

44-year-old system to retire: "tele" changeover on March 27

Having outlived its time, Staley's basic 1934-vintage telephone equipment at headquarters is being replaced by modern electronic switching apparatus customized to Staley specifications.

The largest system currently offered by Illinois Bell Telephone Company, it is the only one of its type in Decatur. A similar, much smaller system (Dimension 400) was installed in December of 1976 at Consumer Products Group headquarters in Oak Brook.

Dimension 2000, as the new system is called, offers many features that will result in time savings when employees are acquainted with and become adept at using their instruments. In fact, the majority of users will even like the system after they learn how to operate it, said Harold Doddek, manager, corporate telephone services. Doddek has been Staley's liaison to the telephone company throughout the project.

Allowing faster operation, a station user can place his own calls, transfer calls, and make conference calls from his desk.

He will know whether or not a call he is receiving is internal or external by a distinctive ring and will also be cued, via a tone, that another call is waiting for him while he is already engaged in a phone conversation.

Another helpful feature is the user's ability to hold one call and take another one without the aid of buttons. He can also program a "busy" station to automatically ring back when the line is free.

When asked why a system change was necessary, Doddek explained that even though the 44-year-old equipment had been upgraded and expanded over the years, it had reached its capacity and could handle no additional loads. By comparison, Dimension 2000, which will accommodate 2000 instruments, has vast growth potential since only 1200 instruments (phones) will initially be in service. Of course, the antiquated system could not begin to offer any of the new time-savers that will enable employees to perform their jobs at utmost efficiency, Doddek said.

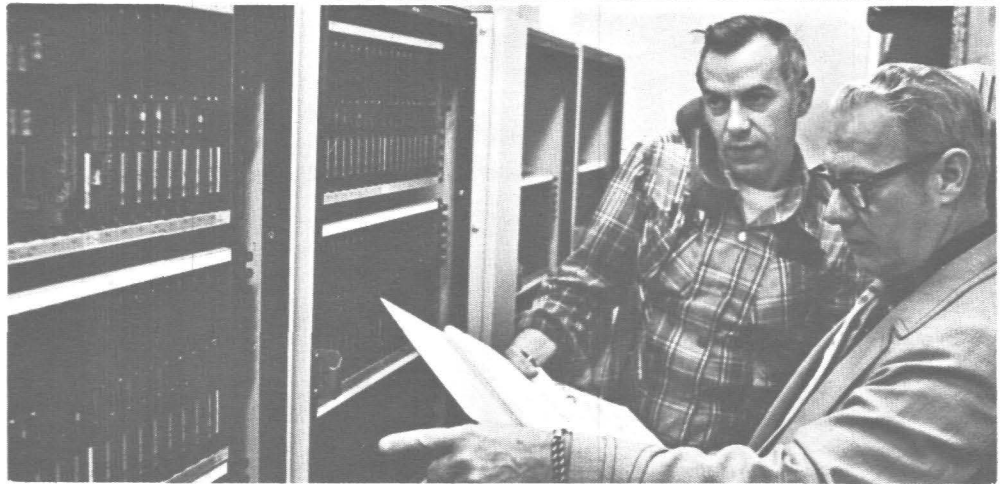
Another plus is a reduction in costs over a period of time with the elimination of much key equipment (buttons) on the instruments.

Based upon experience gained with Oak Brook's system, service calls should drop about 80 percent on maintenance related to malfunctioning of the old equipment.

Mandatory training

To acquaint salaried employees with their new, basic black touch-tone telephone and to help them more fully realize its advantages, 16 training sessions have been scheduled for March 13, 14 and 15. About an hour long, these classes will be held in 62, 63 and 77 buildings.

One or two make-up sessions may be held thereafter for a few persons who will be unable to attend one of the regularly scheduled periods.



Portions of old and new systems are shown with Margaret Shepherd, at top, discussing antiquated PBX dial equipment with George McKinney, Illinois Bell PBX foreman, and at bottom, Jim McCubbins, left, technician with Illinois Bell, running diagnostic tests on the process with Harold Doddek.

Foremen will train plant hourly employees because only a few features will change in the plant areas.

One change that will affect everybody though is the four-digit extension numbers, for which a new directory will be distributed before changeover day. Numbers that will also change include those for: local calls from 90 to 9; Lafayette access number from 96 to 85; and radio pager from 86 to 711.

