

## STALEY'S MAKE BIG NEWS IN SYRUP INDUSTRY

### Introduce Syrup Cans with Pouring Spouts Attached

### New Wrap-Around Labels on Larger Cans

Corn syrup has been a major food commodity since 1860 and because of its economy, has been the widest used of table syrups. The very acceptance that has always been accorded corn syrup has probably been responsible for little effort, or expense, being spent towards the improvement of that product.

From time to time, however, there have been minor improvements in marketing and packaging methods. But man power, chiefly, has been relied upon to get syrup sales volume. And nothing was done to change the feeling that the customer had that there was no essential difference in corn syrups. Experts knew differently but the average customer was no expert.

Then came the perfection of Sweetose by our own laboratories. Even persons who were not syrup experts were then able to tell the difference by any test they cared to devise. With this development came plans for introducing Staley syrup flavors with Sweetose as the base.

In order to determine the best method of getting the superiority of Sweetose across to the trade, the Staley company is now planning to put on special sales campaigns in selected territories. Each territory using a different sales method. The results obtained in the territories will be carefully analyzed to determine the most economical plan for general use in the future.

#### Other Developments Increase Public Acceptance

But our progress in the manufacture of syrup during the past year, even though it has been the most outstanding in the industry, is not relied upon alone to bring increased business to our company.

#### New Pouring Spout

Beginning September 29, every can of syrup that leaves the Staley yards has a pouring spout attached. The patent is owned by the Staley company and Staley cans are the first and only cans in America with this convenient method of dispensing contents attached at the factory.

Doubters said it couldn't be done. They said you couldn't stack a can if it had a spout and anyway—if you could—the spout would break off before they reached the customer. But—Staley's did it. Now no

corn syrup user need have trouble getting the lid off of a syrup can that gets stickier and stickier with each pouring. Now the housewife can measure a cupful, or a teaspoonful with ease. Now, for the first time, every Staley can is a syrup pitcher and it costs our customers nothing extra for this convenience.

#### Bails Attached to Pails

Another improvement has been introduced in our pails. The five and ten pound bucket sizes of syrup are now being marketed with the bails attached. Formerly, the bails were placed in the carton and the user got a bail, if the grocer clerk was not too busy to attach it.

#### Wrap Around Labels

While bails, and Sweetose, and pouring spouts are examples of how a progressive company gives the customer more for his money at the same old price, wrap around labels which are going onto the large cans containing the Sweetose flavors serve yet another purpose. They are going onto the cans so that recipes can be printed on the label.

In addition to helping the consumer find more uses for corn syrup, these labels give our cans a display value not achieved by any other can. These cans, with their bright new labels give the merchant an item that he can profitably display and that will give his store color and charm in harmony with modern display practice.

The past year of progress has been one of the most rapid in Staley history. The confidence in the Staley name which has been steadfastly maintained by rigid standards in the past, is now given new meaning as our products move out of the yards packed with new surprises for the customer who has always thought that there was nothing new under the sun.

It is unfortunate that America at large cannot receive the benefit of all of this progress in the space of a few short weeks. But marketing methods, like laboratory research, require time and patience in order to develop the most economical method of distribution. A few of these improvements are to be enjoyed the country over at once. Other improvements must wait until the most economical methods of merchandising have been established.



### FELLOWSHIP CLUB SCHEDULES FIVE DANCES

Staley dancers will greet the opening of the 1939-40 dance season with enthusiasm October 28, when Frank Hodalski returns to Decatur to open the winter schedule.

Hodalski has long been a favorite with Staley people and his band has already been scheduled for two appearances this winter, according to yesterday's announcement by John Anderson, Business Manager for the Fellowship Club.

Five dances have already been scheduled, and orchestras engaged, according to this announcement, which indicated that there was a possibility that one or two more dances would be scheduled for the spring season.

The dance dates, dance floor and orchestra arranged are as follows:

Oct. 28, Orlando, Frank Hodalski, Springfield.

November 22, Illini, Charlie Cartwright, Peoria.

Dec. 31, Illini, Joe Martin, Shelbyville.

Jan. 27, Orlando, Frank Hodalski, Springfield.

Feb. 24, Orlando, Vernon Peak, West Frankfort.

In order for members to know the regulations which govern attendance at Staley Dances, the following rules have been drawn up by the social committee.

