

STALEY NEWS

STALEY'S PLAN ADDITION TO ELEVATOR C

FELLOWSHIP CLUB GOVERNORS ADOPT BUDGETS FOR 1939-40

Will Provide Members With Approximately
\$2.75 In Benefits Each Month

The budgets adopted by the Staley Fellowship Club governors at their finance meeting May 17, will provide for approximately 15c more benefits per member than during the previous fiscal year. The total amount set aside for the various budget accounts amounts to \$47,125.00. This is 58c less than the total of anticipated income.

In preparing the budgets for the coming year, the officers anticipated that \$21,405.00 will be received from male members and \$1,162.20 will be paid in as dues by female members. This amount will be matched by a donation from the Staley company which is placed with regular funds in order to meet the expenses of the organization.

To the estimated \$45,134.40 from these two sources will be added the income from securities which the organization owns. It is expected that this income will amount to \$1,991.18.

Action of the Governors and Officers at their finance meeting provides for the following activity budgets:

Sick Benefits	\$16,000.00
Hospital Benefits	2,500.00
Relief Benefits	1,000.00
Visiting Nurse	1,100.00
First Aid	500.00
Flowers and Funeral....	300.00
Handicraft Club	200.00
Club House	250.00
Stationery and Supplies	100.00
Miscellaneous Expense ..	100.00
Boy Scouts	350.00
Donations	150.00
Administration Exp.	2,250.00
Insurance	18,000.00
Social	2,400.00
Athletic	1,925.00

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Middle Column)

WILL ADD 48 TANKS AND DRIER CAPACITY OF 100,000 BUSHELS PER DAY

Wet Harvest Problem Will Be Overcome

An increase in the grain storage and drier capacity at Elevator "C" was voted at the May 18th meeting of the Staley Executive Committee according to an announcement by Mr. A. E. Staley.

The expansion of storage facilities will be in the nature of 24 storage tanks and 22 interstices on the east of the present group and 24 tanks and 22 interstices on the west.

The addition to our drying capacity, which is being planned, will be a new Drier House to the west of the Elevator Work House. The Drier House is to have space and equipment sufficient to dry 100,000 bushels of beans a day.

The voting of an appropriation for additions to our local storage and drying space comes as a result of 8 years of continuous increases in the number of bushels of soybeans raised followed by the doubling and redoubling of our own processing capacity.

When Elevator "C" was built, soybean growing was in its infancy and it was expected that our storage space would be adequate for some time. With the increase in bean acreage, however, and with the major portion of the beans going to market in the fall, it has been necessary to store beans, for future use, at the expense of corn causing some risk to our corn operations.

The provision for additional space will make it possible to restore the necessary balance between the storage of beans and corn and in addition will anticipate heavy deliveries of beans in the fall.

Addition of Drier Equips Us to Handle Wet Beans

The addition of the Drier is a measure of insurance against a wet harvest. Fortunately, there have been no wet bean harvests as yet. A wet harvest time would have made it necessary for the farmers to deliver all of their beans to country elevators at once. The elevators who have stored the beans until needed by the processors, would have had to ship the beans at once or the beans would heat in the presence of the moisture and their value would be lost. The processing industry has lacked the means of drying beans in quantities and so it would have been able to use only as many beans as could be used or dried immediately. This would have cut off the flow of meal and oil to customers and a serious threat to the industry would have resulted. This is particularly true since many customers have been secured by assurances that if they would switch to the use of soybean oil and meal, they would always be able to get as much as they required.

With the bean drying capacity, and the storage capacity, Staley's are providing the ability to continue operations under even the most unfavorable circumstances. The action taken by our company in providing additional space illustrates the way by which a company draws upon its corporate savings to insure its customers of a constant supply of products, its

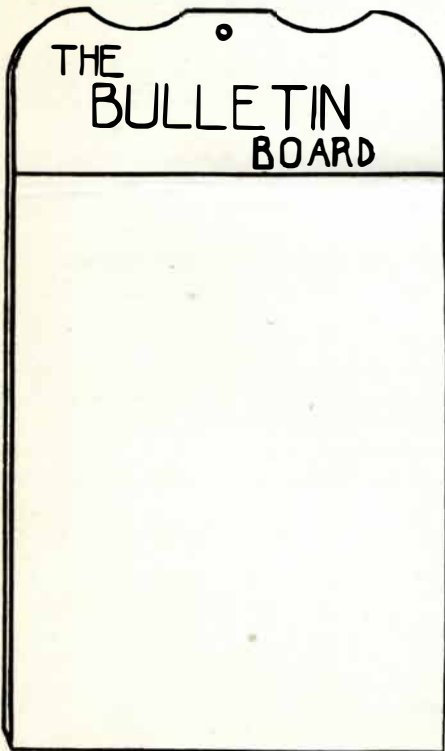
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FOREMEN HEAR THOS. SAMUELS AND EAT FRIED CHICKEN AT DINNER MEETING