Although training will cover all of the features, instructions for some of these will be printed on the first pages of the new directory and should be referred to when questions arise. Operators will NOT answer any questions pertaining to the use of instruments. If, after consulting the directory, help is still required, persons will have to ask division secretaries for aid. In a short while, they will be able to answer 80 percent of the queries, said Carol Martin,

the Illinois Bell account executive responsible for Staley. If stymied, the secretaries can call a designated telephone company representative to obtain directions.

Operators' jobs

Operators will still be an integral part of telephone service. In place of the old switchboard, each will be stationed at a desk on which a compact console will set.

Outside callers will dial the Staley number and reach an operator who will connect them with the appropriate extension. Operators will place a few types of long distance calls to be explained during training and will take care of all personal long distance calls. Collect calls will also come through them.

Currently operators are handling about 3,500 incoming calls daily and between 700 and 800 watts calls plus 300 to 400 in-coming watts calls and all of the "collect" variety.

Conversion stages

Planning began for the Decatur project in December of 1976. Three months later, management looked at a prototype of Dimension 2000 and decided that Staley would benefit from this type of system.

A survey of executive personnel and division heads was made to determine required features which would be incorporated into the order placed on May 1.

A month prior to the January arrival of the system in Decatur, wiring work began and continues with the assistance of about 18 Illinois Bell workmen handling rewiring, making reconnections, cross-connections and cable splices.

New instruments will be installed in most areas on March 24, 25 and 26 with the new equipment ready for service at 8 a.m. the 27th.

From the time of management's approval of the system, Margaret Shepherd has been instrumental in implementing the various stages in addition to her responsibilities of company receptionist and supervisor of voice communications (switchboard operators) and the telegraph, teletype and telex section.

Even with all of the planning, some instruments may need specific features changed, which will be handled through Doddek.

After the flurry of preparatory activities in recent months, Dimension 2000 is almost ready for unveiling. . . It's almost time to reap its benefits.

StaleyNews

Volume XX/No. 2

Decatur, Illinois/March, 1978

Corn refiners oppose inclusion in national sweetener legislation

Staley Chairman Donald E. Nordlund appeared late in February before the U.S. Senate Agricultural Committee on behalf of fellow corn refiners in hearings on proposed sweetener legislation.

Nordlund, spokesman for the Corn Refiners Association (CRA), an industry-wide group of which Staley is a member, told the senators that CRA sympathizes with the plight of domestic sugar producers, having also felt the effects of cheap imported sugar—the heart of the problem. However, CRA members, he said, have serious concerns about any legislation that would raise marketing quotas, restrictions or devices on corn sweeteners.

Such an act, Nordlund told them, would have difficulty taking into account the dynamics of the corn refining industry, highlighted throughout its existence by innovations and progress. Citing reasons why placing corn sweeteners under a Sugar Act would prove difficult, he said that the diverse nature of the products, many of

which are used for reasons other than sweetness and in applications other than food, would complicate the formulation of a program that would reflect these far-ranging considerations.

Product production interrelated

He emphasized that the production of numerous products is interrelated because of the nature of the process, and restrictions on any single product line would have serious repercussions on others. He said that an arbitrary limit on corn sweeteners could impact the paper industry which depends upon corn starches, on livestock producers who use corn feeds and on many other industries.

Nordlund pointed out that a limit on corn sweeteners would deprive grain farmers of a growing domestic market at a time when it is needed most.

His last argument against an all-encompassing sweetener act was the diverse nature of product lines, technology, goals and

experiences among companies in the corn refining industry including those who produce no sweeteners. . . . "A regulatory scheme fairly addressing this issue would be extremely difficult to devise," Nordlund told the senators.

He emphasized that corn refiners recognize the plight of U.S. sugar producers and stand ready to support any policy devised in congress to assist them, providing it neither creates unfair competition for corn refiners and corn farmers nor artificially limits the growth, technology and applications of this industry's products.

Nordlund is a former chairman of the CRA, which campaigned vigorously during 1977 against the Carter Administration's plans to support the sugar industry with a 2 1/2 cents-a-pound subsidy that would have kept sugar prices artificially low. The CRA backed and helped gain the adoption of the de la Garza amendment supporting domestically produced sugar at 13 1/2 cents a pound, raw value.



Status Quo/P2



Retirement/P3



Beginning/P4

In the
News...



Meat products containing Staley soy proteins were sampled by shareholders.

1977, "Time of accomplishment"

Nearly 100 Staley stockholders braved blizzard conditions to hear Chairman Donald E. Nordlund describe fiscal 1977 as a time of accomplishment despite trying conditions in corn refining and soybean processing. He said Staley completed a five-year expansion program in 1977, the most ambitious in the company's history.