1. Single members are allowed one guest of the opposite sex.
2. Dependent children of married members will be admitted providing they are accompanied by parents.
3. Non-dependent children will be asked the regular admission price.
4. Membership cards are not transferable. Doorman will pick up any cards misused.
5. Members must present membership cards for admittance, otherwise must be identified by a mutual acquaintance.
6. Guest tickets must be purchased from the committeeman in charge at door.
7. Please help us by observing the above rules.

★ ★ PLANT EMPLOYEES ★ ★

*Report SICKNESS to the TIME OFFICE within 48 hours after first date of illness in order to QUALIFY FOR FELLOWSHIP CLUB SICK BENEFIT PAYMENTS under the BY-LAWS OF THE CLUB.*

Dan Dayton, Secretary.

### DECATUR COMMUNITY CHEST NAMES GALLOWAY TO HEAD STALEY CAMPAIGN

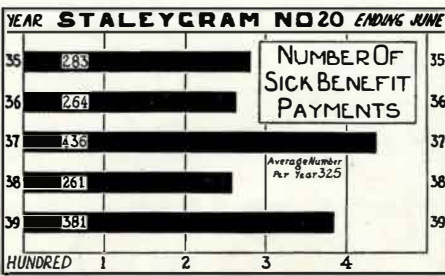
The annual drive for Decatur Community Chest funds, to be held October 22, to 31, inclusive, finds J. H. Galloway once again at the helm of the Staley organization.

The success which has met his efforts in the past is a tribute to his organization genius and the large hearts of the Staley group. These two factors have distinguished the Staley unit as the largest group donors in the city.

This year, the task which faces Decatur, and the Staley group is larger than ever. Close estimates find that \$113,226.08 will be required for Chest activities during the next twelve months. Last year \$106,000 was needed and \$92,102 pledged.

In the Staley plant, details have been worked out for the foremen to secure the pledges. In the offices, the usual departmental procedure is to be followed. The Staley campaign is scheduled to begin approximately one week in advance of the city campaign in order that the immense amount of clerical work required can be completed before the close of the city campaign, according to Mr. Galloway.

In looking to Staley people to keep their company at the top, Galloway is relying upon each individual to search his conscience deeply and pledge according to his ability, he indicated, as cards were issued to the foremen with instructions not to exert pressure upon employees.



*For Your Own*

**SAFETY**

Roy Rollins, Director of Safety

With a number of new men working in our plant we need to concentrate especially on Safety Rule Number One. That rule says, "DO NOT CARRY MATCHES OR LIGHTERS OR DEFECTIVE FLASHLIGHTS INTO THE PLANT. DO NOT SMOKE EXCEPT WHERE SMOKING IS PERMITTED". Those of us who have worked here a long time know the importance of that rule. It wouldn't even have needed to be written down for us. We know the reason for it. But new men, men who have never been in our plant before, don't know. So it is part of our job to get the message across to them and to help them develop the automatic habit of getting rid of matches before entering the plant just as the rest of us do.

Just a word about cigarette lighters. Occasionally someone wonders why they should be included in the ban. The reason is that almost all of them have a steel wheel which rubs across a flint to produce a spark and it is perfectly possible to produce that spark by dropping the lighter so that the trigger strikes something and throws a shower of fire. Maybe yours is different. If it is—keep it outside the plant anyhow. That's the extra margin of safety that keeps us out of trouble.

Staley people bought more safety shoes last month than they have ever before bought in a month's time. Staley people bought more safety shoes in the first two weeks of this month than they have ever before bought in two week's time. The reason? Well, everyone is gradually realizing that those improvements in the toe cap that we have been telling you about are really improvements. The result? Our safety record for this year is not marred by a single lost time accident caused by a toe injury.



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**THE A. E. STALEY  
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**RECENT ACTIVITIES AT STA-  
LEYS OVERTAX TELEPHONE  
SERVICE**

Why, oh why, doesn't someone invent a telephone wire that more than one party can use at one time. Every year thousands of useless inventions are recorded at the patent office but thus far not one is for a telephone wire that will let a dozen or two hundred people use it at the same time.

Maybe it is just one of those things that can't be done. At any rate, it isn't being done today, and thereby lies the tale of trouble that has beset the Staley Company during the past few weeks in spite of the fact that not one line but twenty enter the fine up-to-date switch board in the Administration Office.