The Foremen's Social Club enjoyed one of its best programs of the year at its 6:30 dinner meeting at the Staley Club House May 15. A turnout of almost 60 members with healthy appetites greeted the 23 rich brown fried chickens and came out second best as the plates were pushed back to listen to "Od-dities of The Law" as seen through the eyes of T. W. Samuels.

Everything from the grape appetizers, and the spirits in which they were served, to the dessert was rendered unto as such should be rendered unto. In the pause between the feed and the business meeting, Mr. Samuels gave the queer quirks behind some of our country's famous cases. The discussion started with murder and ended with the humanities of Lincoln, with short stops at recent legislation.

In the excursions into recent legislation, Mr. Samuels pointed out some of the headaches that were causing our highest courts to divide their opinions while the practicing lawyer spent sleepless nights trying to wade through confusion and contradiction. Sometimes, he said, statements are no more logical than the phrase, "Still water runs deep." If it's still water, he pointed out, it doesn't run.



FELLOWSHIP CLUB NOTES

By Dan Dayton, Secy.

At meetings of the Staley Fellowship Club officers held on dates of May 4, 10 and 17th, the following motions were adopted:

Resolved: That we nominate a temporary Chairman. The vote showed Keck elected. Keck opened nominations for a permanent Chairman and Horton was elected.

Resolved: That a committee of five be selected to study Sick Benefits and Hospitalization and report back at the next meeting. Reidlinger, Sims, C. Thornborough, Majors and Andy White were appointed.

Resolved: That the President and Chairman of the Board be ex-officio members of all committees.

Resolved: That the committees submitted by Moran be approved.

Resolved: That we term "Immediate Family" in reference to flowers for funerals, as the husband, or wife, and the minor dependent children in the home.

Each item of the budget appropriations was taken and individually discussed.

Resolved: That we appropriate \$2400 for social activities.

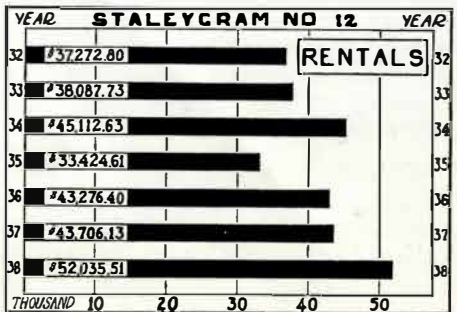
Resolved: That we appropriate \$1925 for athletics.

Resolved: That the appropriation for Boy Scouts be \$350.

Resolved: That the budget as it appears as corrected be adopted.

Resolved: That petitions for a pier at the Clubhouse and \$300 for photographic supplies for the Staley Camera Club be rejected through lack of funds.

Resolved: That the letter from Mr. Staley in regards to Sick Benefits be accepted and his recommendations be followed and that the Secretary, with the co-operation of the Personnel Manager, be instructed to write the Equitable Life Assurance Society of New York and their findings be reported back to the Board.



"Safety First" was one of the most famous slogans that ever hit this country. Some folks still think it is a good one but safety men, generally speaking, do not. They feel that "Safety First" is a sissy slogan and that it has done the cause of safety more harm than good. "Safety First Clarence" is the lad who never got hurt because he never took a chance because he never did anything and, as Americans, we scorn that sort of conduct. We who are interested in safety are not talking about "Safety First" any more for the simple reason that we do not believe that it is first. We believe that safety is a built-in feature in modern workers; that to say the job was done safely is merely another way of saying that it was done well. Not Safety First but Safety Always is what we need.