Nordlund said results of the expansion were already becoming apparent. He cited the company's enlarged corn and soybean processing capabilities as a primary reason for an anticipated improvement in pre-tax earnings in 1978. Nordlund added that net earnings would be lower because of a reduction in investment tax credits from the prior year.

For the fiscal year, ended September 30, 1977, Staley reported net income of \$24,480,000 or \$2.20 per share while sales amounted to \$1,116,641,000. These totals compare with net income of \$37,651,000 or \$3.50 per share on sales of \$819,390,000 the prior year.

For the first quarter of fiscal 1978, ended December 31, 1977, the company reported net income of \$5,012,000 or 44 cents per share on sales of \$268,654,000. For the same period the prior year, Staley recorded

Two elected to new posts



Thomas V. Fischer Wayne S. Martin

Thomas V. Fischer has been elected executive vice president and Wayne S. Martin a corporate vice president of Staley. The elections took place at the company's regular board of directors meeting in February at Decatur.

Fischer had been group vice president, industrial products, since 1973. In his new position, he will continue responsibility for the company's industrial products group. Fischer has been a vice president of the company since 1969, and a member of the Staley board of directors since 1970. He joined the company in 1965.

Before joining Staley, Fischer was associated with North American Car Corporation, Chicago.

Martin had been a division vice president since November, 1977, with responsibility for sales and marketing activities related to the company's line of corn sweeteners and starches. He will continue these duties in his new position.

Martin joined Staley in 1959 and became an assistant purchasing agent in 1963. He was promoted to purchasing agent in 1968, and advanced to purchasing director in 1970. In 1975, Martin was named manager of industrial sales, and became director of industrial sales and marketing one year later.

net earnings of \$6,024,000 or 54 cents a share on sales of \$239,336,000.

Nordlund said pre-tax earnings for the first quarter amounted to \$8,492,000 versus \$5,361,000 for the same period the previous year.

Nordlund told stockholders two factors were affecting corn sweetener profitability. He cited depressed sugar prices aggravated by government indecision and a temporary supply-and-demand imbalance for high fructose syrup caused by recent industry expansions.

Burdensome supplies

Despite present burdensome supplies, higher sugar prices are on the horizon, Nordlund said. He noted that major sweetener purchasers recognize this fact and are accelerating their use of high fructose corn syrup, dextrose and corn syrup. He said the company's corn sweetener sales volume is expected to increase in 1978. The growth will be possible, according to Nordlund, because of new production capacity at a recently completed plant at Lafayette, Ind.

The Staley Chairman said the corn sweetener industry approximately doubled its capacity in 1977. He said the resulting supply-and-demand imbalance had intensified competition and was causing pressure on corn sweetener pricing.

The chief executive described 1977 as a "good year" for the company's industrial and food starches with increased production and record sales. He said Staley increased its share-of-market by emphasizing its modified starch technology.

Nordlund projected that 1978 would be another positive year for starches, although prices would be under some pressure at times. He said the company would compensate with increased sales volumes. Nordlund noted that Staley recently started up a new starch drier at its Decatur plant.

Nordlund said that fiscal 1977 had been a difficult year for the company's agri-products group, but soybean crushing margins had since improved on the basis of more plentiful soybeans and strengthened meal and oil demand at home and abroad.

The Staley chairman reviewed results of the past year for the company's consumer products and international groups. He indicated both groups were looking forward to positive performances in the current year.

He also commended employees' efforts in maintaining operations during the recent rush of bad winter weather.

Staley News

The Staley News is published monthly for Staley employees by Corporate Public Relations, Decatur.

Manager, Employee Communications Sue Muckensturm

Manager, Visual Communications Lee Jeske

Publications Typesetter Brenda McCoy

On the move

AGRIPRODUCTS

PATTY LOVEKAMP from telephone operator to relief utility clerk, agriproducts control
RAYMOND VAN SCYOC from shift foreman, extraction to assistant superintendent, extraction, 101 building
CYNTHIA SCHROEDEL from lab supervisor to quality assurance, lab supervisor, Champaign plant
MICHAEL JOHNSON from operating supervisor, Champaign plant, to shift foreman, extraction & process, agriproducts

INDUSTRIAL

JERRY ATKINS from production coordinator & statistical records to transportation equipment coordinator
GREG HAUSMANN from staff chemical engineer to chemical engineer, Lafayette plant
JAMES LAWSON from waste treatment supervisor to plant chemist, Houlton
JOHN REDDEN from transportation equipment specialist to supervisor, transportation equipment

