin America, international, and Antonio Villanueva, general manager, ALMEX.

Computer marks 21st century Lafayette plant

It might aptly be called the "corn wet milling plant of the 21st century." Not only does Lafayette plant's \$85 million construction costs represent the most ambitious capital expenditure in Staley history, it features a technological breakthrough with the computer assisted control system which will be the largest of its kind in a wet milling plant.

The computer, a Fox 1 manufactured by Foxboro Company, specifically to assist in process control operations of manufacturing facilities replaces the conventional instrument controls and expands upon their capabilities.

For example, where the instrument controls are limited to relatively simple mechanical tasks such as opening and shutting of valves, reading temperatures and measuring flow rates, the Foxboro system can evaluate information from other parts of the process and proceed accordingly.

That means that while instrument controls might open a valve to fill a tank (without any evaluation of the processes leading to that operation), the Foxboro computer system will evaluate each step leading up to that specific action and determine that factors such as temperature and flow do not require and actually might be incorrect for the tank to be filled at that time.

To the person unfamiliar with computer technology, the whole process might seem scary. Operations throughout the plant

occur almost simultaneously. Does it mean that the computer has taken over and will actually dictate the operation of the Lafayette plant? No, replies Dick Schuman, manager, technical systems department.

"Lafayette is designed for complete operator control," explains Dick. "The computer is there to make the entire process more efficient and provide manufacturing advantages that are not possible under conventional techniques. The operator will be able to request information from the computer and then enter his own comments to it."

There is one casualty of the computer. The large process control boards which are familiar sights throughout Staley operations will be a thing of the past. In their place will be computer terminals in small control rooms. Each terminal will include a keyboard to allow the operator to communicate with the computer and a viewing area approximately the size of a 21 inch television screen which will display the information requested by the operator.

Six such terminals will be installed at Lafayette—three in the main control room and three in the plant. The operator will be able to enter information into the computer as well as request the display of the status of any particular operation. The screen records the time and date and provides a look at what's going on.

In addition to the six larger terminals, nine smaller ones will be placed in offices and laboratories. Each will have a display screen approximately the size of a 12 inch television set. One of their uses will be for quality control analysis. Under conventional

methods, the quality control lab evaluates samples, writes the results on paper and sends it to the operator who makes adjustments in the process. With the computer-assisted method, results of an analysis will be communicated directly to the computer which will enter the information into its systems and make any needed changes in the process immediately.

The computer will also record historical manufacturing information as well as undertake some general business functions. Still, it has additional capacity for increases in Lafayette's manufacturing capabilities.

The computer and terminals are currently in Decatur for programming. Training for employees assigned to Lafayette is being led by Roman Martin, project leader, technical systems services, and Greg Hausmann, staff chemical engineer.

When the computer is moved to its central location in Lafayette, operators will receive similar training.

Staley News

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Manager, Employee Communications Dan Hines

Manager, Visual Communications Lee Jeske

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there would have been no need for an ambulance.

"I'm thankful I knew what to do. Since that time, I've found that rapidly rising fevers are not uncommon in young children. Most don't have the almost tragic effects we saw, but it gives a person reason to think—what would I have done without that knowledge?"

Staley has been a leader in the Decatur area in promoting CPR classes. Dr. E. E. Goldberg, medical director; Tom Ellison, safety director, and Shelley Heiland, foreman, pipefitters, have instructed classes which include as much as 20 hours of instruction.

Tom points out that currently special bulletins displaying techniques used in CPR are located in each cafeteria in Decatur. He adds that anyone interested in receiving training in CPR should contact him.

Mike sums it up: "When I was taking the classes, I thought they were interesting...but I would have bet that I'd never have to use the knowledge. And if I never have to use it again, that once in a lifetime instance will be something I'll never forget."