

# STALEY NEWS

Vol. 6—Page 1

November 1, 1943

## Salesman's Bed of Roses —and Thorns

You'd think that present conditions would be heaven for a salesman—any salesman. All he has to do is tell the customer how much (or little) he can order and then sit back and wait for the order to roll in. The catch is that Mr. Customer has war nerves and when he hears that he can have only so much and no more he often takes the roof out. And, since the salesman is handy, he gets an earful.

What the salesman does next is important because he *may* be writing the ticket on his company's chances of doing business with Mr. Customer's company when the war is over.

It was with that in mind that Mr. Staley wrote to all of our salesmen recently and we thought you'd be interested in his letter. It has some thoughts that all of us would do well to remember because, when it comes to making and delivering a good product, we're salesmen too.

### "TO OUR SALESMEN:

"As you all know, we are today in a seller's market. Our decisions are final and the buyer is forced to accept them. He cannot readily shift to another source of supply.

"Under these conditions it is easy for us to gradually acquire an independent or a somewhat arrogant attitude towards our customers. The habit can be acquired gradually without its being perceptible to ourselves. The buyer cannot make us toe the mark the way he did in peacetime.

"A buyer may not express resentment under present conditions, but we may rest assured that he will make careful notes of how he is treated and his actions in the postwar period will be governed accordingly. The fellow who has assumed a 'take it or leave it' attitude will be on the outside looking in.

"Under these conditions it is difficult for us in Decatur to tell whether an outstanding selling job is being done or not, but when the war is over it will be very apparent which men did a real selling job and which men  
(Continued on Page 2)

## October Ninth Was A Matchless Day

Just two months ago we reported to you with pride that our match check at all gates on all shifts on Friday, August 20th, had revealed only one man who had matches in his pockets as he came through the gate. That was the best we had done to date.

After that we went back to finding two or three or four forgettors every week until Saturday, October 9th. On that day every man and woman who came through the gates searched his (or her) pockets for matches and found NONE.

Which is perfect.

We don't expect, naturally, that we'll stay perfect in an imperfect world but we do expect that "Matchless Days" will become more and more frequent. That's one shortage that we can really stand—and good too.

## We Now Sell Gluten Feed and Bean Meal In Monthly Helpings

### Allotment Plan Adopted For 1943 Crop Year

When we entered the Soybean Meal market in the fall of 1942 to sell meal from the 1942 crop we sold, in two hectic days, all of the meal we could produce in the next seven months. We got in touch with every one of our customers but some of them didn't order because the price had been frozen, the bean crop was a large one and it looked to them as though they'd be able to buy meal whenever they wanted it. But they reckoned without the size to which the demand would grow and when they changed their minds a few days or weeks later they found it was no go for seven months. They were in a mighty tough spot.

### We Had To Have A Plan

That started us thinking. Some of the folks who had been frozen out  
(Continued on Page 4)

## U. S. Becomes Net Exporter of Fats and Oils in 1943

### We Have Been Importers Since 1924

In 1924 this country produced  $7\frac{3}{4}$  billion pounds of fats and oils, used about  $7\frac{1}{2}$  billion pounds and exported the balance. From then until 1935 our consumption increased every year (except a slight slump during the three depression years) until in 1935 it stood at  $8\frac{1}{2}$  billion pounds. Production, meanwhile, remained about the same until 1933 and then slid to  $6\frac{1}{4}$  billion pounds in 1935. The deficit of  $2\frac{1}{4}$  billion pounds in that year was made up, of course, by imports of coconut, perilla, olive, menhaden, palm, oiticica, rape, tung, linseed and castor oils. Note that, with the exception of linseed oil, most of which came from South America, about 98% of these oils came from lands which today are Jap or Axis controlled.

### Our Use and Production Have Increased

As the depression slid out of the picture, domestic consumption of fats and oils increased every year (with the exception of the "recession year" of 1937) and domestic production increased every year (including 1937) until consumption stood at the all time high of 10.9 billion pounds and production at the all time high of 9.5 billion pounds in 1941.

