

Corn sweeteners, particularly HFCS, soybean milling operations principal contributors to 2nd quarter's results

The company reported net earnings of \$13,203,000 or 96 cents per share on sales of \$429,463,000 for the second quarter which ended March 31. These totals compared with net earnings of \$5,059,000 or 40 cents a share on sales of \$349,840,000 for the same period last year.

For the six months, net earnings amounted to \$21,882,000 or \$1.60 a share compared to \$10,878,000 or 86 cents a share for the first half of the prior year. Sales for the six months were \$825,727,000 compared to \$674,491,000 a year ago.

Chairman Don Nordlund credited improvement in the company's corn sweetener business as the principal reason for the earnings advance. He said demand for high fructose corn syrups was strengthened significantly by recent approvals of the product by leading soft drink bottlers. The company's sales volume of high fructose corn syrups was well ahead of a year ago, according to Nordlund.

Soybean milling operations also were a

major contributor to results. The chief executive noted that processing margins were good and the company's mills crushed at capacity.

Nordlund said results for the final six months of fiscal 1980 should exceed those for the first half. The outlook for high fructose corn syrups is especially positive, he said, and strong sales of regular corn syrups and dextrose are anticipated.

Staley's corn refining facilities will continue operating at capacity for the remainder of the year, including a new 55 percent high fructose corn syrup expansion at the Lafayette, Indiana, plant, Nordlund said. The 55 percent fructose syrup is widely utilized as a sweetener in soft drinks.

Nordlund indicated that soybean milling will not be a major earnings source in the second half because of seasonal factors. However, he emphasized that more favorable conditions are expected to return with the fall harvest.



The crowd pleaser is Larry Csonka, at right, who is signing autographs during one of many recent meetings for the grocery trade at which he and other sports celebrities teamed up for the grand introduction of "Wagner Thirst Quencher".

"Pro" athletes thump for "Thirst Quencher" with the grocery trade

To learn the value of a product, you ask the "pros" who use it. . . . And that's just who Consumer Products assembled recently for its cast to roll out the new, heavy-duty, industrial-strength "Wagner Thirst Quencher" and its accompanying support program for the trade.

During a five-week blitz from coast to coast in the sunbelt, more than 700 head buyers of grocery chains and wholesale houses were entertained at special dinners, most of which featured Larry Csonka, running back for the Miami Dolphins, as guest speaker. Often, he was joined by another "star" in the sports arena.

Taking turns appearing with Csonka at these meetings were Doug Barfield, football coach at Auburn; Mike Kolen, a leader of the Fellowship of Christian Athletes; Archie Manning, quarterback of the New Orleans Saints; Garo Yepremian, place kicker for the Saints; Roger Staubach, who just retired this spring as quarterback of the Dallas Cowboys, Tom Van Arsdale, basketball great with the Phoenix Suns; Pat Haden, quarterback of the Los Angeles Rams; Danny White, quarterback for the Cowboys; and "Bum" Phillips, coach of the Houston Oilers.

Before being briefed on the promotional efforts backing Thirst Quencher's big venture into the sunbelt, the guests of Staley and the company's brokers had a special treat. During a social hour preceding the dinners, each had an opportunity to have a photograph taken with the "stars", to obtain a personalized autographed picture of each one, and to rub elbows and exchange quips with some of the "greats" in sports.

As subtle as the program itself, the eight-by-ten color photographs, taken by Lee Jeske, manager, visual communications, and Dave Mjolsness, Staley photographer, featured a champagne cooler of Thirst Quencher in the foreground. Framed for the office, this picture will serve as a memento of the occasion.

Never becoming too commercial, the program was crammed full of anecdotes shared about the "pros" and their colleagues. In fact, with an accompanying celebrity, Csonka usually allowed the other guest to precede him so Larry could keep score on the "get-evens", which drew rounds of laughter from the audience.

After spinning yarns nearly a half hour, the product's spokesman, Csonka, would wind

up with a short pitch for Thirst Quencher. Allowing the group to know that he drank more than two and one-half gallons of the beverage during the two days of filming the television commercial, Csonka, said, "I know what I'm talking about. . . . I use Thirst Quencher. . . . I support its claims. . . . It does everything it's supposed to do and more."

Continuing, Csonka said, "Staley is prepared to spend the money to get the consumer to buy Thirst Quencher. We need you to get it on the shelves." Having some fun with the buyers, Larry promises to return in a few months to make sure they get the job done. . . . "And for those of you who are lucky enough to buy the product, we have a special treat—some cheerleaders. But for those who don't jump on the T. Q. bandwagon, we have a burly guy you're all familiar with—a former Bear standout!" On that humorous note, the film containing footage of Csonka in action, rolled to preview for the decision makers the supporting programs for this product.

