



Proper safety equipment plus attitude have 'paid off' for Bob Walker for a quarter-century.

Numbers prove safety pays for Bob

Playing the numbers is a favorite pastime of Bob Walker, apprentice, electrical shop. But unlike the game which is the favorite of so many small-time betters, the "numbers" Bob plays aren't a gamble, but an investment in safety—the statistics which he says have proven that being safety conscious and wearing proper safety gear pays off by preventing injuries.

What better verification than himself? Since hiring on at the extra board in August 1949, he has suffered only four first aid cases and no lost time injuries or reportable accidents. That's a quarter-

century of safety. And his last first aid case occurred more than 15 years ago when a shot of steam sprayed his arm and burned it.

"I don't believe I'm any authority on safety," Bob relates. "But I have followed safe working procedures for so long that safety consciousness is always uppermost in my mind."

For example, Bob says he examines the safety angle of each job he is to do. If an area he is working in has an unsafe condition he reports it to his supervisor.

"The next step is to make sure that I have proper safety equip-

ment—hard hat, safety glasses, gloves if needed. And a quick check of the equipment needed to do the job is a good procedure. Using the wrong tool for a job increases the potential for an accident and injury."

What about the charge of some people that safety gear is "uncomfortable?"

"It sure beats losing an eye or a toe," Bob retorts. "Too often a person doesn't think about the chances taken by working unsafe."

"If you need convincing, look at the numbers and the statistics—they prove safety works."

It's 'go' for start of Lafayette plant

It's all systems "go" for construction of the new corn sweetener plant to be built by Staley in Lafayette, Ind.

The company exercised its option on 90 acres of land in June and has taken an option on an additional 15 acres of land adjacent to the tract.

Oscar Brennecke has been named plant manager. He will assume responsibility over the corporate and industrial division team handling plant design and construction as well as organizing and staffing the plant.

Oscar was formerly plant superintendent at Morrisville. He joined Staley in July 1973 in that position. He has had 25 years experience in the corn wet milling industry, including supervisory positions in manufacturing, engineering and maintenance.

He received his B.S. degree in mechanical engineering from Washington University in St. Louis.

Several other responsibilities for construction of the \$85 million facility have been announced.

Rod Simms will act as project manager with overall responsibility for design and construction. He will report to Oscar.

Duane Chicoine is site manager with responsibility for mechanical design and site construction. Jim May will be responsible for process engineering, corn receiving, steep house, wet milling and feed house design. Don Thompson will head up utilities. Waste treatment construction will be supervised by Bob Popma. Ron Wells, Bruce Dwiggin, Larry Van Doren and Roger Leiser will handle syrup refinery and process design.

Structural and site preparation will be the responsibility of Dick Barnett. Myung Kim has been assigned mechanical design. George Nichols who was active in site acquisition will be responsible for easement negotiations.

Construction at the site will be underway by the middle of July. The facility is expected to be completed in about two years. Modern Process Design, Inc., of Dayton, Ohio is the consulting

engineer and J.A. Jones Construction Co. of Charlotte, N.C. is construction manager.

700,000 share stock offer off

Staley has withdrawn its proposed public offering of 700,000 shares of common stock.

The decision was based on the unsettling effects of events surrounding a recent merger proposal from H.J. Heinz Co., which was rejected by the Staley board.

The company said construction of the new corn sweetener plant in Lafayette, Ind., for which proceeds of the offering were to have been applied, was proceeding on schedule and at an expanded scale.

Capacity of the Lafayette sweetener unit will be approximately double the original first-phase estimate, at a cost of approximately \$85 million, versus \$50 million in the initial plan.

Funds for the project will be derived largely from internal sources as previously planned, although some outside financing is likely during the two-year construction period.

Payments for benefits increase

The value of employee benefits to the security of Staley people everywhere is reflected in six-month figures which indicate an upward trend in hospital, medical, surgical claims paid.

For the first six months of fiscal 1975, ended March 31, 9,107 claims had been processed. This compares to 7,267 for the same period the previous year.

Payments made on behalf of Staley employees and their eligible dependents totaled \$1.4 million, up from \$1.1 million for the first six months of fiscal 1974.

More than 3,800 active employees and their dependents and 750 retirees and their dependents receive protection under the Association's plans.

Staley in pits with 'Bears', 'Bulls' at Board of Trade

Chicago—the pits... bears... bulls... short... long... friendly, and unfriendly.

To the outsider, such jargon of the Chicago Board of Trade is another part of the mystique which surrounds this focal point of world market activities for such commodities as corn, soybeans, wheat, soy oil and meal as well as items ranging from silver to pork bellies.

But to Del Rentshler, manager, commodities futures, and 13 other Staley employees, the Board of Trade is a real world whose four-hour clock seems to run from dawn until dusk.

Staley's Chicago Board of Trade offices act as "the eyes and ears of the company—a listening post on world markets," says Del.