### War Increased the Need and Decreased the Supply

Then came the war and our imports from Jap and Axis held territories fell to the merest trickle while Russia and our other Lend-Lease customers were making terrific demands upon us to supply their lack of fats and oils.

Russia has been in an especially bad position. She was an oil importer before the war and, even so, her per capita consumption was lower than is desirable in the interests of good health. So when Germany seized the vast bread (and oil) basket

(Continued on Page 4)



## Cum Laude

There was cause for celebration around here last month because we had our first "graduating class" from the Mechanical Training Course. Seventeen men from the mechanical and process departments have gone through the two year classroom "grind" from Blueprint Reading to Shop Practices, and such was our pride in their work and perseverance that we had a real party for them to show our appreciation.

On October 27, their foremen and instructors, production supervisors and executives met at the St. Nick for dinner and ceremony to give them the glad-hand. Mr. Staley spoke briefly, emphasizing the company's pleasure in seeing this first fulfillment of the training plan which was so carefully worked out and begun two years ago. Roy Rollins acted as master of ceremonies and Andy Neureuther, Mechanical Superintendent, presented Certificates of Completion to each man. Mr. Neureuther restated the main aim of the course which is to develop in each student, whether from mechanical or process departments, a back-log of mechanical knowledge which can be of specific value to the man and the company under any circumstances.

### The Roll of Honor

The fellows who have done the good work, and thus were special guests at dinner were: ELVIN BAHLOW, PAUL BAUM, EARL BOOSE, RUSSELL BRIDGEWATER, CLYDE CRAWLEY, RALPH HENDERSON, JOHN JONES, CHARLES LAVERY, FRED LESLEY, WILLIAM NICKEL, JR., GLENN SCOTT, ALBERT SMITH, JOHN NICKEY, GEORGE RANEY, CLYDE SMITH, JACK SWARTHOUT, ESTOL THOMPSON and PHILLIP ACKLES.

### MORE ABOUT SALESMAN'S JOB

(Continued from Page 1)

permitted themselves to become lax in their selling efforts.

"It is more important than ever for us to continue to do the same kind of a selling job that we did before the war. We must carefully cultivate the good will of every buyer. There will be times when we will be exasperated at the seeming unreasonableness of one of our customers or an apparent lack of appreciation for what we may be doing for him during the war. Under those conditions it is vital that we explain the situation carefully and do just

as hard and thorough a selling job as we would have done four years ago.

"Let's always keep in mind that the buyer will again be the boss and that our actions now will determine our volume of business in the post-war period. Let's keep on our toes and not permit a seller's market to lull us into a false sense of security.

"This reminder may not be necessary in your own case, but don't dismiss it lightly. Stop and think—have there been any occasions when your attitude has been a little more brusque and impatient than it would have been four years ago? If so, you have a job of reselling yourself to that man.

"Your salesmanship today will pay tremendous dividends for you tomorrow.

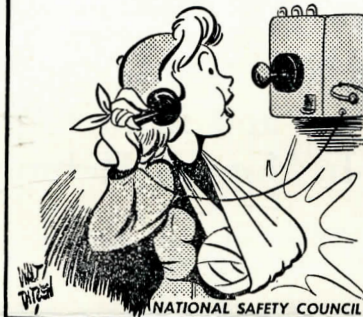
Sincerely,

A. E. Staley, Jr.

AESjr.m"

### LIBERTY BELLES

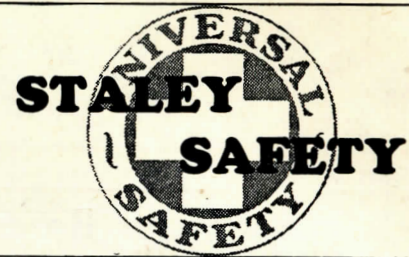
"I'LL HAFTA BREAK  
OUR DATE, CHARLIE—  
I'M ALL TIED UP  
HERE AT THE PLANT!"



