

## THIRD QUARTER STALEY BUSINESS BENEFITED BY SEPTEMBER ORDERS

Earns Net Profit of \$264,518.34 During  
Three Month Period

The Staley ship of state which usually sails into a calm during the third quarter covering the months of July, August and September, encountered a gust of orders during September which enabled the company to report a Net Profit of \$264,518.34 to the New York Stock Exchange, Mr. A. E. Staley said in a recent interview.

As the "Net Profit" is the figure arrived at before dividends are subtracted but after taxes and bond in-

terest have been paid, the figure will be something less than this, Mr. Staley pointed out, as he indicated that our earnings for the quarter, while small considering the magnitude of our business, were satisfactory in view of the quarter in which they occurred.

### Industry Taken Unawares By "Boom"

In discussing the unusual conditions which were met in the third quarter, Mr. Staley said that history had taken an about face and the unpredictable had happened. During the early days of the World War, no increase in orders, or prices were experienced. When the present war situation developed, history failed to repeat as the public recalled the gasless Sundays and meatless Mondays at the close of the war.

These recollections caused the American public to lose confidence in the American distributing system and a run on stores was begun which extended to the wholesalers and then to the manufacturers, as the public began to stock its pantries.

Our Company, Mr. Staley said, noticed the change in the Package division first. Bulk was slower to notice the difference but it came.

### Raise In Ocean Rates Benefits Bulk

When increased hazards faced ocean going vessels, the cost of shipping went up. This resulted in an increase in the price of tapioca which made it necessary for importers to ask prices above those for which corn starch was selling. This brought the corn industry a number of customers that they had not been able to sell for some time.

### Manufacturing Costs Go Up — Selling Prices Decline

A number of our costs went up, Mr. Staley said as he pointed out an interesting paradox. Corn rose from 39½c on August 31, to 42c on September 1, to 55½c by September 8, and sold as high as 58c before declining to 43c on September 30. Burlap bags and other manufacturing supplies had corresponding rises.

The increase in our orders reduced the cost of producing each unit manufactured and the selling prices of our products first advanced with the price of corn and then declined to a level as much as 10c per hundred pounds lower than they were on Aug. 31. These drops reflect the competitive nature of our industry and demonstrate how prices are quickly adjusted by the manufacturers to meet sales competition.

### Borrowed Business Borrowed Profits

The business that began in September resulted in more overtime, more jobs and better pay checks but it has all the indications of being borrowed business, borrowed profits, and perhaps borrowed wages, Mr. Staley pointed out.

The present buying wave is expected to extend into

(Continued on Page 20, Col. 3)

## THE POCKETBOOK of KNOWLEDGE BY TOPPS



THE COST OF MAINTAINING FEDERAL, STATE AND LOCAL GOVERNMENTS IN THE U.S. FOR THE FISCAL YEAR ENDING JUNE 30 IS ESTIMATED AT \$19,000,000,000 OR \$145 FOR EVERY MAN, WOMAN AND CHILD IN THE COUNTRY.



THIS COUNTRY, WITH ONLY 6 PER CENT OF THE WORLD'S POPULATION —



—CARRIES ON 50 PER CENT OF ITS BUSINESS ACTIVITY.



IN THE MIDDLE AGES CELERY WAS BATEN AS A CURE FOR GOUT— (IN THOSE TIMES PEOPLE ATE THE LEAVES INSTEAD OF THE STALK.)



ALL THE ROUTES TRAVELLED BY GEORGE WASHINGTON IN AN ENTIRE LIFETIME WERE RECENTLY COVERED BY AN AIRPLANE IN A SINGLE DAY.

50 YEARS AGO, ALUMINUM WAS SO RARE AND COSTLY JEWELERS DISPLAYED IT IN THE STORE WINDOWS—TODAY IT CAN BE MADE FOR 1¢ AN OUNCE!



## FELLOWSHIP CLUB NOTES

By Dan Dayton, Secy.

The regular meeting of the Board of Governors of the Staley Fellowship Club was held October 19, 1939, at 9 a. m., at which time the following business was transacted.

