

A. E. Staley Manufacturing Co., Decatur, Ill.—Return Requested

## Staley NEWS

Published exclusively for employees of the  
A. E. Staley Manufacturing Co.

Vol. IX, No. 8

Decatur, Illinois

October, 1967

# '67 Company Sales Decline, Improved Results Expected

Company net sales for the fiscal year ended Sept. 30 reached \$247,431,000, approaching the Staley sales high of \$252,075,000 recorded in the preceding fiscal year, indicating a continuing high level of industrial activity throughout the country.

Net earnings for the fiscal year just ended totaled \$6,136,000. This compares with net earnings of \$10,760,000 for the 1966 fiscal year.

Chairman A. E. Staley, Jr., and President Donald E. Nordlund, in a year-end statement, pointed out that severe price cutting in the corn refining industry, an increase in our cost of corn, and the return of lower margins in the soybean processing industry were the chief factors in the earnings decline.

On the plus side were the successful operation of the Company's new Dextrose Plant, improved starch prices, and the additions of new starch products to the Staley line.

Prospects for improved results in fiscal 1968 are good, Mr. Staley and Mr. Nordlund said.

For the fourth quarter, ended Sept. 30, the Company had sales

of \$61,207,000. This compares with sales of \$69,393,000 for the same period of the previous fiscal year.

Fourth quarter net earnings totaled \$1,923,000, representing a substantial improvement over the earlier quarters of the fiscal year. The fourth quarter of fiscal 1966 produced earnings of \$3,424,000.

## Another Heavy Corn-Buying Year Seen for Industry

More than 200 million bushels of this year's corn crop will be purchased by companies comprising the nation's wet-milling industry, Robert C. Liebenow, president of Corn Refiners Association, Inc., predicts.

Liebenow said present indications are that corn refiners' utilization of the nation's number-one farm crop will exceed 200 million bushels for the fourth consecutive year.

The Staley Company and 11 other corn processing companies are member firms of the Corn Refiners Association, Inc.



OVER THE TOP—Nick Thanos, assistant chairman of the Staley Employees United Fund Drive, shows a group of office and plant campaign sponsors that the Staley goal of \$60,000 has gone over the top. Left to right, in front, are Everett Eaton, Roy Finney, Beverly Blakeman, Vernice Voyles and Larry McNamara. Employee participation attained a new high.

### Average Gift Up

## Employees Exceed United Fund Goal

The 1967 Staley United Fund drive has concluded successfully with employee gifts and pledges through Nov. 1—the end of the formal campaign—totaling \$62,816 to exceed the \$60,000 goal by a comfortable margin.

"Staley employees have once again exhibited the kind of community leadership and generosity for which they have been known in previous United Fund drives and other civic endeavors," said Wayne Martin, general chairman of the Staley employees campaign, in announcing the final results.

As the drive neared its conclusion, United Fund officials commended the Staley Company employees for their support this year's drive. Including corporate gift, Staley is the first organization in the history of the Decatur and Macon County United Fund to contribute

more than \$100,000 in a single campaign.

"This year, some 18 per cent of the money contributed to the entire United Fund drive after the first four weeks came from the Staley Company and employees. When all corporate gifts are not considered, the percentage of contributions coming from Staley employees would figure even higher.

"This is outstanding support in either respect, a record all of our employees can be proud of. I am sure the citizens of Decatur and Macon County recognize and appreciate this generosity," Martin said.

The \$62,816 raised this year was \$5,259 more than the \$57,557 contributed last year in the Staley drive. "Still more amazing is that last year's campaign was up \$6,098 over the previous year. Thus, gifts from Staley

employees have increased slightly more than \$11,300 over the past two years," Martin noted.

Overall employee participation this year was 84 per cent compared to 83.8 per cent last year. The number of 100 per cent divisions and departments increased from 25 to 33 and the average gift per employee was up in all categories. "This reflects an increased awareness among employees of the needs and benefits of the United Fund," Martin said.

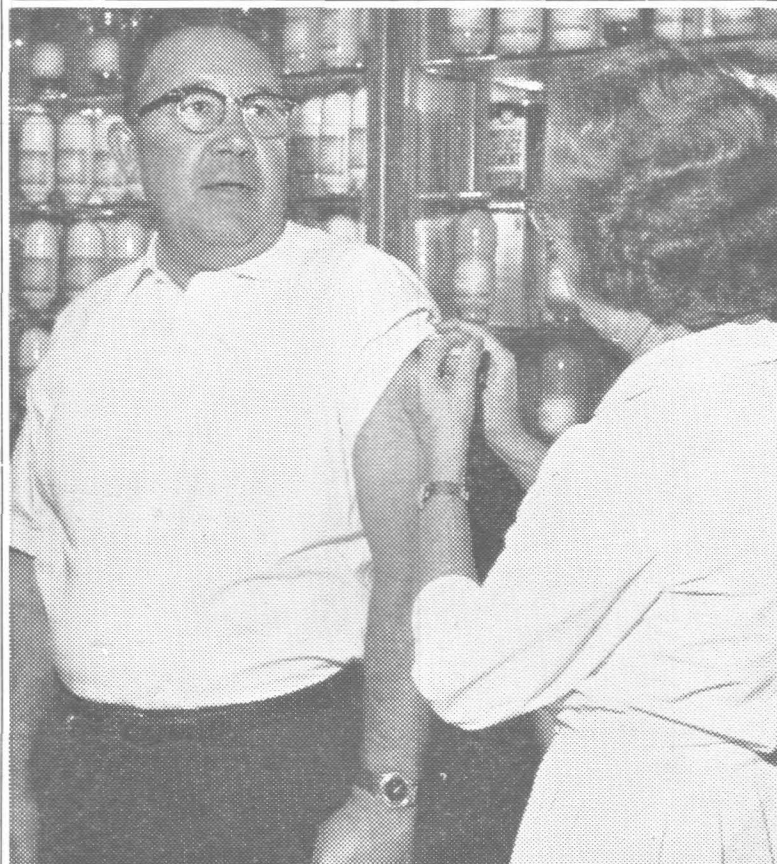
He added, "These results would not have been possible without the fine jobs turned in by all the office and plant solicitors and the Union United Fund Committee. On behalf of the 20 United Fund agencies, I sincerely thank all those who worked in the campaign and all the employees who contributed so generously."