CORPORATE

MARY DALLUGE from legal assistant to buyer, construction/equipment/maintenance, purchasing
CAROL DEBRUN from purchase order typist, purchasing, to senior research steno, corporate research
JEROME GESKE from research chemist to lab head, special analysis, corporate research
PAT HIGGINS from technician to associate food technologist, food products, corporate research
JOHN REYNOLDS from computer operator trainee to computer operator, corporate information systems
HENRY SCOBELL from research chemist to senior research chemist, engineering R&D
JAN SOMERS from secretary/vice president, international to legal assistant, law division
MICHAEL TISH from storeroom assistant to utility technician alternate, corporate research
CHRISTINA YAPPEL from messenger-office to purchase order typist, corporate purchasing
JOHN JORDAN from messenger-plant to storeroom assistant, corporate research

CONSUMER

CHERYL WOLSFELD from inventory reconciliation clerk to general accounting clerk, consumer products

New director elected; four re-named to board

Stockholders elected a new director and re-elected four others to the company's board during the annual meeting.

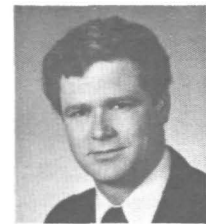
Newly elected to the board is Boyd F. Schenk, chairman, president and chief executive officer of Pet Incorporated, St. Louis. Schenk's election fills a vacancy created by the retirement of Edwin K. Scheiter.

Schenk has served as chairman of the board of Pet Incorporated since 1975, and as president and chief executive officer since 1969.

He has been associated with Pet since 1947 and held several supervisory positions before being named president of the company's frozen foods division in 1963. One year later, Schenk was elected a corporate vice president and became a group vice president in 1965. He was elected to the Pet board of directors in 1967 and was named executive vice president, operations, the following year.

Schenk serves on the board of directors of the Grocery Manufacturers of America; the First National Bank of St. Louis; Laclede Gas Company, St. Louis; and Illinois Power Company, Decatur. He is a trustee of the Food and Drug Law Institute and The Nutrition Foundation as well as a national council member of the Boy Scouts of America.

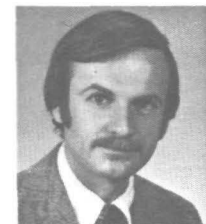
Re-elected to the board for three-year terms are: Gilbert L. Bieger, a vice president of the company; John W. Joanis, chairman of Sentry Insurance; Joseph B. Lanterman, chairman of Amsted Industries, Inc.; and Donald E. Nordlund, chairman of the company.



Michael Johnson



Mary Dalluge



John Redden



Jerry Atkins



Pat Higgins



Henry Scobell



Jerome Geske

Dividend declared; officers elected

Staley directors declared a regular quarterly dividend of 25 cents per share of common stock at the company's annual meeting held in February at Decatur.

The dividend is payable March 13 to shareholders of record Feb. 24.

The usual dividend of 94 cents a share was declared on the company's \$3.75 preference stock. It is payable March 20 to shareholders of record March 6.

The following company officers were elected by the board:

- D. E. Nordlund, chairman & president
- T. V. Fischer, executive vice president
- G. L. Bieger, vice president, finance
- R. W. Brooks, vice president, consumer products group
- N. Kessler, vice president, technical
- R. M. Powers, vice president, agri-products group
- E. R. Stanhope, vice president, international & administration group, and secretary
- W. S. Martin, vice president, industrial marketing & sales
- P. M. St. Clair, vice president, commodity operations
- R. L. Schuerman, vice president
- H. M. Staley, vice president, business & economic analysis
- F. H. Wagner, vice president, consumer products development
- L. B. Miller, treasurer
- R. L. Schwanke, controller
- J. T. Holmes, general counsel & assistant secretary
- C. J. Meyerson, assistant secretary
- W. S. Moberston, assistant treasurer

Couponing backs new Sno-Bol spout

Backing for the new, easy-to-open, directional spout for Sno-Bol liquid toilet bowl cleaner began with 1.3 million coupons for 15-cents-off the product mailed to households in Chicago, Milwaukee and central Illinois in January.

Additional support will be provided in the store with yellow neck labels on all Sno-Bol bottles highlighting the change and drawing customer attention to the new cap.

Sno-Bol's directional spout replaces a child-proof closure developed nearly 18 months ago. Consumers indicated through their letters to Staley that they preferred an easy-to-open cap.