## End of the Pay Dirt Trail

We received a couple of suggestions that were worth War Bonds and we paid off but the Clean Up Suggestions have, by now, slowed to less than a trickle so the deal is off so far as a regular award every month is concerned.

Its worth saying, however, that we are still in the market for good suggestions of any kind and if you are bitten by an idea get it on paper and send it to Art Watkins or Harry Walmsley. If we can use it and it saves or makes money, we'll still be able to find one or more War Bonds for the thinker-upper.



### By MYLO ROBERTS Director of Safety

Many people seem to think that it's a bit odd to continue to talk about Safety at a time when the whole world is at war. Human life seems to have lost its value in many places and now that American boys are risking their lives in these places, these people think, "Why should we worry about a few accidents?"

We wouldn't—if they were just a "few". But they aren't, 93,000 people were killed in accidents in this country in 1942. More were injured than we have in all of our armed forces. President Roosevelt, in July 1943, said "Since Pearl Harbor accidents in our factories, on streets and highways, on our farms, and in our homes have killed and injured *many more* Americans than we thus far have lost in war operations".

It is interesting to note (perhaps surprising to some) that the Army and the Navy are among the most enthusiastic promoters of Safety. At the recent National Safety Congress in Chicago, these agencies played a large part in the program. They had exhibits, gave demonstrations, and a large percentage of the speakers at the various meetings were men in uniform.

Why are they so interested? For just one reason—the best trained army in the world made up of the most physically fit men can not win if they don't get enough supplies and equipment. This takes workers, and the loss of production due to the loss of workers because of accidents in 1942 was enormous. There were 380,000,000 man-days of lost time due to accidents, an average of 8 days per worker. This amounts to the same thing as having every war plant in the country shut down for a week.

That is why they are campaigning so strongly for every worker in America, and that includes all of us here at Staley's, to become more interested in his own safety and that of his fellow workers. The Army builds its equipment as safe as possible and requires its men to wear safety equipment.



Published Monthly  
By The Personnel Department  
For The Employees of  
**THE A. E. STALEY**  
**MANUFACTURING COMPANY**  
DECATUR, ILLINOIS  
Manager of Personnel  
ROY ROLLINS

## There's No Magic In Insurance

When you start out to buy insurance, particularly automobile or health and accident insurance, be sure that you actually *buy* it rather than merely allowing it to be *sold* to you. Shop around some. Don't take the first "low cost" policy that is offered to you and always keep these things in mind.

- (1) The integrity and financial soundness of the company is the prime consideration. Consider the company's age, its history and whether or not it is doing business in the eastern states where strict insurance laws have been in effect a long time. Ask your agent particularly if his company does business in New York or Massachusetts.
- (2) Remember that there is no magic in insurance and that although premium rates will vary a little bit from company to company rates must, after all, be determined from claim totals. If the figuring is done accurately, the only chance for savings is in the company's economy and managerial ability and those things will not cause a big difference in rates.
- (3) Look out for trick policies. Good companies write their policies as simply as possible and if you find one that has a great many "whereas's" and "special conditions" that are difficult to understand (although the agent glibly says, "Don't worry about that.") shy away from it. Every policy wording is expertly put together by insurance men and lawyers who know what they are saying and they haven't put a lot of extra words in just to fill up the page. Every word in that policy means something and you don't want your name on the dotted line until you know what.

Insurance is merely a means of spreading a known risk over a large

number of people so that each one of those people bears a small portion of the cost and so that none of them bears, individually, the whole risk. The guy that buys a policy pays the freight, however, and your job is to make as sure as possible that when you pay the freight you'll get the goods.

## Personnel Dope

By  
**MARION TROW**  
*Supervisor of Placement*

The telephone is ringing a little less often and less frantically these days, and we can sometimes sit for an hour at a time at our desk without doing breathlessly the old juggling stunt with jobs and people. Not that we are secure in having *all* the help we need, nor that replacements are always easy; but we can at least sit back and realize that, though you have had to wait longer than usual in these strenuous times for much needed assistance and many of you have been working harder than ever therefore, we are still carrying a full force and departments do have their quotas. Which may be only a temporary comfort, but still a real one.