He explains that before 1956, Staley used a brokerage firm to handle its Chicago activities.

However, not only was this procedure more costly than doing our own clearing, it did not offer the market insights which can be beneficial to Staley operations.

Del explains: "Chicago provides a 'hedge' against a sudden change in prices—upward and downward."

"The primary business of Staley is the processing of grain into finished products. This demands large inventories while production is taking place. Cash purchases from Illinois growing areas plus adjacent states provide this grain."

"Should the cost of that grain drop suddenly, then Staley is in the position of holding expensive inventory, the cost of which cannot be passed on to the finished product without destroying our competitive position."

"Our job then is to 'hedge' by

providing an offset against such a situation. We do this by selling and buying commodities for future delivery."

Del continues that seldom does any grain change hands in such transactions.

Long Day

Although the trading in the pits does not start until 9:30 a.m., activity begins much sooner for the Staley clearing house staff.

Mike Curtis is one of the early arrivals. His principal job is to settle out trades from the previous day's activities. Each morning, he scans news dispatches from the close of business the previous day. Anything that might affect prices—weather conditions, political events, wars—are included.

At the same time, Bill Evans, assistant manager, commodities futures, is having his daily break-

(Continued on Page 4)

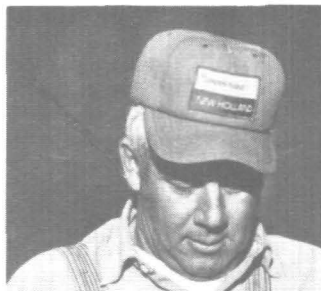


Del Rentshler confers with Decatur.

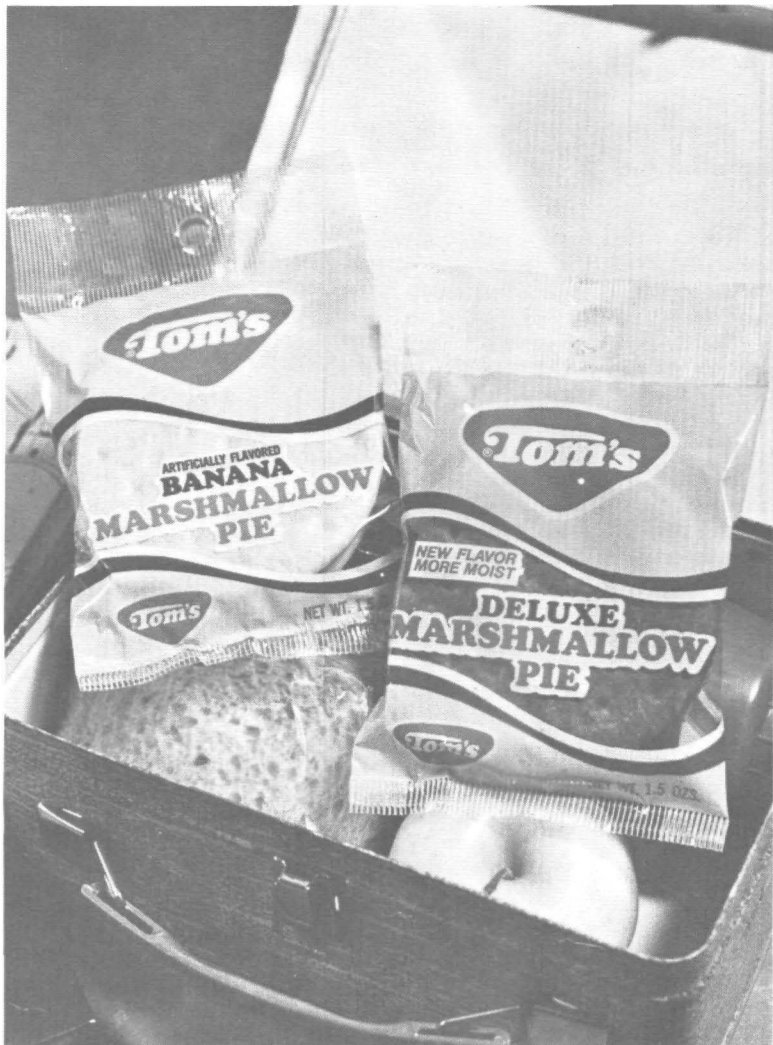
In the
News...



No. 1...P. 2



Day-One...P. 4



Tom's marshmallow pies have been a favorite with many people. When faced with increasing costs of gelatin, the popular food manufacturer turned to Gunther D-100 to relieve the pinch.

Gunther helps Tom's 'whip' costs

When the price of gelatin more than doubled in the past year, Tom's Foods Ltd., Columbus, Ga., was especially concerned. The company depends upon gelatin as a key ingredient in its popular marshmallow pies.