Tournament treat

In addition to promotional offers featuring a \$1.00 check from Larry and a Thirst Quencher T-shirt "Stolen from Larry Csonka" and the heavy commercial schedules, the trade learned that the second generation, pro strength isotonic from Staley is the official drink this year of the National Racquetball Association. This means that the beverage will be featured for players and spectators alike at every tournament across the country with Staley providing special T. Q. coolers and banners for the occasions.

Regional sales managers drew the responsibility of putting together the trade dinners held in their market areas. Phil Demma handled the details for the southeastern meetings; Rich Dender, in the south central states, Ed Hale, for Texas and New Mexico; and Phil Harper, in Arizona and Southern California.

To select the meeting sites, the regional managers sought suggestions from brokers in each major city. After making a comparison of facilities and menus, they chose a site, planned the meal, and made arrangements for cocktails and hors d'oeuvres.

"The broker had the largest responsibility—getting the trade there," allowed Ed Hale. Each broker issued invitations to the head buyers of grocery chains and wholesale houses and requested replies. Account executives followed up with each person sent an invitation to make sure it was received and then contacted the buyer again just prior to the meeting to remind him or her of the event. "The brokers' thoroughness accounted for a good deal of our meetings' success," Hale said. "Of course, the unusual nature of the gatherings featuring sports celebrities was also a drawing card," he allowed. "You really have to go all out to share an evening with these busy people, who have dinner invitations nearly every night of the week!"

In this warm, friendly atmosphere, Staley's subtle message came through loudly. . . . Wagner Thirst Quencher is here. This pro
(Continued on Page 2)

StaleyNews

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Line expanded with twin pak

The competition won't like what "Gold-n-Soft" has up its "sleeve"—twin eight-ounce containers of the popular margarine.

Gold-n-Soft, which has a large share of the Southern California margarine market in one-pound containers, introduced the new companion package in March. Market area for these two small decorative tubs in a "sleeve" or wrapper is limited at the outset to 13 counties with Los Angeles at its hub. The territory extends down to San Diego, jumps the state line to Las Vegas, Nevada, and goes north to Santa Barbara.

"Gregg Foods needed to expand its retail package line, and the twin package is our first new entry," said Tom Roberts, retail sales manager for brokers in Arizona, California and Nevada. "If the smaller

containers sell well in Southern California, we will take them into other areas.

"This area is very good for the trial run on our new package," Roberts pointed out, "not only because Gold-n-Soft has good acceptance already in the pound tub, but also because there are many customers in this particular location primed for a smaller package. This market, in fact, is heavily influenced by singles, hence the need for smaller packages of margarine and other products." Tom noted that two national brands of margarine, both of which have the one-pound container and twin packs in the Los Angeles area, have found that their "twins" outsell the larger size two and one-half to one.

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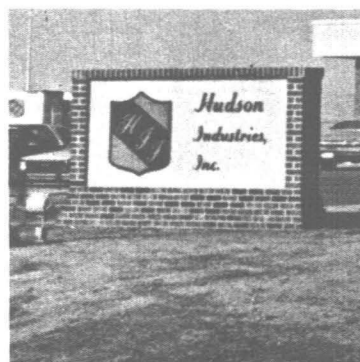


Signs of spring -- Retirees Clyde Henley, left, and Emil Schimanski took advantage of good weather the latter part of April to cultivate and plant their Staley gardens.

In the
News...



Winner/P2



Customer/P3



Acceptor/P4

Franklin, McCord top bowlers

Of the 188 bowlers taking part in the 19th Annual "Russ Dash" Singles Tournament this year, James Ivan Franklin, production supervisor, 101 building, walked off with two of the top awards. He captured the handicap title with his 691 score, and the men's scratch honors with 601. Men's high game was bowled by Horace Kepler, senior mechanic, pipe shop, who turned in a 245.

LaVonne McCord, junior quality control technician, 99 building, won the women's scratch title, shooting a 537. Sue Woodard, refinery/maintenance clerk, 5 & 10 building, turned in the women's high game of 212 and also snatched third place in the women's scratch division with a 502.

Other scratch winners in the men's division were Robert Crose, utility man, 111 building, second place with 589; Gene Nixon, senior mechanic, electric shop, third with 575; Floyd Adcock, retiree, and Jeff Bagley, process support, 99 building, tied with scores of 569 for fourth place.

Second-place scratch honor for the women was earned by Nopie McEvoy, benefits specialist, 62 building, who bowled a 517. She was followed by Woodard in third; Joan Blaylock, secretary, director, corporate engineering, 62 building, with a 501, and Mary Paxton, printing equipment operator, print shop, who landed fifth place with 494.