Mr. Reynolds read a letter from the Equitable Life Assurance Society in regard to the actuarial study which was recently completed. He also read a part of the letter to the Society written at the time of the completion of the study. And it was—

*Resolved:* That the communications concerning the actuarial study be approved and placed on file.

After a lengthy discussion of the tardy reporting of illnesses and whether the employee should report his own illness to the Time Office or his foreman should report it, it was—

*Resolved:* That the Board rescind the resolution pertaining to the reporting of illness by plant employees in the minutes of September 21.

It was then—

*Resolved:* That all members of the Club report illness as follows: Decatur plant and office employees report, within 48 hours, to the Time Office or the department head.

It was then suggested that the skit in the Staley News be changed to conform with the new resolution so that all members of the Club will be reminded to report their illness.

Discussion of the sick claim of a member and the tardy report of the illness of a member was discussed with the result that it was—

*Resolved:* That this claim be allowed.

The monthly financial statement was discussed, approved and placed on file.

The question of protection which a dues-paying member receives from the Club while on leave of absence from the company was brought up. Mr. Reynolds stated that—

Before a member goes on leave of absence he signs a waiver of sick benefits and hospitalization, but his life insurance continues in effect.

The question of the use of money allocated for bowling which remained unspent was brought up and it was explained that the \$60 surplus which had been created by the entry of sixteen rather than 20 teams in the Staley Bowling league would be used for basketball purposes.

Mr. Sims reported that about 30 persons were present at the first meeting of the new Dramatic Club October 12 and that a successful season is anticipated for the new venture.

The matter of the Old Timer's party was discussed and it was suggested that the party be called off until such a time as the plant is not on a 6 day grind so that a date when everybody can attend can be set.

The names of 14 persons who had applied for membership in the club were submitted and twelve were accepted. The remaining two were rejected because of ill health until such time as a doctor shows that they are in good health.

It was

*Resolved:* That the proposal of Dr. Wallace be rejected.

A signed petition was presented for indoor baseball and it was.

*Resolved:* That the petition be referred to the Athletic Committee for action.

The meeting adjourned at 11 a. m.



We have had thirty-six lost time accidents in our plant this year. Thirty-six lessons on how jobs should NOT be done. We have learned, among other things, that loose boards should not be left laying on the floor. Two sprained ankles convinced us of that. Three mashed fingers have made us believe that it is bad practice to leave one hand resting on the inside edge of a box car door while closing it. We have had one opportunity to find out that goggles should be worn by men handling caustic and one brave soul even conducted an experiment which proved that a ten pound casting would fracture a bone if dropped from a height of three feet on a toe not protected by safety shoes. A study of the accident reports also reveals that if a man lifts too heavy a load his back will be strained and we can make out quite a case against the practice of running down stairs.

You may object that the lessons we learned were not very spectacular and that for the amount of money those accidents cost we should have been able to buy something a bit fancier. It may be that you'll even think that we already knew all of the lessons outlined above. But that's the way accidents are in our plant. People seldom get hurt in new and novel ways. They almost always pick out the old and tested ways. Perhaps it's evidence that people don't really like new things after all. Or it may be that they are skeptical. They know that other folks get hurt when they leave their goggles in the locker but they don't really think that they will. They have to try it. In any case they still go on being injured by the same old time tried methods.

★ ★ ★

No rush of work is great enough to justify doing it in a way that may cause injury to you or to the fellows around you. If you take enough time to be sure the job is safe you'll also have enough time to be sure the job gets done.





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MANUFACTURING COMPANY  
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W. G. Reynolds, Manager of Personnel  
J. M. Richey, Editor

**ARE YOU ONE IN 200?**

If some one asked you what per cent of the income received by business you thought business paid out to employees for services and to the self employed for goods, what would you guess?

And if someone asked you how much more, or less, you thought business paid out than it took in—what would you say?

No, the second question isn't as silly as it sounds. But some of the answers are.

As a matter of fact, not one person in 200 knows the correct answer to these two questions. Are you one of 200. Many well informed business men, congressmen, senators, and college professors are not—strange as it may seem.