Tom's, a major producer of snack foods, cakes and candies, was able to minimize the increase, however, by a partial replacement of the gelatin with the much less expensive but equally effective D-100 modified soy protein whipping agent from Staley's Gunther Products. D-100 is a soy albumen product made possible by Staley technology which changes the large loop-shaped soy molecules into smaller ones which have whipping properties.

Gelatin, one of the main ingredients in the pies' marshmallow filling, is a proteinaceous material obtained by boiling scrappings from pig's skin. "There seems to be a lot more competition for pig's skin these days," notes Claude Reeves, assistant director, research and development, for Tom's. "I suppose it's more profitable to sell to tanneries than to use for gelatin."

Increased costs for hog feeding, coupled with the better profits obtained by selling whole skins to tanneries, have caused the average price of gelatin to more than double in the past year from \$1 a pound to more than \$2.40 a pound.

"We use a high quality, concentrated gelatin for our biscuit marshmallow because we want to make sure the finished product has good texture," says Reeves.

Partial Gelatin Replacement

However, when the cost of gelatin spiraled upward, Tom's began replacing about 10 percent of it with the D-100. Reformulation work required only a few weeks.

According to Reeves, there has been no appreciable change in

texture, stand-up properties, shelf life (12 to 14 weeks) or flavor in the marshmallow pies since the addition of the soy whipping protein.

"If anything, we have noticed a little more tenderness and less stringiness in the marshmallow since we started using the soy whipping protein," Reeves adds.

And with the price of the soy whipping protein at less than half the current price of gelatin, there has been a significant reduction in cost-per-batch.

The bakery at Tom's huge Columbus complex makes two kinds of marshmallow pies: chocolate and banana. Each pie consists of two sugar-dough cakes, sandwiching a marshmallow filling and covered either with a chocolate or a banana flavored coating.

Dough for the cakes is mixed in batches of 1,900 pounds. Ingredients include cream, sugar, fat, baking soda and flour. Ginger and molasses are added to this basic formula for the cakes used in the chocolate pies.

Dough is loaded into a hopper at the head end of a 180-foot baking line. Cake dough is automatically dispensed on the line which moves it through the oven for a 2½ minute bake. After baking, the cakes are boxed and moved to storage near the marshmallow pie production line.

The marshmallow filling is mixed in two mixers. Average batch size is around 2,000 pounds. Ingredients for the filling include gelatin, the soy whipping protein, regular corn syrup and high fructose corn syrup.

The dry ingredients—the gelatin and the soy whipping protein—are weighed, hydrated and manually added to the mixers. Water and corn sweeteners are automatically metered in.

The syrup batch is agitated

for one hour at 120 degrees F. to insure proper mixing before it is pumped to a machine where aeration is achieved by continuous beating.

The bottom cakes are manually fed into a machine which drops them into position—eight across—at correct intervals on a conveyor belt. The conveyor move the cakes to a depositor which tops them with the marshmallow filling. After the marshmallow has been deposited on the bottom cakes, another machine automatically places the top cake and the assembled pies move down the line to the coating station.

Coating icings—either chocolate or banana-flavored—are prepared in 10,000 pound mixing tanks adjacent to the production line. The coating is automatically pumped to the line, where the assembled pies pass through the coating "wall." Air curtains blow off the excess coating, which is recycled to the enrober tank for reuse.

The coated pies then move through a cooling tunnel, which, at its coldest section, is 40 to 45 degrees F. The tunnel cools the pies gradually and returns them to room temperature for packaging. The trip through the cooling tunnel takes about six minutes.

The marshmallow pie production line can produce some 330 pies per minute. The pies are retailed through supermarkets, department stores and similar outlets in addition to vending machines.

Marshmallow pies are only one of more than 200 snack food products made by Tom's Foods Ltd. at its national network of six manufacturing facilities. The company, a division of General Mills since 1967, produces an array of candies, potato chips, pretzels, cookies, snack cakes and crackers and, of course, peanuts.

Anniversaries



M. Gillon



E. Legge



M. Eagleton

35 Years
RICHARD HEYL, assistant district manager, industrial products
MARJORIE GILLON, senior line inspector, 20 building

30 Years
GERALD KITE, utility technician, corporate research & development
EARL LEGGE, PS drier operator, 20 building
MELVIN EAGLETON, senior analyst, 60 building

25 Years
WENDELL RAY, regional sales manager, sweeteners, industrial sales

20 Years
JAMES MAYBERRY, inventory control supervisor, distribution, consumer products
DAVID PRITTS, manager of personnel, corporate industrial relations
THERON TINKER, plant engineer, industrial, Morrisville
JAMES SCOTT, chemical operator, 16 building
RAYMOND SLAW, rigger leadman, 101 building
ROBERT SUTTON, conversion operator, 10 building
CHARLES SWAIM, reliefman, 20 building
JOHN HUNT, apprentice 1st year, machine shop
ROY RIGGS, dryer operator, 9 building
JOHN WHEELER, grain unloading helper, 28 building
DON CUTTILL, senior mechanic, machine
DON LOURASH, cooler operator, 17 building
RICHARD STROCHER, gateman, 40 building