Up in the Traffic Department, where Jed Ellis is leaving in November for the army, Martha Huffman is learning Jed's job as Rate Clerk, Ruth Casey is working on Martha's, Margaret McEvoy has moved to Ruth's, Charles Bradley, newly hired, is Billing Clerk, Gloria Glover replaced Betty Hill as stenographer, and Lucile Kite came from Messenger as Junior Clerk. All of which is quite

an adjustment for one department and has been a long time in the making.

Margie Lou Warnick moved from Messenger to the Manufacturing Department as a stenographer in the engineers' field office, Marjorie Houk became a Bond Clerk in Financial, Janie Ernst a clerk in Personnel, and Anita Bartolomucci went to a newly created clerk's job in the Time Office, which is the first time real feminine influence has been felt there. Norma Wright was also transferred from Messenger to Stenographic.

When Doris Morford left on October 15, Gene Smith came down from Manufacturing Department to the Statistical as Statistical Clerk; and Jane Brumley is filling the gap for us in the Cashier's office made when Edna Thompson (who had been with us over 10 years) left us as Salary Clerk.

Additionally, we've brought with us on Messenger, Ann Richards, Helen Armstrong, Margaret Williams, Dorothy Gulso, Mary Martin, Maud Benz, Helen Slesicki, and Eunice Lohman. And still the roll grows.



Man's reversible corduroy all-weather knee length overcoat. Size 40. Contact Leck Ruthrauff (home phone 2-3317, Office Ext. 229).

The Fellowship Club has a Singer Sewing Machine for sale. The machine will go to the highest bidder. Interested parties can see this machine at the Clock House. Look it over and then let Leck Ruthrauff know how much you will pay for it. Bids will be closed.



*That we now have 50,464 tons of coal on the ground for winter use, and have tried to replenish our stock through the summer but figure that's about as much as we'll be able to accumulate. Last fall at this time we had 57,250 ton, and, they tell us, our consumption in winter months with a heavy grind averages about 27,000 tons per month.*

That recent tests have indicated our idea that poultry gained weight faster if exposed to light a longer time than normal every day because they had an opportunity to eat more is in error; that they will gain weight most rapidly if exposed to light only about nine hours per day.



## MORE ABOUT FEED

(Continued from Page 1)

were long time good customers of ours and, even if they weren't, we felt that they had paid a pretty stiff penalty for a week's indecision.

So, in May of this year, with the feed situation getting tougher by the minute, we decided that we'd have to work out an allocation plan that would be fair to every customer, large or small. This was especially desirable because our projected increase in soyflour production was going to cut into our meal production and there just wasn't going to be enough meal to go around no matter what happened. Also, Commodity Credit had notified us that it was reserving the right to take 20% of our production at any time. If we had no allocation plan, that might freeze some customers clear out.

So we sat down to the difficult job of figuring out how to do the job fairly. After making analyses of our feed and meal business in recent years we decided to set up customer quotas on the basis of the amounts of soybean meal we had shipped them in 1942 and the amounts of gluten meal we had shipped them in 1941-42. Those periods were chosen because (1) they were typical—that is, sales had followed a normal pattern during them and (2) they were recent and should do a fair job of reflecting future needs.

After we had determined yearly quotas we chopped them up into monthly quotas for greater flexibility and in the interests of the customer and when we entered the meal market in October to sell the 1943 crop we offered, to our 1942 customers only, 90% of their monthly quota with the right to cancel if they chose to do so. (No one did).

### Quotas Are Down Due to Flour and Trading

For November we are going to be able to offer only 70% of the monthly quota because our flour production is going up and we had to hold back some meal to trade for corn in order to keep our corn plant going until the new crop came in. By now, it looks as though we won't have to trade all of our corn-trading meal and, if we don't, we'll be able to increase our December allotment. And we've learned another thing. If we ever have to go back to trading meal for corn (we probably will) we'll trade next month's meal instead of the current month's so that our quotas won't have to be readjusted later.