Chain spurs syrup section: Staley syrup its best seller

Capitalizing on consumer demand for natural products, a large southwestern chain of grocery stores in two months pushed Staley's new 100% natural table syrup into a best seller in its 105 stores.

This regional chain moved 2,100 cases of 100% natural out of its stores between late September and November 30. That beats the next best seller by 600 cases in the 46 brands and sizes that make up the "syrup" category. And the competing products were measured over a six-month period.

Says the chain's director of grocery merchandising and purchasing:

Staley syrup is a maple-flavored pancake syrup—the only one with no preservatives or artificial ingredients. The maple flavor is derived from removing most of the water from maple syrup resulting in a highly concentrated maple flavor extract. This completely natural product is Staley's response to its own consumer research on current preferences in syrup, which showed that 80 percent of consumers questioned were concerned about artificial ingredients and preservatives—and wanted a 100% natural syrup.

The new entry into the \$220 million table syrup market in the U. S. is packaged in break-resistant 12, 24 and 36 ounce bottles with a stay-fresh, tamper-proof foil seal for an extra measure of quality retention. A case has 24 twenty-four ounce bottles.

Initial push

The opening program for this new syrup included merchandising features for both retailer and consumer:

- An introductory allowance program;
- A 15 cents-off coupon on the bottle label;
- Heavy promotional support including cents-off coupons in local newspaper ads, consumer sampling and publicity and network television exposure on the high-rated game shows.

The chain added a 15 cents-off coupon in a newspaper ad of its own.

Says the chain's spokesperson:

"The broker's sales force of about 20 men blitzed into our stores, helping to add four facings of 100% natural to the eye-level shelf. This is in an eight-foot section with five shelves and therefore covered a total of 40 lineal feet.

"After two weeks the sales team helped set up displays in every store, with five to 50 cases and at least one 12-inch by 20-inch sign at the front end of a gondola. The price: 89 cents for a 24-ounce bottle.

"Sales started climbing to an average of over three cases a week for each store. Ordinarily most middle-sized stores around the country consider a case a week a good movement for this category of grocery.



Staley Women's Club officers elected for 1978 are seated left to right Arlene Ritter, president; Sue Fonner, vice president; June Frymire, recording secretary; and Ann Carnock, trustee. Standing from left are Norma Miller, treasurer; Barbara Sheay, corresponding secretary; Kathleen Poe and Lorraine Baccadutre, trustees.

"The product was accepted for several reasons: the name Staley, the taste, the packaging and, naturally, the all-natural syrup itself.

"Of course, we're selling at 89 cents a bottle when syrup in our market is priced in the \$.89 - \$1.25 range."

The final assessment on Staley's 100% Natural Syrup isn't quite in yet. The chain planned an all-store commodity analysis of the syrup category, item by item, in

February. But, the winter season, even in this region, will push sales 10 - 20 percent.

So far, competing against brands during a six-month period, 100% natural sold almost 50 percent more than its next competitor in only two to two-and-one-half months. Not only is it number one in volume, but it is also number one on a total dollar income basis.

The chain believes that the all-natural idea is strong enough to make it a new sub-category in the syrup section.

E. K. Scheiter's career reflects Staley history for 60 years

One of the most remarkable careers in Staley history ended when Edwin K. Scheiter, former laborer, accountant, salesman, marketer, president and vice chairman ended his more than six-decade association with the company at the annual meeting during February in Decatur.

Scheiter's career at Staley started when the company had been incorporated only a short time and continued to the present. It was a career which saw him rise from the ranks through all of the positions listed above—a business life reflecting much of the company's history.

Scheiter is a native son, having spent his entire life in Decatur. He was born here in 1902, and was a member of the 1918 graduating class at Decatur High School. He continued his education at Brown's Business College in Decatur and completed courses at LaSalle Extension University.

Even before finishing high school, though, he began his association with the Staley company.

In the summer of 1917, he joined the Staley bull-gang—a group assigned to do any

job necessary. Two years later, on January 15, 1919, he became a full-time employee as a clerk in the auditing department. At that time, Scheiter still was five months away from his 17th birthday, and the company had been incorporated only 13 years.

On his second day with the company, he later recalled, he had definite qualms. Helen Harder, company cashier, handed him a check for one day's pay, which he thought meant his services had been unsatisfactory—that he was dismissed. He said later that his faith was everlastingly established in the company when he learned he was being paid for that first day, not discharged.