15 Years
ROD SIMMS, manager, syrup facilities engineer, industrial
NORMA DYER, patent/food law secretary, corporate R & D
DANIEL COMP, manager, Staley operations, consumer

10 Years
RANDALL COOK, programmer, corporate information systems
DON ETILING, senior industrial engineer, agriproducts
LARRY CUNNINGHAM, product manager, sweeteners, industrial

JOHN BELL, European area sales manager, international
ERNEST BUSH, shift foreman, 5 & 10 building
JAMES GENTRY, 2nd yr. apprentice, millwright
DANIEL CARLEN, 3rd floor drier operator, 12 building
JOHN CARTER, JR., convertor A operator, 16 building
EVERETT DOWDELL, pump-tank operator, 10 building
C.H. WILSON, maintenance foreman, Cicero
HERBERT PUGSLEY, operator, 44 building
JOHN PUGSLEY, operator, 44 building
JOHN KENNEDY, rigger leadman, 101 building
JOHN EUBANKS, reactor operator, 118 building
VICTOR DAVIS, maintenance man trainee, Columbus plant
CLINTON ROY, drum dryers, Houlton
VINAL WHITE, dryer operator, Houlton

5 Years
JAMES CRAWFORD, management accountant, industrial control
KEITH ASHBY, staff chemical engineer, dry starch, industrial
MARVIN OAKES, JR., associate product manager, consumer
JOHN SCRIMPHER, plant engineer, syrup refinery & dextrose
ROBERT SCHANEFELT, group leader, food applications, corporate R & D
MARGARET BOYCE, keyed data equipment operator, corporate information systems
ROBERT BULLOCK, engineer draftsman, corporate engineer
JIM LEGAT, associate product manager, consumer
PAM ROAN, records & forms control clerk, corporate information systems
TERRY HART, utility, 48 building
MARK VEST, process supportman, 9 building
LEROY LIGON, process supportman, 9 building
STEVE CARTER, applications chemist, 60 building
THOMAS MILES, quality control analyst, 60 building
JUNE WOOTEN, quality control, Chattanooga
P. CISNEROS, process & load, Cicero

R&D works for greater soy use in hot dogs, processed meats

The uniquely American hot dog may never be the same if Steve Moore has his way.

Steve is currently conducting a series of experiments with hot dogs and processed meats involving blends of textured protein, soy concentrates and soy flour as part of Staley's increased emphasis on protein technology.

Textured protein has become accepted for use in fresh meats since the high prices of 1973. However, processed meats require specialized technology that is alien to the relative step-by-step procedure involved in blends of fresh meats and textured proteins.

Steve, associate food technologist, describes his work as a move by Staley research to provide the technology needed by meat processors who have not yet worked with protein additives.

"We are offering a technical service which can be used by our marketing people," he continues. "There are many reasons meat processors might turn to protein additives... economics, functionality, less time needed in a smoke-house."

"But the use of protein additives in processed meats is still largely unexplored. We are seeking optimal procedures and materials that will provide a meat processor with a quality product at reduced cost."

Dick Lockmiller, general manager, protein division, points out that many protein products can be used in processed meats. He lists Mira-Tex textured protein as well as soy flour and soy concentrate.

"The problem is that the preparation of processed meats is highly individualized from company to company," says Steve. "Many of the processes are

patented, and working with processed meats is an art."

Steve continues that processed meats start with an emulsion. This includes a fat portion and a protein portion (or lean meat portion). The protein acts as an emulsifying agent, providing the paste like substance as well as offering nutrition.

"There are many things which might affect the consistency of the emulsion, including salt concentration, the temperature at which the combination of fats and proteins takes place and even the amount and type of chopping procedure. If the emulsion isn't stable, it will 'break' up during cooking, and even a change in one variable of the emulsion will affect the whole process."

Steve says that while he cannot faithfully recreate the pro-

cedure of every meat processor, he does work against a controlled all meat product.

Against this control, he develops varying blends of extended products using textured protein, soy flour and concentrate. All variables are tested and the results carefully evaluated. The findings determine recommendations for usage which can be offered as general guidelines to meat processors. Such things as taste, economics and process.

"The knowledge in the area of processed meats extended with proteins is limited at this time," says Steve. "If over 3.5 percent of the product consists of soy, then a 'fanciful' name such as breakfast patties, coney or something other than simply sausage, hot dogs or bologna slices."