## 1967 Staley United Fund Drive 100% Participation Honor Roll

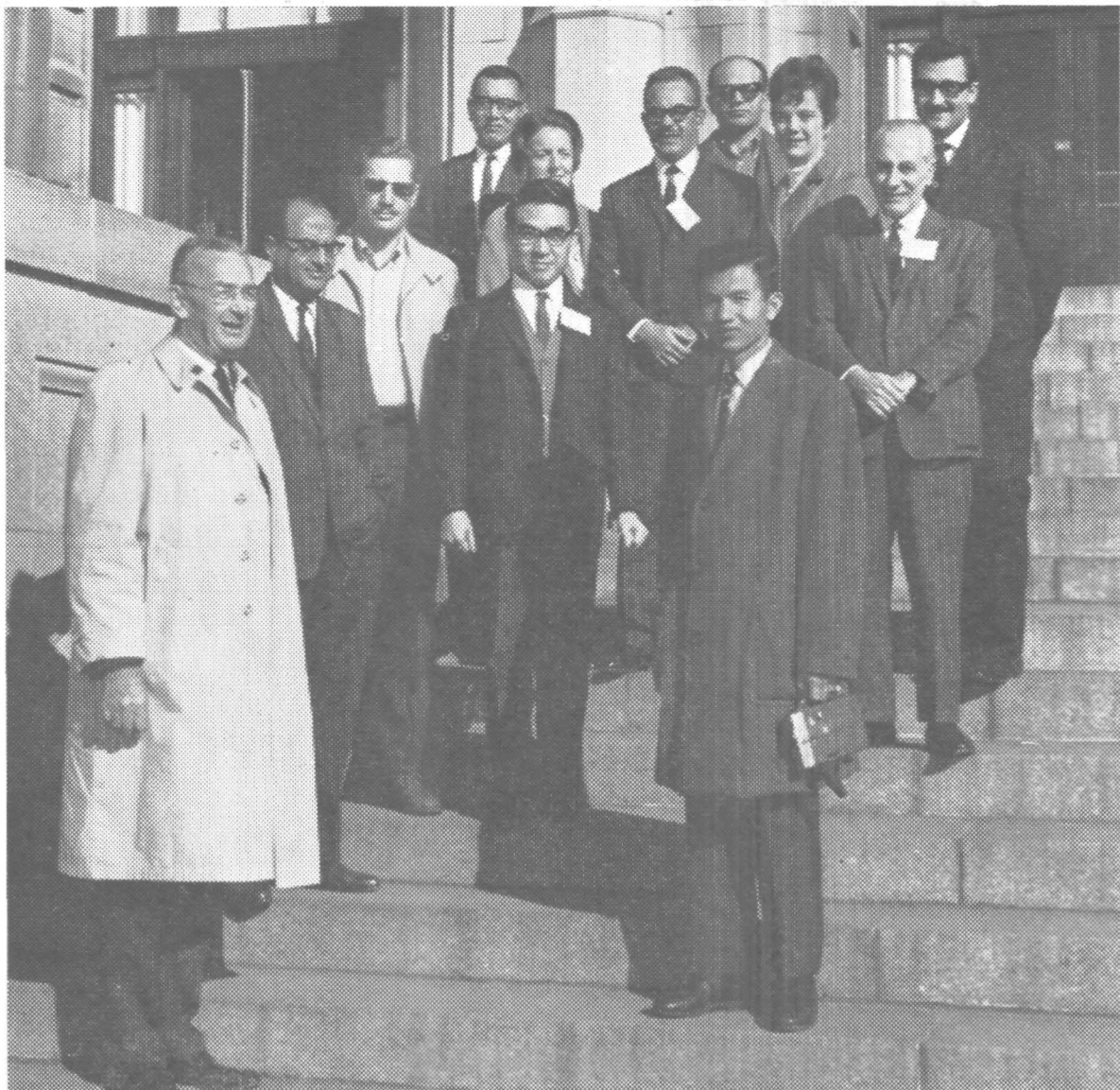
Grain Division  
Auditing Department  
Crude Oil Department  
Executive Division  
Industrial Relations Div.  
Public Relations Division  
Facilities Planning  
Law Division  
Production Control  
Industrial Marketing Div.  
International Division

Feed Marketing Division  
Planning Department  
Grocery Products Div.  
Sanitation Department  
Plant Protection  
Manufacturing Supplies  
Labor Relations  
Corn Oil House  
111 Building-Inositol  
75 Building-Feed Packing  
Reclamation

Machine Shop  
Small Machine Shop  
12 Building  
Oil Refinery  
Sewing Room  
I & C Shop  
101 Building  
Extra Board  
Elevator A  
Elevators C & D  
17 Building-Bulk



ONE OF MANY—Dr. John Wagoner, Chemical Research, was one of 908 employees to receive flu shots in the first round of the Company-sponsored flu prevention program. Opal Dick, First Aid, administers the shot. Schedules for second round shots to be given sometime in December will be posted soon.



**FROM MANY COUNTRIES**—Ten foreign countries were represented in this group visiting the Staley Company Oct. 11. Leading the group on a tour of agricultural areas in seven states was D. L. McDonald, left, administrative assistant with the U. S. Department of Agriculture. In their jobs, the visitors assist American agricultural attaches overseas.

## Foreign Visitors Tour Staley

Ten foreign nationals who assist American agricultural attaches in their offices overseas visited the Staley Company Oct. 11 as part of a 19-day tour throughout U. S. agricultural areas.

Their U. S. visit, including stops in 17 cities in seven Eastern, Midwest and Southern States, was aimed at giving the agricultural assistants the opportunity to learn firsthand about farming, marketing, processing, distribution, and related phases of the American food and agricultural system.

They were accompanied on the tour by D. L. McDonald, administrative assistant with the U. S. Department of Agriculture, Washington, D. C.

The foreign assistants came from Japan, Iran, Ecuador, Peru, Hong Kong, the Netherlands, India, Thailand, Argentina and Turkey.

McDonald said these foreign assistants are particularly valuable in helping American attaches report back regularly to the United States on important agricultural developments in their countries. This reporting is part of the worldwide agricultural intelligence service maintained by the U. S. Department of Agriculture, helping American farming, business and trade people to keep up to date on significant world agricultural developments which could affect them.

The foreign assistants also help the U. S. agricultural at-

taches to carry out market development programs for American farm products. Such programs helped to expand U. S. agricultural exports to a new record of \$6.8 billion in fiscal 1967.

At Staley, the group visited the Grain Division and heard an explanation of the division's activities by Gene Cottle, division manager; were led on a tour of 101 Building-Soybean Preparation by Section Superintendent Lew Smith; saw our truck and rail grain unloading facilities in operation; toured the grocery products packaging and warehouse areas with Foreman Harry Atkins; visited the new addition to 34 Building-Warehouse; and took a general tour of the plant by bus.

## 19 Employees Promoted To Plant, Office Posts

Nineteen employees have received promotions in recent weeks.

**Michael K. Bundy**, a management trainee since joining the Company earlier this year, has been promoted to assistant to the export sales manager, International Division. A native of Indiana, he graduated from Purdue University with a degree in industrial management.

**Daniel L. Comp**, inventory planning supervisor in the Materials Control Division for more than a year, has been named regional supervisor in the division. He joined the Company in 1960. A native of Decatur, he holds a B.S. degree in engineering administration from Millikin University.

**Richard M. Dunscomb**, an industrial sales trainee since joining Staley a year ago, has been promoted to industrial sales representative. A graduate of Culver-Stockton College, he is a native of Urbana, Illinois.

**Lynn W. Elder** has been promoted to area maintenance engineer in the Maintenance Section. He has been a design engineer in the Engineering and Maintenance Department for the past three years. A graduate of the University of Illinois, he joined the Company in 1964.

**Richard G. Smith** has been appointed a senior industrial sales representative. He has held sales and technical positions in the Industrial Marketing Division since joining the Company in 1959. A native of Mattoon, he received a B.S. degree in chemistry and chemical engineering from the University of Illinois.

**Jerrel L. Zimmerman**, a paper coating specialist in Applications Research for more than two years, has been promoted to associate research chemist in a newly-formed polymer development group. He has held positions in the Research and Development Division since joining the Company in 1958.

Other promotions:

**Jo Anne Anderson**, from stenographer, Financial, to department secretary, Control

**Lana K. Botoner**, from messenger, Office Services, to work order clerk, Maintenance Section

**Mary G. Christerson**, from department secretary, Control, to secretary to comptroller

**Loretta D. Courtney**, from messenger, Office Services, to stenographer, Financial

### Gene Vance Slated As Foremen's Club November Speaker

Gene Vance, director of athletics for the University of Illinois Athletic Association, will be the speaker for the Nov. 20 meeting of the Staley Foremen's Club at the Elks Club.