In the matter of the first question, recent surveys have shown that the man on the street sets the per cent of income received that is paid to workers and self employed at between 2 and 5 per cent.

Students of economics and professors go a bit higher. Their estimates are at the 10 per cent level. Occasionally there are those who estimate that business pays as high as 20 per cent of its income for goods and services.

According to Department of Commerce figures, 81 per cent of the national income produced by business now goes to workers and the self employed. Management gets about 2 per cent.

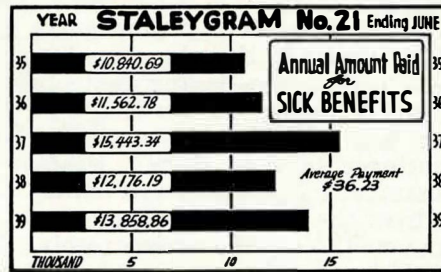
If you didn't do so well on that one, perhaps that 2 per cent will give you a cue to question 2. The correct answer to question 2 is found in Labor Information bulletin for September 1939, published by the United States Department of Labor, Bureau of Labor Statistics, Washington, D. C.

"Normally, the income produced in any one year varies but slightly from the amounts paid out in the course of the year in the form of wages, salaries, dividends, inter-

est, rents, etc.

"In years of relatively high business activity, companies usually retain a part of their earnings for future needs and the income paid out is slightly smaller than the income produced. When business activity is at low ebb, companies tend to pay out in wages, salaries, interest, etc., more than they produce during that year. For example, in 1936 and in 1937, which were relatively good business years, the national income produced exceeded by more than 1 billion dollars the income paid out. Last year, the reverse was true and the amounts paid out were about 1 billion dollars more than the total income produced."

How well did you score on those two questions? If you are one out of 200, you knew it all the time.



**STALEY CHEST DONATION  
EXPECTED TO EXCEED  
1938 AMOUNT**

The total Community Chest donation subscribed by Staley employees will exceed the amount subscribed during 1938 according to a prediction by Mr. Galloway, which he based upon early returns at the Staley Chest office.

During 1938, Staley people subscribed \$16,874.10 to the chest fund. In 1937, the amount was almost \$1,000 above this figure. Early returns in this year's drive to assist the chest in obtaining the highest total it has ever needed point to a figure which will approach the 1937 mark.

A larger percentage of employees are making a pledge, fewer are reducing the amount pledged in previous years while a great many have increased their gifts to the cause which has proven its worthiness beyond comparison to any similar one ever undertaken in Decatur.

A few straggling cards are still outstanding and should be turned in at once so that the totals for the Staley group can be completed and turned over to the Decatur Chest office.



The October 1-15 pay period, which covered only 12 days, required \$89,166.73 for the hourly plant payroll. Present estimates point to a \$100,000 payroll for the plant for the period between October 15th and November 1st.

\* \* \*

The coal required for processing during the period would supply every family in Decatur with enough coal to last for 2¾ weeks of hard winter weather.

\* \* \*

*If all the statisticians were buried end to end—there would be too many statisticians still.*

\* \* \*

The daily power requirements at Staley's during October would take care of the household needs of a community of 100,000 people.

\* \* \*

The raw water used, if purified, would supply a community of 100,000 people. One day's water, if shipped by rail, would take a train of tank cars over 3½ miles long.

\* \* \*

The harvest from over 2,900 acres of farm land is needed for each day of operation.