On the move

INDUSTRIAL
HAROLD SCHWARZ from quality assurance technician to senior analyst, Morrisville
BRENDA KEEPER from purchase order typist to maintenance secretary

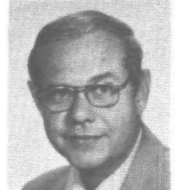
AGRIPRODUCTS
RONALD SAUNDERS from area manager to senior area manager, specialty feeds
MICHAEL STRATMAN from coordinator central shops to plant engineer

MARY JO HOGAN from grain arrival clerk to grain ledger clerk, control
SUSAN ANDERSON from sales inventory & utility clerk to grain arrival clerk, control

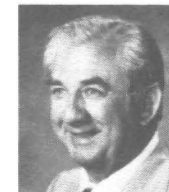
CORPORATE
BARBARA BELLOWES from messenger, office, to employment secretary, industrial relations
DONALD JOHNSON from group



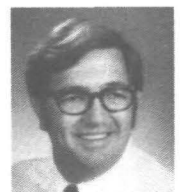
D. Johnson



R. Leiser



R. Saunders



E. Hope

leader process R & D to director industrial products, R & D
ROGER LEISER from group leader process R & D to director corporate process engineering

REDD LABS
EDGAR HOPE from senior lab technician to chemist, Redd Labs

Corn sweeteners 'revolutionize'

Editor's note: In the past 15 months, IsoSweet high fructose syrup has become readily identifiable to most Staley employees as a major contributor to increased sales and profits. Because of the continuing interest among employees in the development of high fructose syrup, Staley News is reprinting the following article by Dr. Sidney M. Cantor, president of Sidney M. Cantor Associates which specializes in development problems in processing and applications of both food and non-food products derived from agricultural and related sources. The article first appeared in Agri/industry News, a publication of the Corn Refiners Association, with whose kind permission it is reprinted.

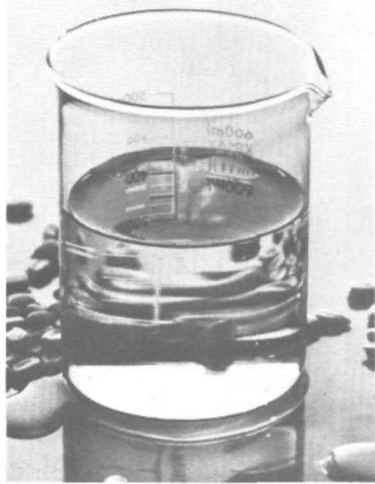
In 1974 over one billion pounds of a dramatic new product, high fructose corn syrup, was produced by the corn refining industry. This development marks the start of a new era in commercial nutritive sweeteners and an acknowledged change in the identity of an industry from "sugar" to "sweetener." Lesser amounts of high fructose corn syrup had been produced for a few years preceding 1974. But 1974 was climactic insofar as sweeteners were concerned. It was the year in which several events conspired—among them, greater international demand for sugar, reduced production in some areas of the world, fears of shortages by food processors leading to higher than usual inventories—to increase the price of sugar at least four-fold. The result, demonstrated chiefly by a surge of demand from industrial sweetener users for the new product, was the widespread recognition that corn sweetener producers had achieved their most important long term development goal. This goal was the commercial production from corn starch of a product equivalent in sweetness to sugar.

Identity of Sweeteners

Sucrose, the familiar white crystalline product of the sugar bowl, is chemically identified as a disaccharide. It consists of two monosaccharides, simple, six carbon atom, hexose sugars, in unique chemical combination. These are glucose, familiarly called dextrose, and fructose, also known as levulose. When sucrose is hydrolyzed or split by the chemical addition of water, a common product of the sugar industry known as invert syrup results. This consists of a mixture of equal parts of glucose and fructose.

Invert syrup has about the same sweetness as sugar because fructose is sweeter than either glucose or sucrose. Indeed fructose, or "fruit sugar," is the sweetest of the naturally occurring simple sugars. Fructose is a major constituent of honey and either free or combined as a part of sucrose is a standard article of the diet.

What was achieved by corn sweetener producers was to transform glucose made by the hydrolysis of starch into fructose. To do this an enzyme or biological catalyst was employed; this particular enzyme is known as glucose isomerase. Glucose and fructose are isomers; that is, they have the same chemical formula but differ structurally. The transformation of glucose to fructose is called isomerization, hence the catalyst is an isomerase. (The suffix "ase" identifies an enzyme just as the suffix "ose" identifies a sugar.)



A new sugar source

So for the first time on a commercial scale a natural product equivalent to sucrose both calorically and with respect to sweetness has been produced from a crop other than sugar cane or sugar beets, namely the corn crop. In achieving this step the corn refining industry has continued its broadening of the U.S. sweetener system to a three crop base and, in effect, has challenged foreign sugar producers who recognize the United States as the world's largest sugar importer.