Any bowlers with a handicap score of 596 or above received some money. Fifty were in this category, of which 37 were men.

Floyd Adcock, who tied for fourth-place scratch honors on the men's side, also drew the second-place handicap with his score of 672. Ivan Finrock, senior mechanic, pipe shop, had the third highest handicap score of 663, followed by John Hawthorne mechanic, round house, with a 657 for fourth and Velda Lindsey, secretary, vice president, international, 62 building, rolling the fifth highest handicap score of 655.

Of the other top scratch winners, Gene Nixon took sixth place in the handicap division with 644; Jeff Bagley ninth with a 638; Robert Crose, 13th with a 629; Nopie McEvoy, 24th with a 613; Sue Woodard, 32nd with a 607; LaVonne McCord, 34th with a 606; and Joan Blaylock, 47th with a 597.

Prizes total \$717

A total of \$717 was paid out in prizes with \$595 going to handicap winners; \$65 to the top five places in the men's scratch division and \$47 to the women's top five scratch winners. Of the 39 women participating, 14 earned prizes.

This was the first year that employees from another location took part in the tournament. Of the 149 men who bowled, four were from the Champaign plant. Those participants were John Duncan, senior



Roy Finney, tournament manager, at left, presents trophies to LaVonne McCord, women's scratch winner, and James Franklin, who captured the handicap title as well as winning the men's top scratch honor.

laborer; Tony Fulfer, meal loader; Jerry Miller, maintenance supervisor; and Jerry Bazzell, truck and car loader.

The tournament was renamed in 1975 for Russell Dash, who retired from Staley as supervisor of order entry, industrial products, on July 1, 1973, after 45 years with the company. Dash had managed the tournament until four years ago and was very active in bowling, serving as secretary to Staley's three bowling leagues a number of years and all three at one time when he put out a standing sheet on each bowler. He was also city association secretary 27 years and president of the Illinois State Bowling Association. Dash was elected to the Illinois State Bowling Hall of Fame as well as the local Hall of Fame.

Since Dash gave up the management of the tournament, this chore has been taken over by Roy Finney, who retired in January of 1979 as lubrications serviceman. An employee of the company 35 years, Roy has been active in bowling since 1945 and has been president of the Staley National Bowling League.

Also assisting with the tournament preparations and follow-through were Dorothy Collins, price applications/service supervisor, industrial products, who handled the entries and fees; Robert Ellegood, senior mechanic, machine shop, 77 building; and Everett Leisner, senior mechanic, instrument and control shop, 77 building.

"Pro" athletes like T.Q.

(Continued from Page 1)

strength product will be supported by a pro strength program to pull it out of your stores. We've come a long way in a year. . . . We've built a better product, designed a hard-hitting game plan and put the "pros" to work for us. And we'd like for you, the grocery trade, to be on our team too."

Man about campus

It doesn't take long to single out the best informed student at Iowa State University at Ames. He's the one who serves on decision-making committees and has had a hand in shaping campus policy.

This individual is none other than Ed Larcom, son of Howard, senior project engineer at Morrisville! Employees at that location will remember Ed as a fellow employee three summers.

Besides being an honor student, Larcom has a list of activities difficult to beat. A senior this year in industrial engineering, he's president of the Engineering Council, the student government for the College of Engineering.

Larcom is the only student and a voting member on the Dean of Engineering's Cabinet, comprising only department heads and Ed. They make the policies for the college. Because the school is in the midst of changing from a trimester to a semester system, Ed gives much input on student needs and assists with curriculum decisions.

Adding to his involvement, Ed's on the President's Advisory Council for the government of the student body. Along with four faculty members, he also serves on the publication board for the "Iowa Engineer", a quarterly student magazine.

Larcom's also put in some time on the University Academic Advising Committee, which sets all advisory policy dealing with rules and regulations of the university.

His influence touches even incoming students—being one of the 22 students serving as "Cyclone (the mascot) Aids", who run an orientation and counseling program for new students. Last year, 4,000 students went through the six-week program.

Knighted for efforts

Filling in his credentials, Larcom's a member of AIIE, the American Institute of Industrial Engineers and the Knights of St. Patrick, an honorary for leadership in the College of Engineering.

For recreation, Larcom plays racquetball and basketball and has refereed many games of football, basketball and softball during his college career. Some have been junior and senior high school games but most were intramural events. In fact, he's participated in intramural sports and served on that particular activity board while decisions were made on building a new campus sports facility.

Besides all of his committee and recreational work, Ed makes time for some professional pursuits as well. Currently, he's working for the Department of Energy and the Building Energy Utilization Lab in Ames, which is doing research on the heating of homes and heat loss. As a research assistant, he's assigned a pilot study on the effects of heat and lack there of on work, a project undertaken for the American Society of Heating and Air Conditioning Engineers. Ed is working on the premise that if productivity goes down far enough, it's no longer economical to further reduce heat.