Two of our last three lost time accidents were caused by failure to wear goggles while handling liquid caustic soda. One of them caused the only blot on our Safety Record for April and the other kept May from appearing with a clean face. Both of the men involved were most fortunate that their eyes were not permanently damaged. Caustic soda is entitled to a great deal of respect and when you use it you'll need to remember to: 1. WEAR YOUR GOGGLES. 2. WEAR RUBBER GLOVES. 3. GET PLENTY OF WATER ON THE BURN RIGHT NOW IF IT SPLASHES ON YOU. 4. GO TO THE FIRST AID AS SOON AS YOU HAVE WASHED THE BURN WELL.

Perhaps you are one of those individuals who feel that salt tablets make you ill. If so, try breaking one of the tablets in two and take half of it with a full glass of water. Or just put more salt in all of the food you eat during the summertime. The heat is not going to knock you over if you have enough salt.

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All news and suggestions should be given the editor by the 10th and 25th of each month.

WHAT IS MANAGEMENT?

The primary job of management of business is to make a fair distribution of income among customers, employees and investors. There is no ordinance or law requiring a business to have any particular income, but there is an economic law that requires a business to live within its income, (whatever it is) or fail.

The principles of management in business are the same as the principles that apply to the management of one's personal affairs. Management is the practical task of keeping one's expenses within one's income.

A young fellow who is interested in girls might feel that he could do a good job of managing his affairs if he could get another hundred a year, though perhaps the real job of managing would be to pay out less to the tailor, to the automobile dealer, to the candy store, and to live on what he gets.

The same idea goes for business. The primary job of management is not necessarily to increase the income, but to adjust the income that it gets to the business.

A business that receives an annual income of \$200,000 may be getting all the income that it has a right to expect. If such a business cannot make a fair and reasonable distribution of that income among customers, employees, and investors, it is the duty of management to find out what's wrong and to make a correction.

Business Must Be Kept Efficient

The trouble may be due to the fact that inefficiencies have developed as a result of lazy management. There may be forty people doing the work of thirty. If so, the correction is to cut the force to thirty, and improve the efficiency of the thirty.

That remedy seems cruel, and most managers try to avoid it. But in avoiding it, they are likely to wind up with a failure that will have a cruel effect on forty people, instead of only ten. The job of management in business is to protect the interests of the greatest number by putting business on a sound basis. If a business is sound and efficient, the income in normal times (whatever it is) will be enough to permit a fair distribution among all the people connected with the business.

Goods Must Be Sold For Fair Prices

If the income of a business is inadequate for a fair distribution, it may be because the business is giving too much of its income to customers. Perhaps the sales plan is poor; perhaps the salesmen are inadequately informed, or lacking in experience or courage; perhaps, as a result, the product is being sold for less than its value, and the customers are getting more than they pay for. Good management will correct such a fault, and thus readjust the distribution of income to proper proportions.

Financing Must Be Done Efficiently

Sometimes, the income of a business is inadequate for a fair distribution because there are too many dollars invested in the business. If a business should be operated properly on an investment of

\$100,000, but actually has received \$150,000 from its investors, that business has rented too much money and can't afford that much rent. Good management will reduce the amount of money invested so that each investor, each employee, and each customer can be paid a fair share of the company's income.

Management that cannot adjust its expenses so that the income can be distributed fairly will have its salary cut or lose its job.

After all of these things have been taken care of, good management tries to get more income to distribute among customers, employees and the investor.

Good management seeks inventions, mechanical devices and materials that make it possible to manufacture at lower costs so that customers can be given greater value for their money and will buy more thus providing more income to be distributed. Good management also creates sales plans that will increase sales and thus increase income.

Management that can do these jobs reasonably well deserve big pay. If it doesn't get big pay, it will be hired by another group who will gladly pay big to get the benefits that come with good management.



15 to 20 per cent of all goods bought at retail stores are returned by the buyers according to estimates made by conservative adjusters.

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Statisticians calculate that, as raw materials, the products that go into the making of the average automobile are worth just about \$35.00. The remainder of the value is man made and goes to support the people who contributed to the final product.

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You can't measure a man's ability by the volume of his loud speaker.

* * *

Food prices are continuing to drop. Now they are about 75% of Normal.

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In the middle ages celery was eaten as a cure for gout. In those times, people ate the leaves instead of the stalk.



Aftermath of the highly successful basketball season enjoyed by the Staley team was a party for the squad members, given by Dutch Blankenburg, Friday, May 19th. Dutch isn't a Staley employee but he was one of the team's strongest boosters.