## Mountain Ranchers Get Their Year's Supply Now

There's just one exception to the plan outlined above and that is made for the benefit of ranchers in the mountain country who need their whole year's supply of meal (mostly pellets) during the winter and who need it delivered while the weather permits. We let them have all of it during October, November, December and January because they won't be interested in meal next June when the range is green again.

### And Everyone (Well, Almost Everyone) Likes It

We're happy to tell you that our monthly allotment plan, which was a new idea in the industry, has gone over so well that we've had hundreds of phone calls and letters from our customers commending us on it. Even Commodity Credit wrote us to say that it was an "equitable plan which should do much toward allaying hysteria regarding meal supplies so far as your customers are concerned".

We've heard a few cries of pain from folks who want (and really need) more feed than we can give them but we've treated friend and near-friend alike and no one has been able to deny the essential fairness of our plan.

We're best pleased, though, with the knowledge that it has worked out well for our smallest customers. We feel that the small dealer has just as much right to stay in business as his big competitor and we don't agree with those who would shut him off because he is too much trouble. We started out as a small business ourselves.

### Feed Is Saved By Informed Planning

Our plan makes a contribution to feed conservation as well as fairness. If a feeder goes to his dealer and says "John, I'd like to raise about a fourth more hogs and chickens next year if I can get the feed for them. What do you think?" and John is an optimist and says, "Oh, I'd take a chance on it, Jim. I think we can get it." and then can't supply the feed—and the pigs and chickens have to be killed before they're ready for the market because there is no feed—the feed they did eat is wasted and so are they.

But if the dealer is a Staley customer and knows he is going to have a definite allotment coming every month he can say yes or no with some assurance that he isn't kidding anyone. That means no feed wasted

through poor planning.

We think that we're getting right good at this rationing business and we know that upon the quality of the job we do depends not only our aid to the war food effort but also preservation of a maximum amount of good will for the postwar period. Both are mighty necessary.

## MORE ABOUT OIL

(Continued from Page 1)

of the Ukraine, Russia's need became extreme and even with the giant shipments she is receiving from us today, her need is not being filled.

### So We Increased Our Production and Rationed Our Consumption

During 1942 the situation grew so tight that this country had to ration fats and oils in order to cut consumption and had to vastly increase its production of oil-bearing seeds (principally soybeans, peanuts and flaxseed) and its capacity to refine those oils. That's why we at Staley's speeded up our bean plant and expanded our oil refinery.

And we have gone a long way toward supplying answers. In 1943, for the first time in nineteen years, the U. S. is a net exporter of fats and oils. This year's production of lard, butter, oleo, tallow, corn oil, cottonseed oil, peanut oil, soybean oil, olive oil, sunflower oil, linseed oil, castor oil and cod liver oil will reach a total of nearly 11 billion pounds and domestic consumption is expected to be no higher than 10 billion pounds.

### And the Need Still Increases

In 1944 we expect to produce even more and use even less at home because the need elsewhere in the world, except in the Jap held territories, will be further in excess of the supply than it is now. After the war the situation will be even more critical than in 1944 for two or three years because the people of Europe and Russia are now subsisting on less than a healthful amount of fats and oils and it will be some time before their production and imports begin to catch up with their needs.

### That's Why the Government Says Our Plant is "Essential"

This is one of the ways (besides actual fighting and the production of weapons) that America is helping to win the war and the peace. We at Staley's can be as proud of our contribution to the solution of this problem as can the Midwest farmer who has done such a swell job of producing more corn and more soybeans, both prime sources of fats and oils.





# War-Time Eating

Published in the Interest of the National Nutrition Program

## PATRIOTIC TO HOARD POTATOES

There is a huge potato crop this year and housewives are asked to "store a bushel or two in their basements or other home storage rooms." The production of potatoes is expected to be over 50,000,000 bushels more than can be stored in commercial storage space. Consequently, everyone who has a suitable storage place is urged to store potatoes in order to insure an adequate supply for civilians and military forces next spring, until the 1944 crop comes in.