But what are twenty lines when dozens of calls out of the Grain Office have to be made within say, five minutes, while fifty or seventy five calls are being placed over the wires by elevator managers who are asking Staley's best price on beans or corn so that their sale to the company can be completed.

**All Lines Busy At Once**

Meanwhile, the Sales Department is obliged to coordinate the activities of men in the field to pace their work with operations at home and keep them informed of latest price developments and quantities of stock on hand.

And meanwhile, salesmen are calling the home office for a final checkup on the price of an order which they hope to land.

And meanwhile, also, during the period between 1:00 and 2:00 P. M. the stock exchange is closing with its latest quotations and the extra board men, as many as 250—the largest in Staley history, are keeping the Bell Telephone trunklines loaded calling to determine when they should report to work.

During ordinary circumstances, our switchboard and the Bell Telephone Office dial and bank system are capable of handling this load. Not so, during the last month when over \$4,000 worth of toll charges were paid by our Company.

Enough to buy a modest home. But the business gained or lost would account for several fine homes.

**Every Call A "Must" Call**

That's the problem, how to whip it?—Aye, there is the rub. The Grain Department has to have the lines, else we would have nothing to process. The Sales Department has to have the lines, else what would be the use of processing without the customers to buy, and Gerry Horton has to have the line so he can get the men to work, else what is the use of buying or selling if we couldn't make the products.

There is one solution which, at first blush, sounds worthwhile. That is, to install more telephones. Representatives of the phone company say "that's no go". "That you could line up phones from one end of the Staley property to the other and incoming calls would still clog up the wires at the telephone office through which they must pass."

Company executives have put their heads together with heads of the telephone company and it has been decided that certain departments will stay off the wires during certain hours and use them at others.

**Count Ten and Decide If Your  
Call Is An Emergency**

This will help vastly if everybody cooperates. The trouble may even be entirely eliminated if employees will pause to consider that grain must be bought, sales must be made and men must be called to work and form a gentlemen's agreement with themselves and their personal friends to use the

outside phone lines for emergencies only so that the good of the Company can be served rather than the personal and sometimes selfish demands of the individual.

**FAILURE TO FOLLOW RULES  
FOR RESERVATION OF STALEY  
CLUBHOUSE RESULTS IN  
DISAPPOINTMENT**

**Observe This Procedure**

If you are a member of the Staley Fellowship Club and wish to reserve the Clubhouse for an evening, come in person to the business office on the first floor of the Administration Building to get your permit. The Clubhouse is available to all members of the Club if and when it is open and upon the signature of the party wishing to reserve the building.

During the past several months, there has been a growing tendency for members to call and inquire if the Staley Clubhouse is open on a given evening and then taking it for granted that if it was, it would be assigned to them. This has resulted in members scheduling a party for an evening, only to arrive at the zero hour without a permit and parties have had to be called off.

In order to be sure that you are scheduled for the Clubhouse, you should appear at the business manager's office, in person, to sign for the building. A telephone call in advance will enable you to determine if the date is open, but in no instance will it complete the reservation.



One out of every 5 Staley employees is over 50 years of age. 259 of those 50 or over, are white men, 15 are colored and only 4 women proclaim the fact.

\* \* \*

Here'n there. Industrial products produced in Cook county, Illinois, have more value than those produced by any other county in America. One-half of the nation's volume of aircraft manufacture is centered in Los Angeles.

\* \* \*

*Perseverance and obstinancy are not the same. The one means a strong will and the other a strong won't.*

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The last ten years is the only decade in American history when no improvement in the living standard of Americans took place. (Mark Ackerman).





Indian summer brought the Staley hardball team back into action to meet the Decatur Grays and the Water Works. Staley's captured both by easy margins to finish the season in a winning streak.

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The boys in the Senior and Departmental bowling leagues are getting hot. In the Senior League last week, A. Trierweiler nipped at Buster Woodworth's heels with a 247 game, just one pin short of Buster's best game which leads the league. Trierweiler has been rolling a consistent ball and holds the High Individual series with a 672.