High fructose corn syrup (HFCS) is the newest in the family of corn syrups long produced by the corn refining industry and familiar to food processors. The hydrolysis of starch, by which process corn syrups and dextrose are produced, was discovered in 1811 just a few years after the

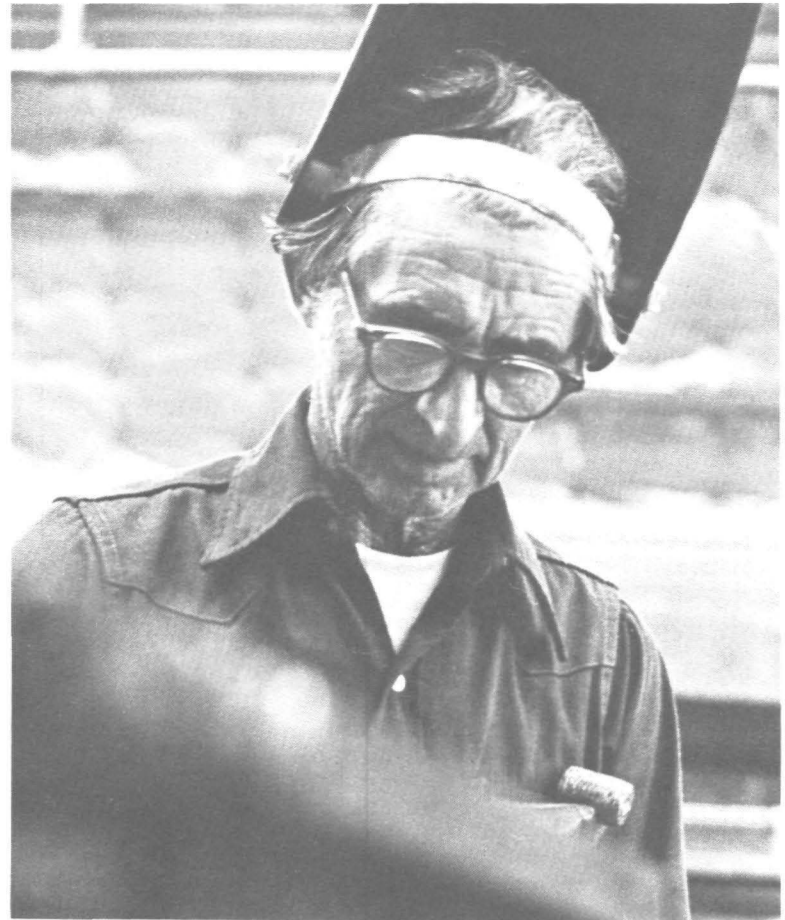
sugar beet was recognized by French government subsidization as the temperate zone counterpart of the tropical sugar cane.

The sugar beet, which produced sucrose equivalent to cane, became the base for a new European industry in the early 19th century because of the British blockade of French ports during the Napoleonic wars. The blockade effectively kept sugar from the Caribbean Islands out of France. The Battle of Waterloo by terminating the blockade almost bankrupted the new sugar industry, hence the consequent requirement of a subsidy. Today, the worldwide beet industry is recognized as one of the early answers of organized industrial research and development to an expressed need. The isomerization of glucose to fructose on a commercial scale is a development of at least equivalent social and economic impact.

Corn sweetener problems

When corn syrup became well established in the United States as an acceptable commercial product, which was in the last quarter of the 19th century, it was regarded as a substitute because of its lesser sweetness. Its use for the most part was restricted to the food industry. The ready availability of corn starch from corn processing and the buffer effect of the huge American corn crop kept the price of both starch and corn syrup relatively stable. The substitute identity of corn syrup also kept its price below that of sugar. Ultimately, even though the functional utilization of syrups was expanded by the ever increasing technological development of the food industry, the price differential between corn syrup and sugar came to be understood as related to their sweetness difference. Thus in many quarters, growth of corn syrup use was recognized as dilution of the cost of sugar. But the entrenched and persistent substitute identity also resulted in restricted use of corn syrup in many standardized foods—jams and jellies, for example, and canned fruits. While continuing research and development by the corn refiners succeeded in introducing many new syrups with improved functional properties which answered to the growing needs of the food industry, the goal of sweetness equality remained elusive.

(The second installment of this article will appear in next month's Staley News.)



Hayden Evans checks a weld he has completed.

Maintenance supports Morrisville operation

As the Morrisville plant has matured into a successful manufacturing facility, an important part of its growth story has been the skills represented by the maintenance section.

Divided into three major groups, the maintenance section has the primary responsibility to make sure equipment is available for the operating process. It's a task at which the employees have been highly successful, with a 97.5 percent availability mark for equipment, higher than the national average for similar industries.

Responsibilities in the maintenance section include machinists, millwrights, pipe fitting, electrical repair and instrumentation.

The group repairs gears, centrifuges, pumps, as well as doing pipe fitting, welding and fabrication. Electrical repairs and instrument control also are done.

Foremen are Bill Hobbs, Ed O'Brien, and Lou Raics. Theron "Tink" Tinker is superintendent.

"We not only must make sure that the plant is in running order, but it must be done economically," explains Tinker. "This requires that we work efficiently and safely. Our record shows we have succeeded in each respect."