## CANS AND CANNOTS OF HOME CANNING

Point problems have popped up in the home canning picture. If you can foods and want to give them away as gifts, OPA says you may do so *without collecting ration points if you give away no more than 50 quarts of food during any calendar year for each person in your family.* This includes home canned foods contributed to the local school lunch program. *Blue points, at the rate of 8 points per quart, must be collected for all home canned foods in excess of this amount.*

If you can to sell, you may sell all you want but you must collect 8 blue points for each quart of home canned food sold. These must be turned in to your Local War Prices and Rationing Board, but you do not have to make a written report.

## SCHOOL LUNCHES

All children should have a good, nourishing lunch if they are to keep in good health. If they can get it at home, so much the better, but, with so many mothers working outside the home, it isn't always possible for their children to eat properly, unless a hot lunch is prepared at the school.

The Government recognizes the importance of supplying school children with an adequate lunch and has provided funds for helping communities who wish to start a school lunch program. If you are interested in setting up such a program in your community, send for a copy of a leaflet called "Hunger Quits School." This may be obtained by writing to Food Distribution Administration, U. S. D. A., Washington, D. C.

## A LOT FOR A LITTLE

If you are tired before the morning is out, try a dish of oatmeal and milk for breakfast. It is rich in minerals, in vital vitamin B1, proteins and calories. Many women are putting oatmeal to cracker crumb uses, browning it under the broiler to be sprinkled on salads and desserts in place of nuts, stirring it into meat loaves. If the test of a good cook is imagination, then varied use of oatmeal is sure to be one of the proofs of good cooking.

## THE CLEAN PLATE CAMPAIGN

Have you heard of the Clean Plate Campaign? It has

been started to end wastefulness of food, but it should be carried on with intelligence. If there is more on your plate than you need, it is of doubtful benefit to eat it all—it may result in overweight, indigestion or illness that defeats its purpose. "Forcing" children to eat more than they want too often does more harm than good.

To avoid any bad effects, serve smaller amounts with seconds if desired. Buy the amount needed so that it will be unnecessary to serve food just to save it. Any leftovers should be carefully put away to avoid drying or otherwise spoiling, thus making them unappetizing or unusable.

## SWEET POTATOES

Sweet potatoes are one of the plentiful foods and supply more food value for the money spent than any other vegetable. They are an especially good source of vitamin A which is frequently lacking in our food. Vitamin A has many health protective values. Adequate amounts of this vitamin help keep the mucous membrane in a healthy condition and help to maintain resistance to infections. It is also important for good eyesight. An average sized sweet potato should provide nearly all the vitamin A needs for the day.

Sweet potatoes are not only good sources of vitamin A, but also of vitamins C and B1, as well as iron. Besides these food materials, they supply energy.

## STORING CANNED FOOD

Now that your canning is practically finished for this season, have you stored your canned foods so that they will keep to the best advantage? They will hold their color better, retain more of the vitamin value, and keep from spoiling more easily if they are kept away from the light and in cool place. A cool basement room that is dry and dark is ideal; or a cupboard with doors, on the cool side of the kitchen. Be sure that the storage space does not get cold enough to freeze. Jars should be labelled so that you can tell easily what they contain.

## FOOD RATION CALENDAR

**BROWN STAMPS** in Ration Book 3—good for Meats, Fats, and Cheese:

C good September 26 through October 30  
D good October 3 through October 30  
E good October 10 through October 30  
F good October 17 through October 30

**BLUE STAMPS** for Canned, Dried and Frozen Foods:

U, V, W, good from September 1 through October 20.

**SUGAR:**

Stamp No. 14 in Book 1 good for 5 pounds through October 31.

Stamps No. 15 and 16 good for 5 pounds each for canning through October 31.