Vance was named director of athletics at the university earlier this year, succeeding Doug Mills, a popular speaker at a number of Foremen's Club gatherings in previous years, who retired.

Vance was a member of the famous "Whiz Kids," University of Illinois basketball team, which captured the imagination of basketball fans across the country in the mid-40's with its daring and fast-paced style of play.



Comp



Elder



Smith



Zimmerman



Bundy

**Helen L. Friesner**, from department secretary, Distribution, to division secretary, Materials Control

**Roger L. Heinrich**, from shop clerk to maintenance systems clerk, Maintenance Section

**Sam Lee Jackson**, from shop clerk to maintenance systems clerk, Maintenance Section

**Vivian E. Mahannah**, from form control clerk to department secretary, Systems

**Duane R. Mazeska**, from margin clerk to mercantile phone-man, Chicago Clearing House

**Doris N. Morgenthaler**, from secretary to comptroller, Control, to secretary to Vice President, Materials Management

**Sue L. Pruitt**, from file clerk to freight clerk, Control

**Carolyn A. Walker**, from freight clerk to brokerage clerk, Control

**Sondra K. Wirwahn**, from work order clerk to shop clerk, Maintenance Section.

### Thanksgiving Dinner Slated for Staley Women's Club

The Staley Women's Club will have its traditional Thanksgiving dinner at 6:30 p.m. Thursday, November 16, at St. Paul's Lutheran Church, 352 W. Wood Street.

In addition to the turkey dinner, special Thanksgiving entertainment is scheduled.

### Bulging Benefits

Employee benefits now cost American business \$75 billion-plus each year—nearly four times as much as the dividends paid to stockholders, according to a recent National Chamber of Commerce survey.



**NEW LOOK FOR STALEY VIADUCT**—This is how the 22nd Street intersection and Staley viaduct looked after expansion work and black-topping were completed, providing greater ease

of access for traffic onto and exiting the viaduct and more efficient flow of traffic in addition to improved traffic safety. The Company made land available for the project.



**PUTMAN HONORS AWARDS**—Howard P. Milleville, left, editorial director for "Food Processing-Marketing" magazine, talks with J. W. (Bill) Robinson, center, and Michael W. Kossoy during brief ceremony here recently for presentation of a Putnam Honors Award to Company. Robinson and Kossoy accepted the award on behalf of the Company.

# Staley Receives Award For Major Food Advance In Product Development

The Staley Company was recently presented a Putman Honors award for a Staley-developed process and product which enable starch base jelly candies to be made faster and more effectively.

In a brief ceremony in the Administration Building, Howard P. Milleville, editorial director for "Food Processing-Marketing" magazine, made the presentation to Michael W. Kossoy, group leader-Foods Laboratory, and J. W. (Bill) Robinson, senior applications chemist in the Foods Laboratory, who accepted the award on behalf of the Company.

The Staley product, "Mira-Quik" C Corn starch, was selected last June for the Putman Honors Award in the ingredients category of competition recently inaugurated by "Food Processing-Marketing" magazine. It thus was recognized by the magazine as "one of the major advances in the last two years which have made outstanding contributions to more efficient and effective operation of the food processing-marketing industries."

"Mira-Quik" C, a high amylose corn starch, enables starch base jelly candies to be produced in significantly reduced time when made by the Staley-developed process.

Describing the advantage of "Mira-Quik" C, the magazine said in its award issue, "Previously, use of thin-boiling starches required from a mini-

mum of 24 hours to more than 48 hours to produce starch base jelly candies with a firm set, and to dry sufficiently to be handled."

The magazine goes on to explain that "Mira-Quik" C's quick-setting properties and the exclusive Staley process for its use enable starch base jelly candies to be cooked, cooled and ready for sugar-sanding in approximately half the time usually required.

The awards were sponsored by the Putman Publishing company, publisher of "Food Processing-Marketing" magazine.

## Monthly Red Cross Bloodmobile Session Set For Nov. 16

The monthly Red Cross Bloodmobile session will be Thursday, November 16, at the Decatur Armory, 402 East Eldorado Street, according to George M. Prust, Staley blood donor chairman. Blood donations may be made from 11:45 a.m. to 5:30 p.m.

The November session is being sponsored by various veterans groups in Macon County. Staley employees who want to make an appointment to give blood may do so by calling Kathleen Poe, Personnel, on extension 638. Walk-in donations may be made during the above hours without an appointment.

## Three Veteran Employees Retire to Leisure Life

Three veteran Staley employees have retired in recent weeks with 122 years service among them.



Bell

Heading the trio in service longevity is Harry D. Bell, a foreman at Elevator D, who retired after 44 years at Staley. Bell was a foreman at Elevator D, for the past 12 years. Prior to

that, he was foreman at Elevator C for more than ten years. He joined the Company in 1923, starting in the Feed House.



Kurr

Owens

George W. Owens, a rodman chainman in the Civil Engineering Section for the past 12 years, retired with nearly 44 years service. For many years, he was a member of the Office Janitors Group, where he held posts of gardener, assistant shift leadman and leadman. He started his long career at Staley as a paddler in the old Table House.