Larcom also is involved in a special project for the university's physical plant, helping

Line expanded with twin paks

(Continued from Page 1)

"If our product competes well with previously established twin packages and offers consumers greater value, then Gold-n-Soft should draw new customers. That's our strategy," Tom said.

To spread the distribution of this new package in Southern California as rapidly as possible, Gregg Foods ran dealer promotions in March and is repeating them this month.

Introducing the new package to consumers, the company ran a full-page color advertisement with a 25-cent coupon for the twin tubs in the March issue of "Reader's Digest". This message will be repeated in the June issue.

"'Reader's Digest' reaches our customers in a big way," Roberts said. "The magazine is kept an average of four-to-six months and is reread. With repeated readership, the coupons and message have a far greater impact on our audience than a publication read only once.

Adding to its exposure, the product was touted in a half-page newspaper advertisement with a 25-cent coupon on March 13 and will be repeated in June. The ad ran in nine newspapers throughout that 13-county area plus Las Vegas.

With the purchase of twin tubs, a consumer receives a 15-cent coupon on the back of the package "sleeve" to be used on the next purchase of the dual containers.

While the new package is receiving promotional send offs, the one-pound unit has not been ignored in the Southern California market. Roberts said, "We don't want to have loyal customers switching to the 'twins'. We want new support for Gold-n-Soft." Therefore, the one-pound container also has been advertised in a four-color, full-page message, featuring a 12-cent-off coupon on the pound-size container, in the January and March issues of "Reader's Digest". Newspapers in that market also have carried the advertisement and coupon, which will run again in June and August.

"Step-by-step, we are gaining distribution," Tom said. "The first customers for the 'twins' have reordered—and that's encouraging."



"Gold-n-Soft" margarine is now being marketed in new eight-ounce twin tubs in the Southern California market area.

make the campus accessible to handicapped persons with the installation of ramps and elevators wherever needed. Although this is more architectural engineering, Ed finds it a challenge to work outside his own field doing the drawings and making sure the laws are fully observed. In this way, he's getting a wider view of engineering.

Before the school year ends, Ed has a tough decision to make. . . more education or a job. It's a sure bet he'll keep busy in either pursuit.



Staley/Decatur's 19th Annual "Russ Dash" Singles Tournament drew 188 bowlers, the largest number of participants in recent years.

Hudson Industries' reputation built on quality, service

Success doesn't just happen, and Hudson Industries of Troy, Alabama, is a good case in point. A relatively small food manufacturer for many years, this company suddenly experienced phenomenal growth since the mid-seventies.

The right combination of "ingredients" has spelled this success—top-notch employees coupled with good management, quality ingredients paired with good processing equipment and quality control over all.

For several decades, Staley has been a key supplier to this maker of mayonnaise, pourable and semi-solid salad dressings and a wide variety of sauces and condiments packaged under 160 labels. The relationship began with refined oils, purchased from Staley in 55-gallon drums, nearly 30 years ago. That link was broken when refineries sprang up in the South, providing economics for purchasing closer to home.

Tom Eggers knew the company back then, when he was a Staley technical service representative based in Decatur. Later, Eggers became a territory sweetener manager in the southeastern part of the country and re-established Staley as a supplier.

Originally using only dry bagged sugar in its operation, Hudson first introduced corn syrup to its products using Staley's "Sweetose 4300" blended with sugar. Eventually, the company decided to eliminate bagged sugar because of handling and hauling problems.

"We wanted to use a bulk system for control, which led us to "Isosweet 100" high fructose corn syrup. As soon as "5500" became available, we asked Staley for that product because of its higher sweetness level," said Bob Davis, president. Today, Sweetose and Isosweet 5500 are used separately or in combination, depending on the product being made, to obtain the desired sweetness and solids. Because of its greater sweetness, HFCS is used extensively in the pourable dressings, while Sweetose is the sweetener relied on for brine that goes into mayonnaise preparations.

Since Hudson would have to reformulate and buy new equipment, economy was only one factor considered when changing sweeteners.

"Being a relatively small customer, we needed assurance that our supplier would deliver, even in times of industry shortages," Davis said. "Staley gave us that assurance and has stuck by it."

Staley worked with the company on reformulations as the changeover was made to a total corn syrup system. Taking a couple of products at a time, they reworked formulas, making replacements on a solids basis with no flavor problems encountered. "We're very pleased with the flavor characteristics obtained with HFCS," Charlotte Ketchum, quality control supervisor, said.