## BOWLING

### STALEY MINOR LEAGUE

#### Leading Team

Starchers

Since Sept. 25

#### Team High Game

Starchers—903

Since Oct. 23

#### Team High Series

Pencil Pushers—2522

Since Oct. 16

#### Individual High Game

E. Cunningham—234

Since Sept. 11

#### Individual High Series

I. Cox—635

Since Oct. 9

### SENIOR LEAGUE

#### Leading Team — Tie

Starch Shipping Laboratory

Since Oct. 25

#### Team High Game

Millwrights—980

Since Sept. 20

#### Team High Series

Research—2812

Since Sept. 20

#### Individual High Game

A. Trieweler—258

Since Oct. 18

#### Individual High Series

A. Trieweler—672

Since Oct. 4

### ENTHUSIASTIC TURN-OUT FOR FIRST MEETING OF DRAMATIC CLUB

A group of highly enthusiastic Staley people met in the administration building Oct. 12 and organized the Dramatic club, which will operate under the kindly auspices of the Staley Fellowship club. Staley employees and members of their families are eligible to membership and when the club starts producing plays and musical shows Staley employees and their families will be admitted free.

#### Officers Appointed

Tom Moran, accounting, who has been a moving spirit in the organization of this club, was named chairman. Jean Goldman, laboratory, was elected secretary, Henry Sims, millwright, treasurer and Ruth Cade, editor, publicity director.

A most important personage in such a group is the play director. The Staley group is fortunate in having a number of persons who have had considerable successful experience in that work. Frank Grossman, millwright, was named to direct the first play. The members voted to ask the person receiving the second highest number of votes to direct the second play to be produced and Jean Goldman was that person.

#### Talent Round-up Under Way

Ted Shondel, millwright, was named to take charge of rounding up and organizing variety talent among employees and their families. When this big task is completed an ambitious musical show probably will be staged. Since no dramatic club seems quite complete without an orchestra, Andy White, pipe fitter, was elected to organize such a group. He has had considerable experience, and since there is a great deal of talent among Staley people, the Dramatic club promises to be musical.

A committee of three was elected to read plays and select some which seem suitable to produce. On that committee are Marion Trow, personnel, Ruth Pownall, traffic, and Gerry Horton, extra board.

The club will meet the first Tuesday night in each month, but the meeting place has not been decided. Urged to join are all Staley people who are at all interested, even though they are sure they belong to that vast group which has little dramatic talent.

### THIRD QUARTER—(Cont'd.)

1940 due to the increased purchasing power of the American public through increased employment but we are sure to see the truth of the old adage demonstrated that, "War brings no real profit to anyone."

The public has not bought for consumption, but to calm a fear. A definite improvement in business cannot be maintained until consumption is increased,—permanently. Thus, the business and profits which we have enjoyed in this quarter may be borrowed from 1940.

### STALEY'S WIN ALL-STAR GAME SPONSORED BY FELLOWSHIP CLUB ATHLETIC COMMITTEE

The athletic committee of the Staley Fellowship Club, through the special efforts of Chas. Fitch, Ed. Smith, John Anderson and Bill Brumaster, sponsored an all-star baseball game October 15.

The game was played at Fan's Field with the teams assuming the names of Staley's vs. Mt. Olive.

The Staley team garnered a 4-3 victory over the visitors with a combination composed of Hilberling, Artze, and Kelly from Staley's. Wilson, Adams, and Bocek of the III league, Unser, Rex, and Rand of the Carolina League, Thompson of Cincinnati, Beck and Scherein of Philadelphia, and Harry Miller of Gately's.

Harry Miller, according to the Staley boys, was largely responsible for the success that was enjoyed in bringing the all-star cast from Mt. Olive as well as for securing the advertising.

Following the game, a banquet was given the teams at the Staley Club house. Special guests during the evening were Gene Wiley of the III league, and the governors of the Fellowship Club.



#### WANTED:

Model A pick-up truck. Have a 1931 Ford 4 door sedan, in good condition, that I will swap for it, or will buy it if I can't swap for it. E. W. Timmerman, phone Co. 839 ring 3.

#### FOR SALE:

Antiques. Cherry chest of drawers. Won blue ribbon at Illinois State Fair. Also walnut dresser and walnut drop-leaf dining room table. K. Hinton, 338 W. Packard.

Do you have any antiques you want refinished? Expert refinishing done by K. Hinton, 338 W. Packard.

Extra good 5 room house. Full lot. Terrace Gardens Addition. Call 2-2964.

There is the Staley Bowler's honor roll and there the names will stay until some bowler, or team posts a better mark.