Wendell E. Kurr, senior me-

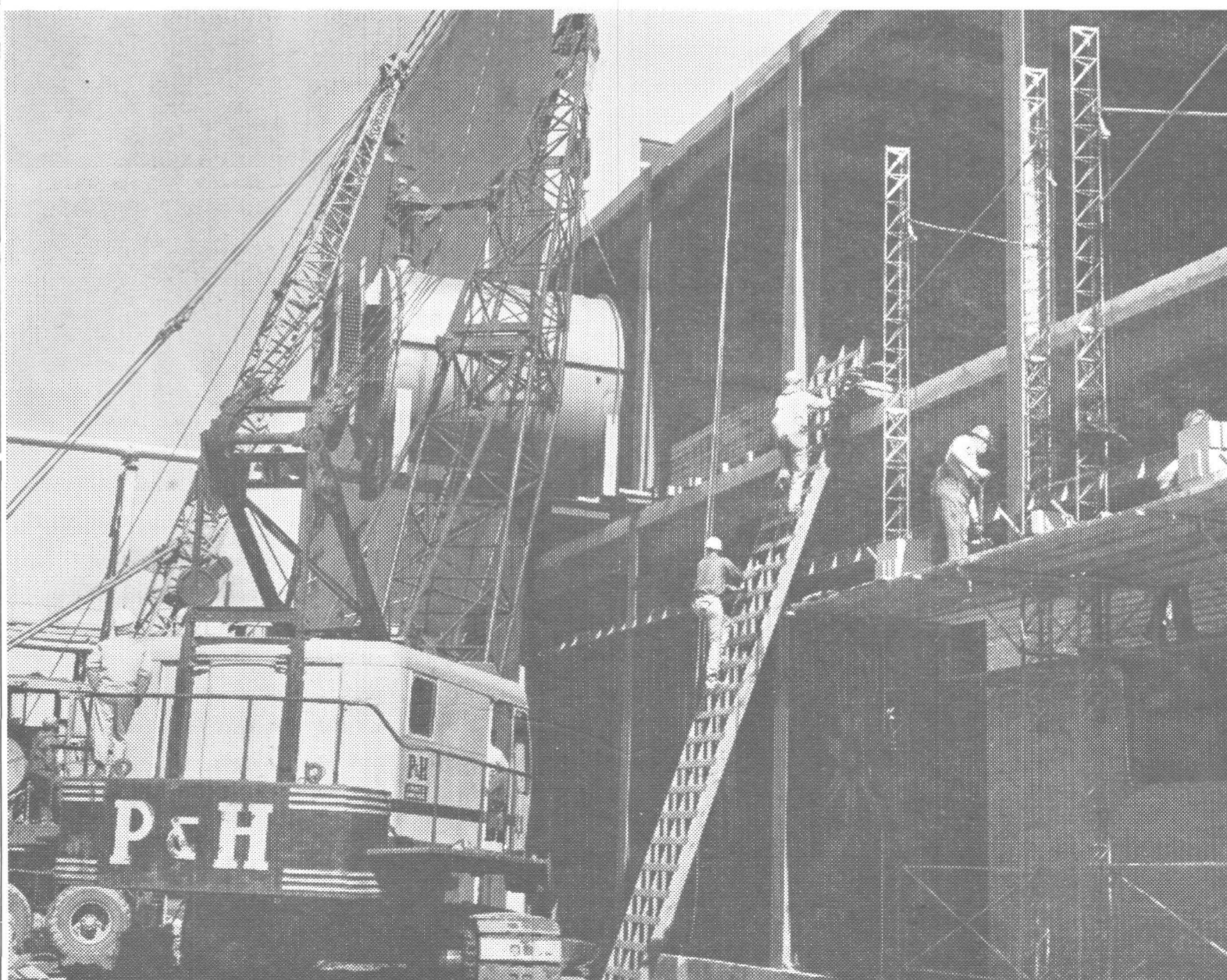
## Pritts Speaks To Mueller Club

David L. Pritts, supervisor of Training, spoke on "Manufacturing Training" at the Oct. 11 meeting of the Mueller Company 4-X Club. The club is made up of Mueller foremen and executives.

## Gene Cottle Speaks At U of I Conference

Gene Cottle, Grain Division manager, was one of the featured speakers at the recent Corn Quality Conference at the University of Illinois. The conference was sponsored by the university and the Chicago Board of Trade.

Cottle discussed corn quality as related to the wet-milling industry.



**DEXTROSE ADDITION MOVES AHEAD**—A crane swings a large crystallizer into place during work on the new process building and warehouse additions to the Dextrose Plant. Brickwork on the process addition, shown in progress, is now more

than 50 per cent completed. Foundation finishing and erection of steelwork are currently moving along on the warehouse addition. The expansion will result in a significant increase in production of "Staleydex" dextrose.



# 133 Employees Mark Service Anniversaries

One hundred thirty-three Staley employees marked service anniversaries during September and October. They account for 2,730 years of service with the Company.

Heading the combined list for the two months are three veteran employees who reached the 45-year service mark. They are:



Augustine



Hettinger



Lashenski

**Eric O. Augustine**, Instrument and Control Shop, who observed his 45th service anniversary Sept. 16

**Lynn S. Hettinger**, Control Lab, who reached 45 years service on Oct. 11

**Elmer J. Lashenski**, Mill House, who marked 45 years at Staley Oct. 3.

Employees observing service anniversaries ranging from five to 40 years included:

**40 Years**  
**John L. Carmean**, Electric Shop, Sept. 3  
**Clifton F. Martin**, Syrup Refinery, Oct. 20

**35 Years**  
**Elvin F. Bahlow**, Small Machine Shop, Oct. 18  
**Gus D. Grotjan**, 17 Building-Bulk, Sept. 4  
**Roy A. Roller**, Office Janitors, Sept. 17

**30 Years**  
**Lee C. Blanchard**, Mill House, Oct. 20

**Edward L. Bland**, Wet Starch Section, Oct. 11  
**Arthur M. Buckley**, 111 Building-Inositol, Oct. 20  
**Robert E. Heffington**, Dextrose Plant, Oct. 12  
**L. Floyd Lenover**, 111 Building-Inositol, Sept. 25  
**Chester B. McGlade**, 4-6 Buildings, Oct. 20  
**Charles E. Miller, Jr.**, Painters and Roofers, Oct. 19  
**Agnes N. Rommel**, 20S Building, Sept. 29  
**M. Estol Thompson**, Millwrights, Oct. 26

### 25 Years

**Robert W. Albright**, Mill House, Oct. 23  
**Walter L. Arnold**, Boiler House, Oct. 6  
**Claude Bowles**, Plant Protection, Sept. 12  
**Walter C. Bradshaw**, Control Lab, Sept. 22  
**William E. Burchard**, Boiler House, Sept. 1  
**Koran Capshaw**, Syrup Refinery Building Foreman, Sept. 17  
**Robert W. Cline**, Stores & Reclamation, Sept. 1  
**Floyd K. Cutfill**, Elevator A, Oct. 23  
**Opal L. Doore**, Plant Cleanup, Oct. 24  
**Vincent P. Fogarty**, Painters and Roofers, Sept. 29  
**Kenneth L. Foulks**, Yard Department, Sept. 18  
**William O. Frydenger**, Garage, Sept. 19  
**Melvin J. Funk**, 20P Building, Oct. 13  
**Gerald G. Garfoot**, 22-47 & 48-49 Buildings, Sept. 19  
**Frank Gaskill, Jr.**, 111 Building-Inositol, Oct. 20  
**Joseph D. Gipson**, Control Lab, Sept. 29  
**Nelson B. Hammer**, Control Lab, Oct. 13  
**Walter C. Hammer**, Control Lab, Oct. 20  
**William H. Hinderliter**, Plant Protection, Sept. 29  
**Clarence E. Hornaday**, 13-21 Buildings, Oct. 15  
**Paul A. Imel**, Maintenance Section, Oct. 28  
**Ben Kelly**, Dextrose Plant, Oct. 20  
**Arthur E. Lanham**, Control Lab, Oct. 13  
**John H. Lawler**, Soybean Plant, Oct. 6  
**Charles H. Lefringhouse**, Boiler House, Oct. 13

### 20 Years

**Berry P. Bilyeu**, Control Lab, Sept. 18  
**Emery E. Blythe**, Assistant Manager-Crude Oil, Sept. 15  
**Theodore E. Born**, Paint and Roof Shop, Sept. 11  
**Harrison C. Campbell**, Territory Manager-Grocery Products, Oct. 15  
**David E. Clements**, Control Lab, Sept. 24  
**Philip B. Crist**, Mill House, Sept. 18  
**Dean H. Durbin**, 29 Building, Oct. 28  
**Anthony B. Eppolito**, Industrial Engineering, Oct. 8  
**Elmer L. Ford**, 20 Building, Oct. 21  
**Edward B. Freyfogle**, Chief Engineer-Engineering & Maintenance, Sept. 2  
**Galen A. Hershberger**, Feed House, Oct. 21  
**C. Dean Kiethley**, Commodities Accounting Supervisor, Sept. 8

**Jack E. McAdams**, Electric Shop, Oct. 23  
**Joseph A. Miller**, Engine Room, Oct. 23  
**Robert W. Mills**, Yard Department, Oct. 13  
**Thomas J. Murray**, Control Lab, Oct. 15  
**Denzil H. Nixon**, Dextrose Plant, Sept. 19  
**Robert C. Raskin**, Overseas, Sept. 17  
**Roger O. Read**, Mill House, Oct. 6  
**Henry W. Roarick**, Control Lab, Oct. 28  
**John L. Robertson**, Engine Room, Oct. 15  
**Robert L. Ruthrauff**, Feed House, Sept. 29  
**Fermen H. Sharp**, Pilot Plant, Sept. 22  
**Glen Sternes**, 48 Building, Sept. 29  
**Robert E. Stroyeck**, Chemical Engineering, Oct. 6  
**Theodore C. Uhl**, 20S Building, Oct. 20  
**Henry M. Utterback**, 101 Building, Oct. 20  
**Karl E. Webb**, Syrup Refinery, Oct. 28  
**David P. Weybright**, 48 Building, Oct. 15  
**Clyde T. White**, 16-116 Buildings, Sept. 22  
**Donald C. White**, Instrument & Control Shop, Oct. 13  
**Russell L. Wilber**, Pilot Plant, Sept. 22