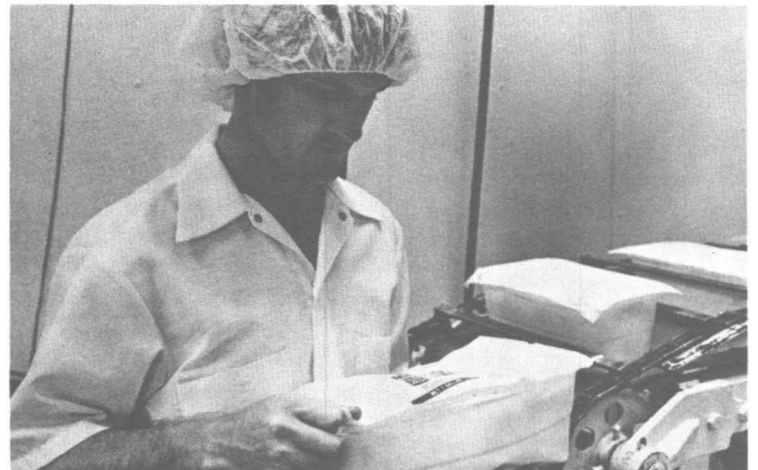
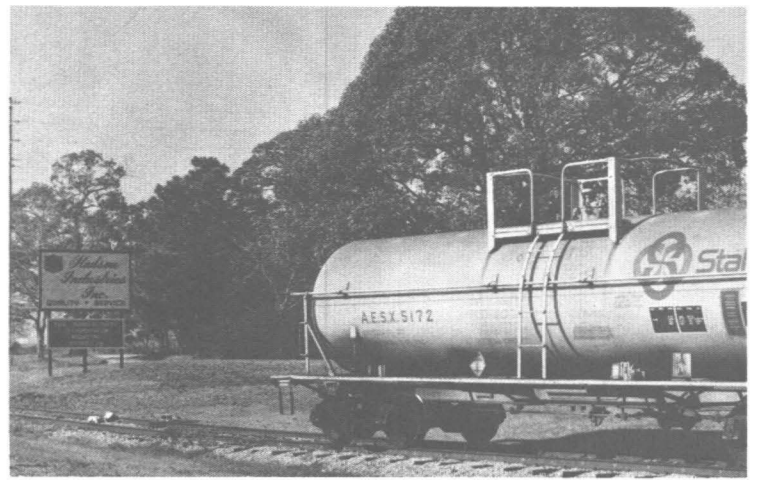
Nothing is left to chance though. To make sure of quality, all ingredients are tested in Hudson's laboratory prior to receiving shipments," said Sam Ellis, production superintendent. "We've no time to dump and remake orders from an economical as well as time standpoint. We get good consistent quality from Staley's sweeteners. Color and solids are right on target," Ellis offered.

Consistency important

Consistency is Hudson's symbol of quality. The company computerizes all of its formulas and has a fully automated system with all ingredients either metered or weighed in.

On delivery Sweetose and Isosweet are pumped from their respective cars into storage tanks located in a heated storage room. From storage, the sweeteners are pumped through heat-traced pipes to the brine make-up room, the pre-mix batch for pourable dressings and on to the cooking room, where starch is introduced to the semi-solid salad dressing system. Neptune meters on the pipes allow only the dialed in quantity of sweeteners to be pumped into each mix.

Sweetening up the mayonnaise brine is Sweetose, which is metered into the tank with vinegar, water and spices. To this mixture, oil and eggs are introduced, blended and emulsified before being piped to a high-speed filler, turning out 80 one-gallon plastic



Pictured from the left, Tom Eggers discusses product formulations with Charlotte Ketchum. "Isosweet 5500" high fructose corn syrup and "Sweetose 4300" arrive at the plant by rail. With its own distribution system, Hudson Industries is very competitive in 34 states east of the Rockies. A Hudson innovation for fast food operations, the Redi-Pan is checked as it comes off the production line.

containers of mayonnaise a minute or more than 1,100 cases an hour.

Both syrups are counted on to do their parts in the semi-solid salad dressings. Starch is picked up as an ingredient and brine omitted from this product. Through separate meters the sweeteners are introduced into a mixing tank with starch slurry, vinegar, water and spices, which are mixed and pumped to a jet cooker. After cooking, the mixture is cooled to prevent separation or breakdown of the components when oil and eggs are added. After blending and emulsifying the semi-solid dressing, it also advances to a high-speed filler.

Again both sweeteners are metered into the pre-mix tanks for pourable dressings along with oil, water, vinegar and spices as indicated for the 20-to-25 varieties. Pourables are marketed in plastic gallon jugs, about 30 of which are filled a minute.