Tinker says the maintenance section keeps more than 8,000

parts in inventory. Tony Sotille is responsible for inventory and distribution of all maintenance and new construction materials.

Here's the way the system works:

Should a process interruption occur, the appropriate maintenance group will be informed. This is done by the foreman of the affected process area notifying Bill Brewer, maintenance clerk. He prepares a sheet listing all pertinent information regarding the interruption, and then notifies the appropriate maintenance foreman, and arrangements are made to complete the repairs.

"The repair operation requires precise communications to avoid delays in the repairs," notes Tinker. "That's a philosophy we try to incorporate in everyday operations as well—not just when a need to make repairs arises."

One communications tool is daily meetings with Tinker and the foremen. Also, hourly employees are encouraged to present problems of materials or operations to their supervisors or to Tinker.

The maintenance section constitutes nearly a fourth of the Morrisville work force and is indicative of the support function offered by maintenance to helping keep Morrisville "on stream."

Track crew helps rails move Decatur goods

Today, the railroad has been eclipsed in the public's minds by the faster-than-sound airplanes and the glamour of mammoth over-the-road trucks that move much of America's goods.

But rails are a vital part of the Staley transportation story, and the men who keep the tracks in condition to haul the hundreds of incoming and outgoing shipments play an important, although often unsung role in the Staley story.

Nearly 15 employees work on the track crew at Staley Decatur. They are responsible for the maintenance of existing and laying of some new railroad tracks in the plant area. That's nearly 26 miles of rails.

Employees assigned to the track crew are Maurice Kapper, back hoe operator; Carl Bagley, tamper operator; Carl Bagley, Darrel Goff, Tom Brabender,

Larry Collins, and Tom Roberts, all track leadman; Dave Jeschawitz, track inspector; Danny Jent, Larry Bagley, Lynn Stroyeck, Ron Bates, Willie Green, Tom Pounders, Larry Miller, Bob Kelly, Richard Lauber, Bill Henson and Bryon Perry, all track laborers; Donald Donovan, heavy equipment operator; Carl Merriman, heavy equipment operator and Terry Oakleaf, truck driver.

More than 25 million pounds of raw materials, grain and finished products move over the tracks, used by the three lines that come into Staley's Decatur operations.

That's an average of 250 tank, box and hopper cars entering and leaving Decatur Staley each day.

Currently, the crew is involved in a major upgrading of the Norfolk and Western tracks in the west end of the plant.



Laying track for railroads is, as it has always been, a job requiring the skills of people. Working on this section are, left to right, Tom Brabender, Larry Miller, Bob Kelly, Tom Roberts and Willie Green.

Day-One system offers savings

A new automated dispensing system for Staley's Specialty Feeds' Day-One liquid feeding supplement for baby pigs will soon be available to the nation's pork producers. This new system offers 80 percent time and labor savings over the well-known individual one gallon Day-One dispensers.

While proven effective in controlling scours (a common killer of baby pigs) and getting baby pigs off to a fast start, the individual Day-One dispensers require extensive time and effort in large scale farrowing houses.

With the old dispensers, a hogman had to place and refill an individual unit for each farrowing crate—for example, 20 crates, 20 dispensers. A farrowing crate is a pen to hold a sow and her litter the first few weeks after birth.

Now with the new automated Day-One system, the hogman simply mixes the product in a 10-gallon central container or reservoir.

A submersible circulating pump carries the solution from the main reservoir through quarter-inch plastic tubing to a small drinking fount in each farrowing unit and returns to the reservoir. The continuous circulation at two pounds pressure keeps the solution fresh.

At normal usage level, the drinking founts expose approximately two ounces of Day-One solution.

The system was designed by Wayne Crow, Staley's area manager for Iowa and Minnesota. He became interested in an automated system after meeting Karl Lieske, a purebred Yorkshire breeder from Henderson, Minnesota. Lieske, had been experimenting with the continuous circulation idea, but couldn't find a drinking fount suitable for day-old pigs. After a long search Crow came up with a model adapted



Wayne Crow, left, and Pat Wiedmann discuss Day-One system.

from a rabbit waterer.

Says Wayne: "The system had to be tested, preferably close to home (Norwalk, Iowa) so it could be observed closely. The Pat Wiedmann farm proved to be an excellent choice. Pat and his sons, Bill and Gary, farrow year-round and sell feeder pigs."

Pat says, "I hadn't tried Day-One until Wayne approached me about installing the dispensing system in my farrowing house. Now that I've been using Day-One for several months, it sure looks good to me. This new system is a lot easier to use than the old one gallon jugs," says Wiedmann. "And I've quit giving iron shots because the pigs get their iron from the Day-One. My

pigs haven't had any scours problems since I've been on this program.

(A day-old pig will drink about one ounce of Day-One per day, a 20 day old pig, six ounces. By doing so, they get needed amounts of antibiotics, iron and copper, plus vitamins, to reduce incidence of bacterial enteritis, prevent iron deficiency anemia and vitamin deficiencies, and combat dehydration.)