### 15 Years

**Thomas C. Pratt**, 4-6 Buildings, Sept. 4  
**Paul E. Proctor**, Small Machine Shop, Oct. 30  
**Robert E. Reinhold**, 4-6 Buildings, Sept. 18  
**Harold E. Richards**, Dry Starch Section, Oct. 23  
**Robert F. Starbody**, Mill House, Sept. 24  
**Ray J. Summers**, Territory Manager-Grocery Products, Oct. 13  
**Norman S. Uhler**, Machine Shop, Oct. 8  
**Harry L. Warning**, 118 Building, Sept. 4  
**Clifford H. Wilson**, Mill House, Oct. 14

### 10 Years

**George L. Albert**, Extra Board, Oct. 9  
**John D. Andrews, Jr.**, Pilot Plant, Sept. 18  
**Aaron Banker**, Painesville, Sept. 23  
**Alan L. Bentz**, 101 Building, Sept. 17  
**Roth R. Brewer**, 52 Building, Oct. 7  
**Carl W. Butcher**, Feed House, Sept. 26



Raskin Read Roarick Robertson



Ruthrauff Sharp Sternes Stroyeck

**James T. Collins**, 34 Building, Oct. 15  
**James T. Creek**, Feed House, Oct. 15  
**Oscar R. Curry**, Control, Oct. 15  
**Harland A. Drake**, 12-26 Buildings, Oct. 15  
**Leon M. Fornwalt**, 17 Building, Oct. 1  
**William M. Freeman, Jr.**, 116 Building, Oct. 13  
**Leo F. Graegyck**, Pilot Plant, Oct. 16  
**William K. Harmon**, Garage, Oct. 8  
**Monroe Hicks**, Syrup Refinery, Sept. 16  
**Richard A. Jackson, Jr.**, Dextrose Plant, Sept. 17  
**Ellis R. Lehman**, Paper Industry Sales, Sept. 8  
**William L. Morgan**, Plant Cleanup, Sept. 19  
**Herbert N. Phegley**, 4-6 Buildings, Sept. 30  
**Donald G. Plankenhorn**, 17 Building, Sept. 25  
**Marvin W. Porter**, Chemical Research, Sept. 15

**15 Years**  
**George L. Albert**, Extra Board, Oct. 9  
**John D. Andrews, Jr.**, Pilot Plant, Sept. 18  
**Aaron Banker**, Painesville, Sept. 23  
**Alan L. Bentz**, 101 Building, Sept. 17  
**Roth R. Brewer**, 52 Building, Oct. 7  
**Carl W. Butcher**, Feed House, Sept. 26

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# This Division's Goal: Purchasing For Profit

In a Company that does several million dollars worth of buying a year, you learn to expect the unexpected.

So when one of our buyers in the Purchasing Division got a request from the Control Lab for some "broken porcelain," he wasn't too surprised.

Another of our buyers thought nothing of locating a couple of grocery bags full of ground corn cobs.

These are actual examples of items our Purchasing Division has been asked to buy, and there are many others like them.

In the first instance, after a few calls, the buyer was able to find a broken water tank that he could get at no charge. The large pieces of porcelain were crushed into fine bits for use in a special filter column in the plant. The crushed porcelain worked fine and another project was completed.

Research wanted the ground corn cobs for experimental purposes. A few well-placed calls located the material and one of our Purchasing employees stopped on his way to work and was given the bags of ground corn cobs free of charge.

In this respect, the job of a purchasing man hasn't changed much and isn't likely to. Our Company will go on needing things as large as a diesel locomotive and as small as a paper clip.

### Considerable Change

However, many things about the purchasing function—policy, philosophy, organization—have changed considerably in recent years, says Hollis H. Hise, director of Purchasing. They're still changing as we continue to improve our ability to meet modern buying problems with modern skills and methods.

One prominent change is the new organizational structure of our assistant purchasing agents and buyers which came about last February. "These changes were made in the interest of increasing efficiency through more specialization and vendor accountability," Hise said.

"Essentially, the purpose of the reorganization was to group like items under specific buyers

to provide more efficient service to those people throughout the Company requesting acquisitions," he added.

The buyers and their assignments were generally organized in this fashion:

**Wayne Martin**, assistant purchasing agent, buyer of building, construction and installation contracting

**Pete Carlson**, buyer of process equipment, motors and pumps

**Joe Grossman**, buyer of electrical, instrumentation, laboratory and plumbing equipment

**Bill Anderson**, buyer of fabrication equipment materials handling and office equipment

**Dale Carter**, buyer of repair parts from original equipment manufacturers

**Jack Magmer**, assistant purchasing agent, buyer of manufacturing supply projects and packaging supply projects

**Russ Sager**, buyer of manufacturing supplies.

**Gerry Reece**, buyer of packaging supplies.

**Rod Fletcher**, purchasing agent, oversees the assistant agents and coordinates all phases of our buying activities. "He is also working with the Corporate Information Systems Division to come up with a way of providing us with the tremendous amount of information needed to keep this division going," Hise said.

"There are hundreds of items coming into the plant, office and Research Center constantly to keep us running smoothly. It takes a vast amount of supplies to keep a Company our size going and the kind of information we get from everyone requesting purchases takes on increasing importance," he said.

### New Group Formed

As part of the continuing effort to maintain good customer service, the Purchasing Division was incorporated into a Materials Management Group, headed by Vice President Robert L. Schuerman.

Purpose of the reorganization into a single group is to provide greater economy through consolidation of like activities with the related benefits of closer communications between Purchasing and functions managing materials and supplies, transportation and planning.

Even more basic to these changes is the division's expanding scope. Once regarded primarily as a service organization, standing by to help when needed, Purchasing is assuming a broader role. Here is how Hise sees it:

**"It is this division's goal to generate profit just as it is the goal of Manufacturing or Marketing. This is not always so easily accomplished. It is particularly difficult when rising prices for goods and services pose a major challenge to a buyer's efforts to save money. This requires ingenuity and a buyer's thorough familiarity with our suppliers' products."**

Modern techniques, such as value analysis and vendor rating, are used by our buyers. Value analysis involves the determination of what material or product will best perform the function required. This may mean purchasing a more costly item initially, but one which will provide greater economy and efficiency over a given period of time.

### Team Effort

This is a team effort and requires the cooperation of all those in the Company making purchases, and so does vendor rating, Hise said. Vendor rating is determining how a supplier measures up in the critical areas of quality, service and dependability.

"Vendor rating requires a great deal of research. It is especially helpful when people in the plant and office let us know if a supplier's products are maintaining good quality, if they are being shipped on time, are easy to unload and any other important information bearing on performance."

**He indicated that while our Purchasing people are constantly on the alert to these factors in rating a supplier, our customers' purchasing agents expect the same kind of quality, service and dependability from Staley and our products.**

"We are particular when it comes to our number-one assignment: generate profit for a growing Company. Our customers' purchasing organizations are just as particular," Hise said.