Dedication lauded

As young as he was, Scheiter's abilities and desire attracted the attention of A. E. Staley, Sr., the company's founder. In an interview with a leading magazine of that era, Mr. Staley lauded the young man's intelligence and dedication—traits he would exhibit throughout his career.

Mr. Staley promoted Ed Scheiter to the newly created position of starch sales

manager in 1922, placing him in charge of the company's major product line, which previously had been handled personally by Mr. Staley.

The new manager quickly made an impact on the company's marketing efforts. Working closely with Staley scientists and salesmen, he saw that products were formulated to more closely fit the needs of starch customers. He initiated the company's first sales meetings, bringing starch salesmen into Decatur so they could communicate directly with Staley chemists and manufacturing personnel on new products and new prospects.

Such initiative enabled him to quickly establish a reputation as an innovative marketing man. So, it was not surprising that in 1924, he was promoted to general sales manager for both starch and syrups. Asking Scheiter to do an important job at a crucial point was a situation that would be repeated many times over the years.

Staley had started soybean processing two years before, and Scheiter also had responsibility for products from soybeans. He was the first man to assume such broad duties at Staley. But he was up to the challenge, and his actions were instrumental in establishing the company in the soybean business.

In 1925, Scheiter's business acumen and leadership capabilities were again recognized when he was elected a first vice president of the company and to the Staley board of directors.

His contributions to the company were to continue in the 1930s. Even in hard times, a company must plan for the future. That decade saw the opening of the new administration building, the opening of a new paper mill laboratory, the building of a new oil refinery and a new laboratory.

Sweetose standard

As the decade ended, a new product made its appearance—Sweetose corn syrup which was a totally new concept. . . a sweeter corn syrup with wide applications in the food and beverage industry. Under Scheiter's leadership, Sweetose was soon to become the standard for corn sweeteners.

Soon, however, Sweetose trucks were to take on a patriotic motif as the nation and Staley entered the war years. Again, the by-now seasoned Scheiter was called upon to play major roles for the company and twice became acting president when A. E. Staley, Jr., served in governmental capacities during the war and post-war periods, keeping the

company on a sound footing during those times. Such accomplishments were recognized in 1946 when he was named executive vice president.

The 1950s were to be momentous for Scheiter and the company. New technology was introduced. . . the company pioneered the fabric softener market. . . the research center was completed. . . and in 1958, Ed Scheiter was named president, only the third since Mr. Staley had formed the company.

During the 1960s, he was instrumental in positioning the company for much of the growth it has achieved in recent years.

Varied contributions

But his contributions and influence transcend the boundaries of Staley.

He has long been involved in civic and church activities in Decatur. In 1936, he was honored by the Decatur Chamber of Commerce with its civic service medal for his work with the Community Chest, forerunner of the United Way, and for initiating a well-received community lecture series.

For a number of years, he served on the board of directors of the Macon County Chapter of the American Red Cross, as a director and officer of Decatur Memorial Hospital, and as an elder in the First Presbyterian Church.

In 1964, Ed was awarded an honorary doctorate of law by Millikin University, where he had served on the board of trustees many years. He was general chairman of the Millikin University building campaign from 1967 to 1969, which resulted in contributions totaling \$5 million for Kirkland Fine Arts Center and Griswold Physical Education Center.

At the February annual meeting, Chairman Donald E. Nordlund said, "Ed Scheiter is a modern application of the universal man. Successful in business, respected by the community, loved by family and friends, he has set an example of dedication, integrity and loyalty for nearly three generations of Staley people."

Nordlund concluded that Scheiter's 60 years saw the completion of a record and a contribution that "likely never will be equaled again in our company".

Awards dinner April 6

Nearly 350 persons are expected to attend the 31st Annual Service Awards Dinner, April 6 at the Masonic Temple, Decatur.

Robert M. Powers, vice president, Agri-Products, will emcee the program.



A man who saw some of Staley's most important moments, Edwin K. Scheiter is pictured as he looked over his years with the company.





Use of dust mask, pictured, and other respiratory equipment was discussed and tried out by new plant employees during safety orientation.

Orientation program Safety emphasized from day one

Safety becomes a way of life at Staley early in the game—from day one when hired. After being equipped with safety gear—hard hat, safety shoes, safety glasses and copies of the Staley Safety Code and Hazardous Chemical Handbook, plant employees are given a glimpse of the safety program and what it means to the company and themselves.

Tom Ellison, safety director, and John Kaczmariski, supervisor of manufacturing training, are responsible for this orientation that has a considerable influence on the welfare of employees and those working with them.

Let's look at the program to which a new dimension was added early this year.