Other packaging units include four-gallon tubs, four-gallon cartons lined with poly bags and 2,000-pound containers and tank-truck quantities that would equal 4,500 gallons of products to be packaged elsewhere in small, individual portions.

Hudson's unique packaging idea, the Redi-Pan, is a hot item for fast food operations. A chain using that gallon-sized container for mayonnaise and dressings says it can save 16 hours of clean-up time a week by replacing metal pans, requiring a daily scrubbing.

Another measure, which insures delivery of a quality product, is Hudson's use of sonic-sealed containers. If a jar lid pops off, a metal inner seal, welded to the plastic jug by high frequency sound, provides added protection and insures sealed-in freshness. Hudson is the only mayonnaise manufacturer using this seal on volume production.

Ellis, who has been with the company over 12 years, can remember when they were making only 7,000-to-8,000 pounds of product an hour on the continuous systems, (mayonnaise and semi-solid salad dressings) which are now turning out 40,000 pounds and 25,000 pounds an hour respectively. On the pourable or batch system, 14,000 pounds can be packed per hour.

Production begins at 7:30 a.m. with truckload quantities manufactured at a time. Hudson runs between 9,000 and 10,000 cases a day and ships that many. Last year, the firm had 46 turnovers of inventory.

Keeping a close eye on quality, three technicians pull random samples off the production line and run them through a portable lab on the production floor to check immediately on viscosity, acidity, solids and weight. By testing on the spot, they better serve the mixers and line supervisors.

As products are manufactured, they are

loaded into one end of a warehouse rack and as orders are filled, taken out the other end for shipping. About 23 truck loads can be warehoused at one time. Good efficiency is created by loading as rapidly as product is produced. Working hours are, therefore, staggered with the shipping personnel beginning at 9 a.m. so they don't have to wait on production.

Identity changes

Founded in Brundidge, Alabama, more than 30 years ago as Southeastern Foods Corp., the company became Brundidge Foods in 1959 and then Hudson Industries Inc., in 1978.

From 1975, when William R. Hudson purchased the controlling interest in the business for which he'd worked 21 years, the company grew rapidly, soon requiring new quarters. Not wanting to lose any of its employees (now numbering 125), yet desiring a new and larger location nearer an airport, the company built a new facility in Troy, a community 20 miles away from Brundidge. When the new building was occupied in June of 1978, the company became known as Hudson Industries, taking the name of its owner.

Mr. Hudson's knowledge and enthusiasm infected the business. His ability to make decisions quickly based upon current market needs spelled fast growth, Davis recalled. "We have not added many new products, just changed focus. Energies have been concentrated on the foodservice market, discontinuing all of the small retail packaging interests," he explained.

However, early this year, the company acquired Lexington Specialty Foods of Lexington, North Carolina. The name of

that salad dressing manufacturer has been changed to Hudson of Lexington, Inc.

Mr. Hudson lived to see the company prosper under his leadership. Taking over the reins after his death in February of 1979 were his widow, Sue, now chairman of the board, and Bob Davis, who moved to president from the position of vice president of production.

Although tucked away in the southeast, Hudson Industries is very competitive in 34 states east of the Rockies. With its own sales force, working through brokers in certain areas, the company sells to chains and distributors and serves three out of four of the largest fast food chains in the country.

With its own distribution system, including a fleet of 45 trailers and 22 tractors, the company backhauls for area industries as well as delivers its own products—which keeps prices competitive with manufacturers much closer to some of Hudson's customers. But because of its trucking subsidiary, Hudson has more flexibility in delivery times and service than competitors.