Purchasing Director Hollis H. Hise

### Staley Profiles

## Hise Views Purchasing Changes Over 40 Years

Purchasing, like many areas of operation at Staley, has undergone considerable change over the years to keep pace with the challenges and complexities of Company growth and diversification.

**Hollis H. Hise**, director of Purchasing for a quarter century, whose entire Staley career of nearly 42 years has been devoted to this facet of Company activity, has played a key role in developing the broader scope and sense of purpose which characterizes the Purchasing Division today.

As for the magnitude of change in the area of Purchasing, which also reflects the Company's growth, Hise sees it this way:

"Today, we're a nationwide purchasing organization. Our field of operation encompasses plants and offices in other parts of the country as well as in Decatur. We are responsible for acquiring a wide assortment of machinery, equipment, supplies and services for one of the largest corporations in the United States.

"Contrast this with the purchasing function when I started here in 1926. Then, we were buying only for the Decatur plant, which consisted of a few buildings west of 22nd Street, then called 7th Street. The amount of supplies and equipment we bought would be a very small percentage of what it is today.

Recalling his early years with the Company, he said the Purchasing office was located in 35 Building (now Manufacturing offices). "To check on an incoming purchase, we only had to walk a few feet to the main storeroom. We had few records to go by in purchasing equip-

ment and repair parts.

"Now, we're talking about using punchcards and computers to record the data that will answer some important research questions about major equipment and supplies we buy. Are we, for example, paying more than the going price for an item? Could we save by contracting for a year's supply of something with one supplier? What suppliers could best handle large-quantity orders at a competitive price while maintaining quality?"

### Vital Information

Hise explained that this is vital information, needed to do an effective job of buying in today's marketplace. In this sense, the buyer's job has changed, and will change substantially in the future, he said.

In discussing the role of a purchasing man, Hise remembered a personal experience when being a good buyer meant being a good seller too.

"During World War II, the government put priorities on many materials we needed for our plant. One was tin, which forced us to change from tin cans to glass bottles on our syrup packaging lines. I went on the road for 10 days, calling on all the major glass suppliers in the Midwest. They were already having difficulty meeting demand, because of the tin shortage. Talking them into supplying us with enough glass to fill our needs was about the toughest selling job I ever had.

"I was a young man when I joined the Staley Company, just out of high school. In a sense, I grew up with the Company and I feel it has been somewhat of a privilege to have seen and been a part of the Company's growth," Hise said.



**REQUESTS REVIEWED**—Rod Fletcher, left, purchasing agent, goes over a stack of purchasing requests with Jack Magmer, center, and Wayne Martin, assistant purchasing agents, during a regular review of buying progress and discussion of course of action.



Betty Camden, Chemical Research, gets an assist from Morrie Fisher, at left, while Lester Hayes, Applications Research, at right, shows how it's done.

## Research Employees Participate in Fire Safety Session

Nearly 100 Research Center employees participated in a fire safety session Oct. 23, where they received practical experience in how to put out a fire with an extinguisher.

The session was conducted by Plant Protection employees under controlled conditions in an open area northeast of the Research Center.

Following a demonstration by

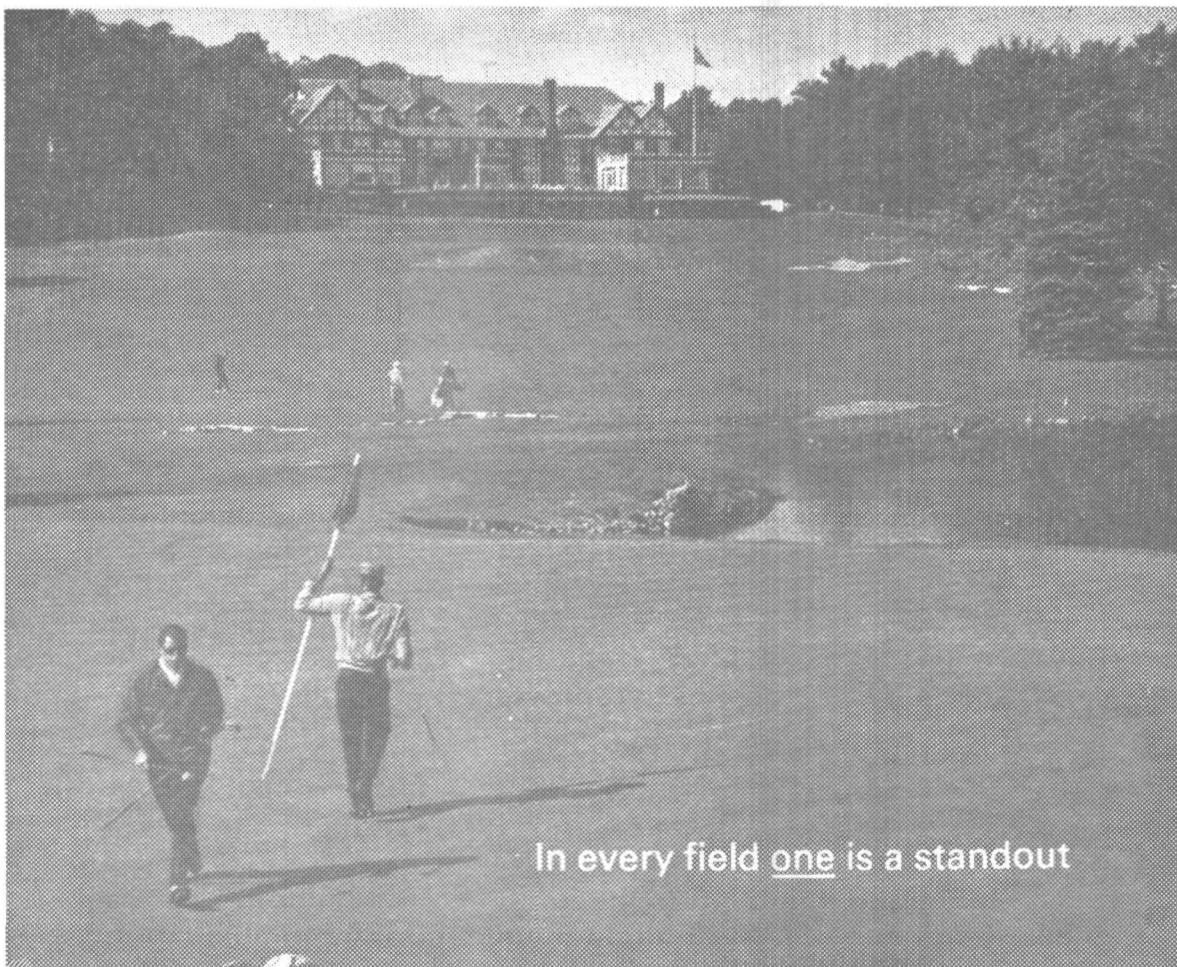
**Morrie Fisher**, Plant Protection foreman, of the proper procedure for operating a fire extinguisher, each participant was given the opportunity to actually extinguish a small blaze.

Arrangments for participation of Research Center employees in the drill were coordinated by **Ed Kaul**, supervisor of operations, Research Center, and **Ted LeHew**, Research Building supervisor. Employees participated in groups of 20 to 30 at a time.

The session was part of a continuing safety program to acquaint employees in key areas with the proper use of a fire extinguisher. Similar sessions have been conducted by Plant Protection in previous years.

Fisher indicated in his demonstration that while most people have a general knowledge of how to operate a fire extinguisher, a small percentage have ever actually used one.