Sam Shanklin, manager of Staley specialty feeds, says the company exhibit at the recent National Pork Congress in Kansas City resulted in advance orders for over 5,000 of the Day-One units. Staley hopes to have the units available by mid summer.

St. Louis ball trip pits Cubs-Cards fans



Board of Trade world marketplace for commodities

(Continued from Page 1)

fast meeting with a group of traders to discuss market news and influences. Bill will ascertain if these facts are friendly, i.e., favorable for an upswing or bull market, or unfriendly, i.e., favorable for a bearish market with decreasing prices.

Del starts the day in his office preparing his "game" plan for the trading activities.

All of this is before 7:00 in the morning.

At 8:00 a.m., Del and Bill begin their conference discussion to Decatur with Jim Moore, senior vice president, agriproducts; Robert Powers, group vice president, agriproducts; A.E. Idleman, director of commodities, agriproducts; Dave Miller, manager, grain; Ken Robinson, manager, crude oil, and Lin Shepard, manager, soybean milling. The discussion lasts up to 40 minutes with such things as market observations, crop forecasts, weather outlooks and cash grain situations discussed.

By this time, it is an hour or less before the opening bell, signifying the start of the day's trading activities on the fourth floor of the 14-story Board of Trade building. The mood is similar to that which builds up before an important athletic event.

The support personnel of the office have arrived by this time. Messengers, who will run the orders to buy and sell to various brokers, are on hand, wearing their blue smocks. The Staley traders have donned their blue and white checked jackets which make them easy to spot in the kaleidoscope of waving arms and almost spasmodic body actions which will soon begin in the pits.

Aptly named

No other term could better describe the trading areas known as the pits. Each is a series of

octagonal shaped elevated ramps. Only one commodity is traded in a pit, and each layer of the octagon represents a different delivery month for that commodity. This way, the position a pit broker takes within each pit indicates the month in which he is dealing.

Del and the other Staley members of the Board of Trade take positions at a long table overlooking the trading floor and on which sits several telephones and a television set.

At each end of the trading area are the boards on which are listed the important things a trader must know--yesterday's high and low prices, last year's high price, the closing price, today's opening range, the high for the day, the last bid and the bid before that for each of the commodities traded. The board dominates the arena below.

There are 1,400 memberships on the Board. The Staley Company holds eight of them. On a given day, there may be from 600 to 800 members trading commodities.

Most of Staley's activity is directed by Del and Bill through a number of brokers who actually represent the company in the pits. This leaves Del, Bill and the others free to better fulfill their evaluatory role with Decatur which will often involve as many as 100 calls a day.

Staley representatives are frequently on the floor, before, during and even after trading, watching for the slightest hint of any move in commodities prices. Sometimes such a move may be sparked by dramatic events such as weather, wars or politics. Others, it may be nothing more than a psychological shift—"enthusiasm" as it is referred to by Del.

As soon as the bell rings, the pits become filled with shouting men and women, arms and fingers

waving wildly—or so it seems to the casual observer.

Actually, each motion has its own meaning. Hands facing inward means someone is buying a commodity. Hands outward mean someone is selling. The fingers indicate the number of contracts involved in the transaction and the shout of "five for July" can mean someone is bidding at \$5.05 for July beans and seeking a seller. The pattern is similar in each pit. Soon the floor is covered with slips recording the transactions. The slips which seem to be discarded carelessly, actually are located in areas of the pits to be picked up by the army of messengers who will deliver them to the appropriate clearing member for recording the time of the transaction.

Activity in the pits is non-stop with a frantic wrapup just before the closing at 1:15 p.m. During the four hours of trading, Staley representatives have not taken a break, but are busy throughout the period, keeping in contact with Decatur, placing orders to buy and sell or trading commodities themselves.

Even after the cessation of trading activities, the day is not

over. Staley has a clearing member function on the board, that is, it must "clear" its orders and those of customers against the day's activities, to make certain that in every instance seller and buyer match up.

This information is tabulated and placed on computer cards, following which the information is given to the Board's computers. The buy-sell balance is then cleared again. Sometimes one side of the transaction will be missing, and must be cleared personally by a Staley representative before the start of the next morning's trading activities.

The day is virtually complete. But even as he leaves the Board offices, Del knows events are happening which will direct his

activities the next day.

"We are a reflection of value of commodities not just domestically but worldwide. A strong rain in Decatur may convince a farmer to sell his future crop tomorrow. At the same time, a buyer in Tokyo, New York or London might be watching economic indicators and determine that the opportune time for buying has arrived. Eventually, the wishes—and thus the reflection of demand value—will pass through the Board of Trade and the transactions will be consummated by the board members.

"The purpose of the Board is fulfilled in this manner...the bringing together of buyer and seller in a truly free enterprise fashion."

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