Beginning with a thorough explanation of regulations contained in the Staley Safety Code, the newly hired hourly employees receive an overview of safety as it applies to the entire plant regardless of their assignments. They learn the proper procedure for riding the man lift or hoist, a conveyance unfamiliar to most who have not previously worked in a corn wet milling plant.

Other highlights of that first two-hour session include a film on dust explosions; strict smoking regulations and policy toward matches and lighters due to the explosive nature of chemicals, solvents and starch and grain dust; and the significance of safety warning tags attached to equipment in the plant.

That's just the beginning though. Given a week or two on the job, these new employees are reassembled for another two-hour program after they have gained some on-the-job experience. This interval between instruction allows them time to digest the first chunk of information and to acquire respect for safe working practices, the safety director said.

Safe methods

Instruction now shifts to safe methods for accomplishing tasks such as lifting, the proper manner of which will cut down on strains. These particular injuries account for roughly 25 percent of those occurring on-the-job, Ellison said.

Familiarization with respiratory equipment takes place in this session when new-hires learn about dust masks; the Scott Air Pak, which contains a 30-minute supply of air; and respirators.

The handling of hazardous chemicals and associated protective equipment—safety goggles, face shields and safety showers—are covered because many of these substances are employed at Staley. Immediate first aid treatment for acids or caustic materials coming in contact with the body is an absolute necessity, Ellison said, pointing out that these substances can blind a person in

only 60 seconds. The best treatment is water and plenty of it, he said, to flush out an eye or wash off an affected area.

Because many buildings have fork lift trucks, their safe use is delved into in part through a slide presentation written by Ellison and Kaczmariski.

Along with safe operating procedures for fork trucks, the safety director stresses the "red flag system", which signals work under way inside a trailer. While therein, a fork lift operator slides a red metal flag out three feet from the end of the trailer in sight of a driver who may be backing his cab up to attach to the trailer. This flag warns the cab driver not to hitch up the trailer because he may accidentally dump the operator and equipment being used inside. Also, presented in this section is the use of wheel chocks for railcars and trailers.

The value of employees beginning their careers with safety carefully implanted is important—so important in fact that the company pays them overtime to attend the program.

Safety orientation is just a portion of the company's total investment in an employee's welfare, but one that should have a lasting impact.

Soldner's the name, basketball's the game

Although they might not have the number of employees of some Staley locations, Ging, Inc. might be able to put on court one of the top basketball teams in the country—if relatives were allowed to play.

Ging is managed by the Soldner family, and Stan Soldner, president, could provide two-fifths of an all-star team in sons Steve and Woody.

Steve is a 6-foot, 7-inch, 235-pound starting center for the Kansas State basketball team, which this year has a 17-10 record as it starts defense of its Big 8 crown and a shot at a return visit to the NCAA regional tourney. Woody, who is 35 pounds lighter and two inches shorter than his older brother, is center for the Farina-LaGrove High School team on which he averaged better than 22 points a game. Farina finished with an 18-7 record, led by Woody who contributed 563 points this season. A starter three seasons, he scored 1,187 points during his varsity career.

Steve, leading scorer for two years in the "Decatur Herald and Review" circulation area of more than 100 prep cage teams, had offers from several universities before selecting Kansas State.

Although he's small for a major college center, he made the switch from forward by beating out three other candidates, each of whom stood nearly 7 feet tall. And, the

Anniversaries

35 Years

BASIL CARTER, 75 building operator

20 Years

JESSE MULLINS, laborer reliefman, Columbus plant

15 Years

PAUL BAUGHMAN, senior mechanic, electric
FRED BOLIEK, drier operator, 118 building
ARLONE RITTER, secretary/vice president, industrial sales and marketing
MARY LEISNER, telex operator, office services, corporate information systems
DALE SEIBER, estimating supervisor, corporate engineering
ISABELLE MCNAMARA, invoice & file clerk, international
JERRY SHAW, shift foreman, dry starch, 34 building

10 Years

CAMERON FERGUSON, chemical engineer, agriproducts
NANCY ANDERSON, lead research steno, corporate research
WAYNE CROW, senior area manager, specialty feeds, agriproducts
PAUL TROXELL, JR., supervisor, shift operations, data processing, corporate information systems
KENNETH GILMORE, rigger leadman, riggers
WILLIAM N. HUNT, mechanic, junior, pipe
JAMES SCHABLE, mechanic junior, tin shop
JOE RUSSELL, dryer operator, 9 building
BILLY WALTERS, 4th floor operator, 111 building
DAVID HAYS, senior analyst, 60 building
GEORGE LOVE, converter unit operator, 20 building
ROGER TATE, apprentice second year, machine shop
PHILLIP MORAN, bagging operator, Houlton plant
CHARLES WOOTEN, shipping clerk, Chattanooga plant
MERLYN GASTON, case packer operator, Chattanooga plant
MARY ADAMS, utility C, Chattanooga plant