Quick reaction to a fire is a major factor in controlling it and by having the practical experience of using an extinguisher, the amount of time saved in knowing exactly what to do could make a big difference in getting a fire out quickly, Fisher emphasized.



In every field one is a standout

In every field of activity one event or one product is a standout. In golf it's the U. S. Open Championship. In cationic starches for the paper industry it's Staley STA-LOK 400.



Exclusively available from Staley. The finest for wet end addition. Ask your Staley representative about this standout cationic potato starch.

A. E. STALEY MFG. CO., Decatur, Illinois 

1410

**NEW PAPER STARCH AD**—This is one of the attractive, full-page advertisements currently appearing in national paper trade magazines, featuring Staley "Sta-Lok" 400 paper starch. In this and other "Sta-Lok" 400 advertisements

picturing sports scenes, the theme is "In every field one is a standout." Appearing in full-color, this ad shows the famous Baltusrol Golf Club, site of the 1967 U.S. Open Championship. This product is made at our Washburn, Maine, plant.

## More Service Anniversaries

(Continued from Page 4)



Uhl Utterback Weybright C. White

- Bertrand E. Raby**, UBS, Oct. 27
- Donald G. Redman**, 4-6 Buildings, Sept. 30
- Evelyn R. Riddle**, Transportation, Sept. 3
- Ervin E. Runion**, Plant Clean-up, Oct. 8
- Gerald R. Snoke**, 12-26 Buildings, Oct. 6
- Charles N. Springfield**, Pilot Plant, Sept. 18
- Robert D. Stain**, Refined Oil Sales Manager, Oct. 29
- Glen F. Willoughby**, Painesville, Oct. 8

### 10 Years

- William H. Bourne, Jr.**, 52 Building, Sept. 15
- David D. Clark**, Round House, Sept. 15
- Rodney A. Fletcher**, Purchasing, Oct. 28
- Louis E. Hall**, 77 Building, Oct. 12
- Robert J. Hathaway**, Chemical Research, Sept. 1
- Terrence E. Niskrenz**, 16 Building, Sept. 16
- Robert D. Popma**, Chemical Engineering, Oct. 16
- Martin Seidman**, Group Leader-Process Research, Oct. 22
- John R. Shroyer**, Export Sales Manager, Sept. 16
- John E. Stehr**, Assistant Treasurer, Oct. 7
- Lawrence E. Sutherland**, 48 Building, Sept. 16



D. White Wilber

### 5 Years

- Virgil D. Allen**, Grocery Products, Sept. 24
- James R. Carey**, Industrial Sales, Oct. 29
- Dawn Drury**, Facilities Planning, Oct. 1
- Eugene K. Lamson**, Paper Industry Sales, Sept. 4
- James D. McClung**, Engineering Research, Sept. 17
- Herbert Norman**, "Sno-Bol," Sept. 19
- John F. Offutt**, Control Lab, Sept. 20
- Joseph B. Williard**, Transportation, Sept. 6
- Betty L. Wolverton**, Manufacturing, Sept. 10
- Mary I. Zavatchen**, Grocery Products-Cleveland, Oct. 15

*'Job Well Done' in Cleanup Drive*

# Manufacturing Employees' Efforts Saluted

Nat Kessler, vice president, Manufacturing, commended Manufacturing employees for their "fine show of spirit and a job well done" as the Plant Cleanup Contest drew to a close with the selection of the September winner.

Kessler said he has been gratified by the response to the cleanup contest during the 17 months it has been conducted. "The job that has been done in almost all segments of the plant is excellent. Our plant looks better than it has ever looked. I hope we can all continue our efforts to keep this clean and take extra steps in areas where further improvement can be made."

He said that during some of the most recent sanitation inspections, several departments were showing as much as 90 per cent improvement and some as high as 98 per cent improvement over their original CLOD counts. "The transformation in the cleanliness of some of the buildings in the plant has been remarkable, reflecting a high degree of pride among employees in those buildings in keeping their work areas clean and neat."

Kessler added that the continued efforts of all Manufacturing employees should result in fewer accidents and make all areas of the plant more pleasant places to work.

He announced that, to serve as a guide, the sanitation inspections will continue to be made on the basis they have been and weekly results will be posted on the bulletin boards.

Although the contest is over, recognition will still be given to departments showing the greatest average percentage improvement over par with the presentation of a large, traveling trophy. The top department each month will have the trophy to display for the following month.

"The way the plant now looks as a result of the cleanup campaign is something all Manufacturing employees can be proud of. It represents a big step forward. Let's try to keep the gains and expand on the progress made in areas where some improvement is still needed," Kessler said.



**PLAQUE AWARDED**—Nat Kessler, right, vice president, Manufacturing, congratulates Pipe Shop Foreman Dwight James, left, and shop steward Bill Artze on the Pipe Shop's victory in the September Cleanup Contest after presenting a plaque to the department in recognition of its achievement. It was the Pipe Shop's second victory in the monthly contests.



**PIPE SHOP TOUR**—Wives of Pipe Shop employees look engrossed in a demonstration of one of the larger machines in the shop during the wives tour Oct. 13. Twenty-six wives of Pipe Shop employees turned out for the tour of the Office Building and their husbands' department. The ladies were also treated to lunch in the Office Building cafeteria.

## Pipe Shop Crew Wins September Cleanup Contest

The Pipe Shop bettered its par by more than 80 per cent to win the September Cleanup Contest as the monthly competition, which began in April, 1966, concluded.

It was the Pipe Shop's second victory in the monthly contests. The department previously won in July, 1966.

Foreman Dwight James' crew won handily over the nearest competitors, 60 Building-Chemical Engineers Helpers and the Paint, Roof, Cleanup and Brickmasons Department, which previously had won the contest three times.

In addition to these three departments, 14 others matched or broke par. They included:

- 111 Building-Inositol Yard Department
- 12 & 26 Buildings-Starch Drying and Grinding
- Dextrose Plant
- 17 Building-Bulk Syrup
- 41 & 42 Buildings-Oil Storage
- 34 Building-Warehouse
- Oil Refinery
- Grocery Products Packaging and Warehouse
- Engine Room & Water Treatment
- Small Machine Shop
- Control Lab
- 11 & 18 Buildings-Corn Oil House and Extraction
- Instrument and Control Shop.

Twenty-six wives of Pipe Shop employees turned out for a tour of the Office Building and their husbands' department conducted Oct. 13.

It brought the total number of wives, who were able to see where their husbands work as a result of victories in the monthly cleanup contests, to 352. The first wives tour was in June, 1966, after it was decided to incorporate this feature into the contest, and a tour was conducted every month thereafter.

### 12-Month Summary

## Paint Shop, 111 Building Lead Cleanup Results

If a number of plant employees are sporting larger waists these days, it is probably due to their part in the consumption of some 10 million calories contained in the free dinners, pies, and ice cream awarded during the Cleanup Contest competition.

According to Sanitation Engineer Bob Buckles, there were 2,151 free dinner tickets, 3,823 free pie tickets and 635 free ice cream tickets awarded to employees in departments matching or breaking par since the competition began in April, 1966.

For those who were watching their waists, there were free theater tickets available to choose in the place of pie or ice cream tickets. The theater tickets proved to be the most popular choice as slightly more than 11,000 were distributed to employees in departments matching or breaking par.

Employees garnering the largest share of the tickets were those in Foreman Leo Kelly's crew, the Paint, Roof, Cleanup and Brickmasons Department,

which won the monthly contests three times.