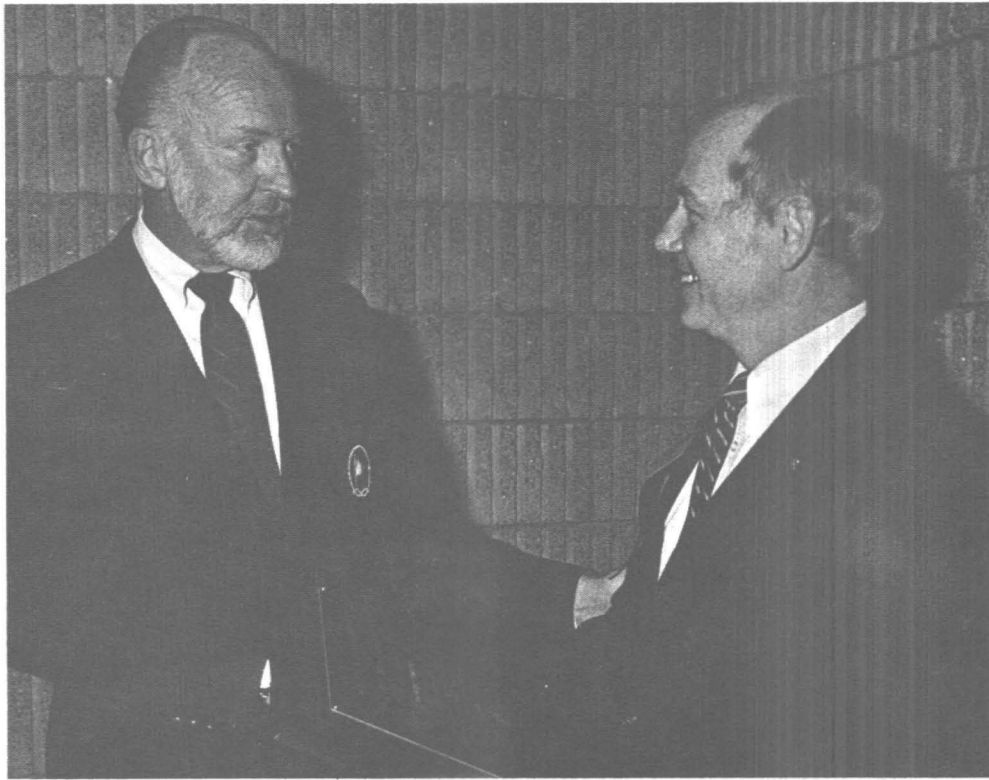
"Service has helped build our reputation. Within 72 hours or less after an order is received, it is outward bound, regardless of whether it's a 200-case or a truckload order," said Andy Chance, production manager.

This type of service, backed up by a quality-oriented staff, has worked out very well. . . . Hudson has experienced 17-to-20 percent growth each year since 1976.

Staley salutes this innovative company and is proud to be counted as a good supplier.



Looking for goodies — Youngsters of Staley/Morrisville employees took part in an Easter egg hunt sponsored by the Staley Employees Activities Association. Heading up party plans were Glenn Johnson, maintenance mechanic A, president of SEAA, and Bill Brewer, personnel assistant. The bunny was better known as Barbara Bernard, order processing clerk.



G. A. T. Moore, at left, receives a plaque with gold medallion commemorating Staley's 50 years as a sustaining member of TAPPI from Bill Kroeschell, the association's president.

Staley honored for 50-year membership

The Technical Association of the Pulp and Paper Industry (TAPPI) recently honored the Staley Company for its 50 years as a sustaining member of their organization.

Staley was the first company in the corn wet milling industry to join TAPPI. Prior to 1930, the year in which the company became a member, the association was comprised of only paper mills.

Accepting a plaque given in recognition of this long association was G.A.T. Moore, manager, industrial starch sales. The presentation was made on February 26 in Atlanta, Georgia, at the TAPPI annual meeting.

Wishing to share this honor with customers, Staley recently ran an advertisement in trade magazines of the paper industry in which the company stated "we are keenly aware of the Association's (TAPPI) many invaluable contributions to the paper industry during the past half century, a period of expansion and productivity unequaled in the history of the industry. We also wish to recognize the contributions made by TAPPI and the paper industry to the growth of the Staley Company. The relationship has been mutually beneficial allowing us to progress in parallel with the industry which we intend to continue serving for many more years to come."

Employees on the move . . .



David Brandyberry



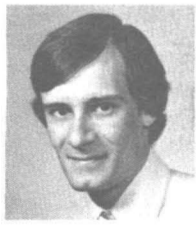
David Wilson



George Crutchfield



Gregory Clark



Durand Yordy



Song Bok



Jerry Gallagher



Ward Woodard

CORPORATE

ARTHUR ADLER, JR., from research technician, food and agriproducts, research and development, to senior lab technician, food and agriproducts, corporate research and development

A. DAVID BRANDYBERRY, from senior industrial engineer, engineering services, corporate engineering, to estimating supervisor, engineering services, corporate engineering

JAMES HOLBROOK, from associate food technologist, food and agriproducts, research and development, to food technologist I, food and agriproducts, corporate research and development

WILLIAM JORDAN, from utility technician, alternate, corporate research and development, to assistant building supervisor/storekeeper, corporate research and development

DAVID WILSON, from junior computer programmer, corporate information systems,

to computer programmer, corporate information systems

DURAND YORDY, from research technician, advanced research and development, to senior lab technician, advanced research and development

SONG BOK, from research microbiologist, advanced research and development, to senior research microbiologist, advanced research and development

AGRIPRODUCTS

GEORGE CRUTCHFIELD, from senior buyer, major process equipment, purchasing, to eastern district manager, refined oil sales

INDUSTRIAL

GREGORY CLARK, from quality assurance sweetener technician, syrup refinery and dextrose, industrial manufacturing, to technical supervisor, sweeteners, syrup refinery and dextrose, industrial manufacturing