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Team honors are held by the Millwrights with a 980 that has stood the test of several sessions. The Research is keeping things interesting, even though they are in bottom position from standpoint of games won. They have the high team series with 2812 pins and that IS a score. Starch Shipping and the Executives are leading the league with 8 wins each. The Starch Shippers, however, are a bit the most consistent. They have a team average of 855 which is tops in the league.

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The hottest man in the Departmental league is Rol Staley. Rol is a first year bowler who raised his average 31 points in 3 weeks "Believe It or Not". Russ Devore isn't the hottest thing but he is the next thing to it so don't get close to him. He is a second year bowler with an average of 160.

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The Starchers are the top team with 12 games won against 3 losses. The Daubers still have the High Team Game but their mark of 862 has been pushed up to 872. And, their series of 2509 still stands.

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Individual honors are held by I. Cox and C. Koshinski. Both are tied for the high average with 184 pins. Cunningham's 234 pins is still the high game in the league. But Cox has mopped up on the rest of the individual honors with the High Individual Series of 635 rolled last week.

## WAGES AND EMPLOYMENT LEAP UPWARD

The recent spurt business has taken has resulted in an increase in employment and payrolls throughout Illinois. During the July-August period just passed the average amounts required for payroll purposes and the number of man hours worked were considerably above the average for the past 16 years.

These figures are given by the Illinois Department of Labor which also reported that the August index for 1939 showed employment was 8.5% higher than in 1938, and the money required for payroll purposes had increased 13.1% above 1938.

These increases were for Illinois as a whole. Department figures indicate that employment in Decatur rose .8% during that period, while total wage payments increased 6.2%. In Decatur, the Department reported, average weekly earnings of male employees were \$25.46, while females drew an average of \$12.59 a week.

### At Staley's

The July-August period was not an active one for Staley wages and hours as two shut-down periods combined to cause a loss of 20 operating days.

There was a sharp drop in the man hours worked as many took advantage of the shut-downs to take their vacations. Payrolls, however, did not show a perceptible decline as vacation checks were given to employees.

### Increases for September

The September average for employment and payrolls in Decatur should reveal some real gains. Production at Staley's during the week of September 26th required the greatest total of man hours of any one week since the week of September 26th, 1936.

Increased requirements for skilled workers have raised the average hourly income at Staley's to just under 71c per hours, notwithstanding the addition of a number of men to our Extra Board at the base rate of 60c.

The Extra Board is now carrying 250 men which is the largest number, on record, in Staley history. Thus, it appears that our improved business is helping Decatur, as well as those employed at Staley's for over \$500 was paid regular employees for overtime work between Sept 1 and 15.

## MALTAS & UNDERWOOD SMILE AT SWEET POTOTO HAR- VEST ON CHECK PLOTS

### Soybean Oil Meal Used For Fertilizer

K. J. Maltas, Feed Sales, and J. E. Underwood, Garden Supervisor put their heads together last June and conducted a fertilizer experiment at three garden plots in the Staley group.

The experiment consisted of treating one plot with a soybean meal fertilizer blend that contained super phosphate and potash. Beside the soybean meal plot was an untreated area of the same size and just beyond that, an area treated with a fine commercial blend of fertilizer.

An equal number of pounds of fertilizer were placed on the two treated plots. One week ago, Underwood harvested the sweet potatoes, weighed them out and made a bee line for Maltas' office to tell him that—the plot that was not fertilized yielded at the rate of 255.9 bushels to the acre, the plot with the good commercial brand of fertilizer yielded at the rate of 273.3 bushels per acre while the soybean meal plot came through with 280.4 bushels per acre.

The thing that especially pleased Underwood was the fact that the sweet potatoes on the soybean meal plot were smoother, larger and truer to type than those on the other two plots.

One circumstance marred what might have been a perfect test. While planting the sweet potatoes, it developed that the soybean plot lay next to an old alley and a portion of ground was full of cinders and old oil. This caused a number of the plants to die out during the season but the splendid yield was gained in spite of this portion of poor soil. How large a yield might have been produced on the soybean plot, if the ground had been better, can only be guessed.



### FOR SALE:

1937 Dodge Coupe with radio, heater and all accessories. Best offer takes it. It must be sold. Call 9926 or see it at 628 South 17th Street.

Two black Cocker Spaniels old enough to hunt. Cash or trade. Mark L. Ackerman, Staley Exchange 259.