C O R N I N D U S T R I E S R E S E A R C H F O U N D A T I O N

Gertrude S. Smith — Director of Nutrition



# Menus and Recipes

## Suggested Menus and Recipes Using Low Point or Non-Rationed Foods

### SWEET POTATO PIE

2½ tablespoons flour	¼ teaspoon allspice
½ teaspoon salt	1 cup mashed sweet potatoes
2/3 cup sugar	2 eggs
½ teaspoon cinnamon	1¾ cups scalded milk
⅛ teaspoon cloves	

Cook sweet potatoes in their jackets until tender. Peel and mash until smooth. Blend the sugar, flour and spices together and add to the sweet potatoes. Combine the slightly beaten eggs and the scalded milk with the sweet potato mixture. Pour into unbaked pie shell. Bake in a hot oven—450 degrees—for 15 minutes, then reduce the temperature to 300 degrees and continue baking for 45 minutes or until the filling is set.

### BREAKFAST

Prunes  
Oatmeal and Milk  
Poached Eggs  
Wholewheat Toast and Butter  
Milk Coffee

### LUNCH

French Toast  
Syrup  
Apple Sauce  
Milk

### DINNER

Shoulder Roast of Pork  
Buttered Carrots  
Cabbage, Tomato and Green  
Pepper Salad  
Bread and Butter  
Sweet Potato Pie\*  
Milk Tea

### BREAKFAST

Baked Apple  
Prepared Cereal and  
Milk  
Scrambled Eggs  
Buttered Toast  
Milk Coffee

### LUNCH

Navy Bean Soup  
Cottage Cheese, Green Pepper  
and Chive Sandwich on  
Dark Bread  
Cantaloupe  
Milk

### DINNER

Hamburger Patties  
Scalloped Potatoes  
Spanish Eggplant\*  
Green Salad  
Bread and Butter  
Peach Tapioca Pudding  
Milk Tea

### SPANISH EGGPLANT

1 large eggplant  
2 slices bacon, cut fine  
½ cup onion, sliced thin  
1½ cups tomatoes

½ teaspoon salt  
Dash of red pepper  
1½ cups fine bread crumbs  
½ cup grated cheese

Pare eggplant and cut into small pieces. Cook in boiling, salted water until tender. Drain and mash. Place bacon in skillet, simmer until it starts to brown, then add onion and cook gently 15 minutes. Add tomato and seasonings. Continue cooking 15 minutes. Combine eggplant, tomato mixture, 1 cup crumbs and ½ the cheese. Place in a greased casserole and sprinkle with remaining crumbs and cheese. Bake in moderate oven—350 degrees—30 minutes. Serves 6.

### POTTED VEAL SHOULDER AND DUMPLINGS

Cut 2 pounds veal shoulder into 1-inch cubes, and simmer with 1 sliced onion in 1 quart of water 1 hour. Add 6 carrots, sliced, 2 cups diced potatoes and seasonings. Cook 15 minutes. Thicken liquid with flour for gravy, and drop dumpling mixture by teaspoonfuls on meat. Cover closely and steam 12 minutes. Serves 6.

### DUMPLINGS

2 cups flour	¼ teaspoon salt
2½ teaspoons baking powder	¾ cup milk

Sift dry ingredients together. Add milk and stir until blended. Drop by small rounding teaspoonfuls into hot stew or soup. Cover tightly and steam 12-15 minutes without removing lid. Serve hot.

### BREAKFAST

Cantaloupe  
Cooked Cereal  
Soft Cooked Eggs  
Buttered Toast  
Milk Coffee

### LUNCH

Macaroni and Cheese  
Sliced Tomatoes  
Bread and Butter  
Home Canned Berries  
Milk

### DINNER

Potted Veal Shoulder\*  
Buttered Beets  
Lettuce Salad  
Bread and Butter  
Gingerbread and Apple Sauce  
Milk Tea

NOTE: These menus do not necessarily have to be served the same week.  
Recipes are given for the starred\* dishes.