★ ★ ★

The Spalding Sporting Goods Company is preparing to pay the final tribute to the basketball team. Their basketball rule book is to carry a picture of the squad and their 1938-1939 record according to a Spalding representative who recently came to Decatur to collect the information.

★ ★ ★

Spring and summer sports are headed for a big year under the Fellowship Club sponsorship. 100 entries in softball are awaiting the team drawings so they can head for the softballer's heaven at the east end field.

★ ★ ★

Fifty-five par busters entered the first of five golf tourneys which got underway May 27th. Roy Larson, Laboratory, who is chairman, has arranged a program that gives a fighting chance for champ or chump to win some of the trophies which are to be purchased for place winners.

★ ★ ★

A Staley softball team is being outfitted with Staley colors and groomed for a schedule which will call for games on the local field as well as at a number of Central Illinois cities. The home games will be called as near 8 p. m. as possible and it is hoped to schedule curtain raisers for the main attraction.

★ ★ ★

Several out of town stands have been booked for play before local fans will be treated to a look-sec—which is scheduled for June 7th. The State Farm Mutuals of Bloomington are scheduled to play here that night.

F. C. BUDGET (Concluded)

The chief changes in the budget accounts and the factors which influenced those changes are as follows:

The amount for *Sick Benefits* was increased \$2,000 over last year. This was to provide for larger payments due to increase in average age of employees which is reflected in longer periods of illness.

Relief Benefits were cut from \$2,350 to \$1,000.00 to more nearly conform to the amount needed annually.

The *Visiting Nurse* budget was increased \$900 to \$1100 to provide for an increase in the cost per call which has gone from 83c to 95c.

The *Handicraft Club* was decreased from \$550 to \$200 since the Club is now well equipped.

The *Staley Club House* budget was cut from \$1,000 to \$250 since purchases for it last year have resulted in a need for current expenses only.

The *Boy Scout* budget was increased \$50 to provide new equipment for new members of the troops.

The *Athletic Budget* calls for an increase from \$300 to \$475 for basketball to provide new equipment, an increase from \$180 to \$275 for hardball because the amount last year proved inadequate. Softball was reduced from \$1650 to \$775. Volleyball was reduced from \$100 to \$15 as previous experience has indicated this amount was enough. Tennis was pared from \$50 to \$40 and golf from \$75 to \$65 while horseshoes received \$115 against last year's appropriation of \$75. In each instance the amount provided being that which last year's experience indicated was needed.

Bowling was cut from \$550 to \$150 and marks a return to the Club's previous custom of providing League Sanction fees, Secretaries' salaries, printing and only such prize money as the remainder will allow.

Entertainment and Donations remained the same as did supplies, manager's salary, taxes and other Administrative expenses.

The *Insurance* budget was cut from \$19,000 to \$18,000 as present figures indicate that amount will meet the cost of providing insurance for members during the next fiscal year.

ELEVATOR "C" (Concluded)

workers of steady employment and its investors that the value of their investment is being maintained by the ability to operate at all times.

Structure and Equipment to be Most Modern

Several factors in the preparation of plans for the new addition give promise that Staley's will have the finest and most modern equipment in America. Staley experience in the storage of millions of bushels of grain and the knowledge, as well as the headaches, that goes with it have shown that elevator construction is a highly specialized field. The recognition of this important factor led to the choice of a Chicago firm when Elevator "C" was built. Since that time, a lot of grain has gone through America's elevators, and much more has been learned about elevators.

Today, Staley's plan to pool their experience and engineering talent with that of Horner and Wyatt of Kansas City, Missouri, America's finest elevator architects. This combination should give us everything we need at one of the most vital points of our operations.

Of similar importance, in the building of an elevator, is the selection of a construction company familiar with elevator building problems. While the contractor has not been selected yet, it is planned to accept bids from only those whose reputation in this field is unquestioned. There is very little difference, if any, in the first cost but maintenance and operating costs may be seriously affected later by construction mistakes. This factor is vividly shown by the constant seepage of water through the tank walls of Elevator "C" during wet weather. This moisture has caused excessive grain waste.

The construction of the new tanks will overcome this. Placed to the east and west, they will protect the old tanks while they, themselves, are to be so constructed that moisture cannot move through them.

The Trading Post

FOR SALE:

Springfield Rifle, 22 cal., single shot.
Ralph Clark, Extra Board.

Baby High Chair and Buggy. 126 N.
22nd Street.