5 Years

AARON HOLLOWAY, 108A operator, 99 building
DON PECK, apprentice second year, pipe
RALPH SMITH, floor gang, 20 building
FRANKLIN VAIL, process support 5 & 10 building
KINNEY JACKSON, floor gang, 20 building
MICHAEL STEWART, utility labor, 48 building
DUWAYNE WILLIAMS, apprentice 2nd year, pipe



Steve Soldner



Woody Soldner

State team was the only U. S. college quintet to beat the touring Russian national team during a recent series. At that time, Steve was pitted against the 7-foot, 4-inch center of the USSR team.

Steve's averaging 9.2 points and eight rebounds a game, as he's been counted on to set a freeing pick for Mike Evans, who has surpassed all Big 8 scoring records. But, Steve is expected to have to pick up some of the scoring next year as a senior since Evans will graduate.

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

Address Correction Requested

SANDRA RICHARDSON, keyed data supervisor, distribution, consumer products
DOLORES BEAUCHAMP, accounts payable control clerk, consumer products
TARI PETERSON, utility clerk, control, agriproducts
STEVEN FINCH, production department relief foreman, industrial manufacturing
G. WILLIAM GRIFFEL, JR., feed nutritionist, general, agriproducts
RICHARD STARKE, lead operator, Lemont plant
PAUL DYSON, roving operator A, Morrisville
LARRY BYFORD, feedhouse operator, preparation, Morrisville
THOMAS MCGOLDRICK, reactor operator, syrup, Morrisville
O. G. JONES, second floor fork lift, Cicero plant
W. R. FULK, JR., labor, Champaign plant

Recipes to be "News" feature

Recipes, incorporating "Cream Corn Starch" or "Staley Syrup" will be a monthly feature in the "Staley News". Among these will be the new "Select Oriental Recipes" currently being offered on the box of corn starch. These recipes, by the way, were prepared by William I. Kaufman, world's most published cookbook author.

Chinese cookery, characterized by uncomplicated yet meticulous preparation, often employs rapid cooking. This technique helps retain much of the original taste, color and texture of the ingredients, especially vegetables, while producing the "crisp-tender" contrast in textures.

Corn starch is also a key ingredient. It is credited with giving food a bright appetizing glaze along with an incomparable taste appeal, adding digestibility and attractiveness to soups, fruits, vegetables, poultry, meat and fish. According to Kaufman, Cream Corn Starch gives meat a smooth texture and helps prevent the loss of juices during cooking. If it is used to coat fried foods, the pan and oil must be hot to seal in nutrition and flavor.

As a thickener for sauces of many oriental dishes, corn starch gives them a translucent appearance. To make a light, delicate sauce, the author recommends blending Cream Corn Starch into a small amount of hot liquid until smooth and then adding juices in the pan, stirring constantly to avoid lumpiness. If diluting is required, he says to use a little boiling water.

Beef with Green Pepper and Onion

1 pound beef round steak, sliced in thin
1/4 inch wide slivers
2 teaspoons vegetable oil
1 tablespoon sherry
1 teaspoon Cream Corn Starch
1 tablespoon soy sauce
1/2 teaspoon sugar
5 tablespoons vegetable oil, divided
3/4 teaspoon salt
2 cups onion rings
1 cup julienne-cut green pepper slices
Hot cooked rice

Method of preparation: Combine two teaspoons vegetable oil, sherry, corn starch, soy sauce and sugar in mixing bowl. Stir to blend. Add steak and mix well. Marinate 1/2 hour. Heat 3 tablespoons oil in fry pan. Add onions and salt. Stir and fry for two minutes. Add green peppers. Stir for two minutes longer, or until peppers are softened. Remove onions and peppers from pan. Reserve. Add two tablespoons oil to fry pan. Add beef slivers. Stir and fry for a few minutes until brown. Add onions and peppers to beef in fry pan. Stir beef and vegetables until thoroughly mixed and cook one minute longer. Serve over hot cooked rice.

Bulk Rate
U.S. Postage
PAID
Permit No. 49
Decatur, Illinois