JERRY GALLAGHER, from quality assurance chemist, syrup refinery and dextrose, industrial manufacturing, to quality assurance sweetener supervisor, syrup and dextrose, industrial manufacturing

ROBERT JANSEN, from quality assurance sweetener supervisor, syrup refinery and dextrose, industrial manufacturing, to process engineer, technical, industrial manufacturing

WARD WOODARD, from rate analyst, administration, industrial, to senior rate analyst, administration, industrial

Staley News

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

Manager, Employee Communications Sue Muckensturm

Manager, Visual Communications Lee Jeske

Photographer Dave Mjolsness

Typographer Brenda McCoy Smith

Joining the leisure life . . .

Effective December 31, 1979

ROGER READ, merco operator, 6 building
ERNEST FLEENER, pack & load leadman, 20 building

Effective January 31, 1980

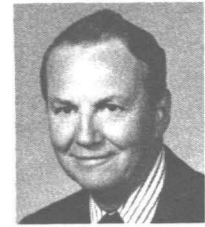
NORRIS FORD, converter A operator, 16 building
CHARLES WILBER, senior mechanic, sheetmetal shop

Effective February 29, 1980

WENDELL BAUMAN, senior mechanic, I & C shop
MARY JONES, senior payables clerk, financial

Effective March 31, 1980

GEORGE BAUGHMAN, reel tender, 20 building
WALTER HUGHES, senior mechanic, sheetmetal shop
CLARENCE RADER, senior mechanic, millwright shop
ARTHUR CONWAY, Boston warehouse foreman, industrial
HARLAND HARROUN, regional sales manager, consumer products, St. Louis



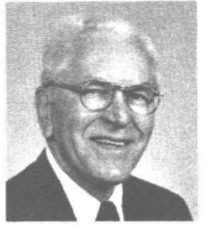
Roger Read



Ernest Fleener



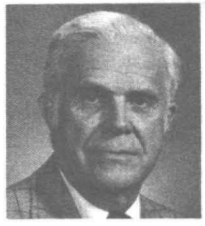
Walter Hughes



Clarence Rader



Arthur Conway



Harland Harroun

36 celebrate anniversaries . . .

40 Years

JUANITA KOPETZ, sewing room operator, 20 building

35 Years

SYLVESTER GRAVES, operator, 6 building
MELVIN LOSIER, mechanic leadman, garage

30 Years

THOMAS NOLAN, assistant manager, soy-flour-grits, protein, agriproducts

20 Years

RICHARD DEAN, tax specialist, corporate control

15 Years

JOHN REDDEN, supervisor, transportation equipment, industrial administration
SALLY KATZENMAIER, secretary, corporate international, administration
PAUL BRADFORD, senior mechanic, elevator C&D, 101 building
GARY DUEZ, senior mechanic, elevator C&D, 101 building
ROBERT STALLINGS, first-year apprentice, I&C
JERRY KLINE, operator, 44 building
ORA LAMB, shift repairman, 1 building
PHILIP LAWRENCE, extruder operator, 20 building
FILIBERTO DELRIO, filler operator, Cicero
ROBERT MERROW, air compressor operator, 2 building
DANNY GAMBLE, mechanic, millwright
FRED GREEN, converter A operator, 16 building
RONALD HODGES, bulk-packaging operator, 47 building
THOMAS JORDAN, cleaner, 101 building

10 Years

JERRY GALLAGHER, quality assurance sweetener supervisor, industrial manufacturing
GILBERT BIEGER, executive vice president, finance



Juanita Kopetz



Sylvester Graves



Thomas Nolan

SUE ATTEBERRY, corn feeds sales coordinator, industrial manufacturing
WILLIAM BAKER, materials scheduling clerk, Morrisville
DENTON LARIMORE, utility trucker, 99 building
DONALD WRIGHT, 99 building operator
JOHN COOK, first-year apprentice, I&C
DANIEL AGUILAR, utility service leadman, laboratory, Cicero

5 Years

RICHARD POTTER, accounting clerk, commodity operations, Des Moines
WILLIAM BOSSERMAN, rail equipment supervisor, transportation, agriproducts
BARBARA BAUM, refinery/process clerk, syrup refinery and dextrose, industrial manufacturing
SHERRIE OTTA, purchasing technician, purchasing
RANDY DAMERY, process operator, 12 building
JAMES ROARICK, ion exchange operator, 5 building
ROGER WORKMAN, process operator, 12 building
JOSEPH MURRAY, production worker B, Chemurgic, Los Angeles
DONALD NORVILLE, foreman, Gunther Products, Galesburg



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

Address Correction Requested

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