Others receiving a considerable number of tickets for double victories included Foreman Floyd Lenover's 111 Building-Inositol team, Foreman Harry Atkins' Grocery Products Packaging and Warehouse crew, Foreman John Jenkins' 34 Building-Warehouse gang, and Foreman Dwight James' Pipe Shop team.

The Grocery Products Packaging and Warehouse victories included one in the weekly competition which was held during the first month the Cleanup Contest was inaugurated. Other weekly winners in April, 1966, were 12-26 Buildings-Starch Drying and Grinding, Mill House, Steep and Elevator A Department, and the Electric Shop.

According to a summary of the competition for the past year, compiled by the Sanitation Department, there were two departments which either matched or broke par for 12 straight months. They were 111 Building-Inositol and the Paint,

Roof, Cleanup and Brickmasons Department.

Departments which matched or broke par at least six of the last 12 months of competition are listed below, along with the number of months they accomplished this achievement:

- 111 Building-Inositol, 12
- 77 Building-Paint, Roof, Cleanup & Brickmasons, 12
- 12 & 26 Buildings-Starch Drying and Grinding, 10
- 17 Building-Small Machine Shop, 10
- 17, 20, 32 & 33 Buildings-Grocery Products Packaging and Warehouse, 10

- 17 Building-Bulk Syrup, 9
- 41 & 42 Buildings-Oil Storage, 9
- 1 Building-Boiler Room, 8
- 5 & 10 Buildings-Syrup Refinery, 8
- 34 Building-Warehouse, 7
- 20S Building-Shipping and Packing, 7
- 3, 4 & 6 Buildings-Mill House, Steep and Elevator A, 7
- 31 Building-Yard Department, 6
- 2 & 54 Buildings-Engine Room and Water Treatment, 6
- 101-102 & 107-108 Buildings-Soybean Preparation and Extraction, 6.

## Plant Supt. W. R. Schwandt Elected President of YMCA

Plant Superintendent W. R. Schwandt was recently elected president of the YMCA, an agency of the Decatur and Macon County United Fund.

He headed the list of officers and board members elected to administer the YMCA's program of activities for the com-

ing year. All officers and board members serve in a volunteer capacity.

Among other community activities, Schwandt is currently serving on the Decatur School Board, a position to which he was publicly elected earlier this year.

### Monthly Cleanup Contest Winners

**1966**

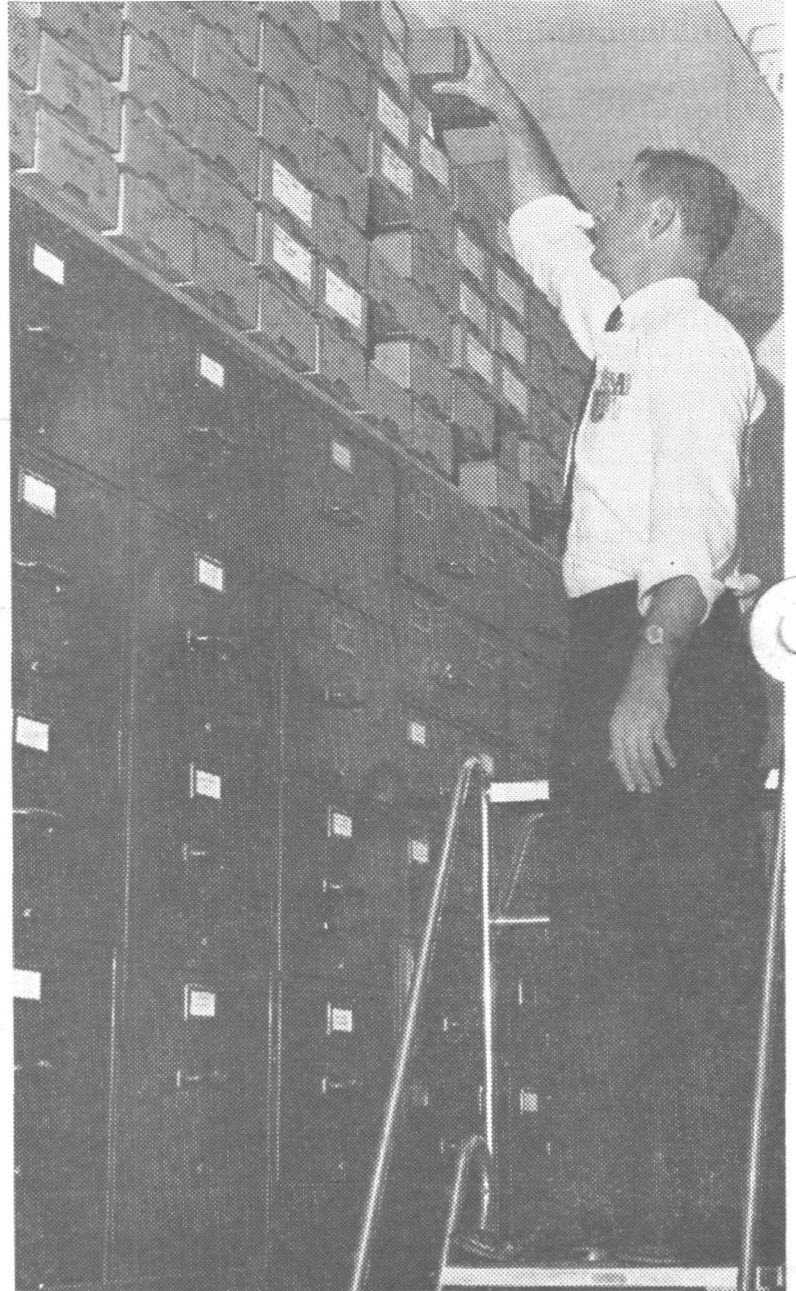
- April—Mill House, Steep and Elevator A
- May—Bulk Syrup Loading & Shipping
- June—34 Building-Warehouse
- July—Pipe Shop
- August—111 Building-Inositol
- September—Instrument & Control Shop
- October—118 Building
- November—Machine Shop
- December—Paint, Roof, Cleanup & Brickmasons Shop

**1967**

- January—Small Machine Shop
- February—Paint, Roof, Cleanup & Brickmasons Shop
- March—Syrup Refinery
- April—34 Building-Warehouse
- May—111 Building-Inositol
- June—Paint, Roof, Cleanup & Brickmasons Shop
- July—Grocery Products Packaging & Loading
- August—Yard Department
- September—Pipe Shop



Martha Burge checks index before retrieving research report.



Bob Nixon gets punchcards from vault for Data Processing project.

**Records by the Ton**

**Valuable Papers Securely Stored**

In an industrial firm as large as the Staley Company, the amount of paperwork generated staggers the imagination.

The American Management Association has estimated that American business is creating records at the rate of more than 100-million cubic feet a year. By comparison, the association calculates that the Federal Government alone has created more than 4-million cubic feet of records in a single year, an amount which, if placed in standard four-drawer filing cabinets, would cover 80 football fields.

Some enthusiastic researcher has figured out that the Federal Government created nine times as many records in the 25 years from 1930-1955 as it did in the previous 155 years of its history.

What becomes of the paperwork, in the form of reports, memos, correspondence, research papers, financial and legal documents, at Staley?

"Those records of most immediate importance are normally stored in the individual offices," says Harold Doddek, manager of Office Services, which usually gets the call to find secure storage sites when a department discovers its files are beginning to overflow with records.

"Others are stored in centralized and de-centralized areas throughout the Office Building," he said. These locations occupy several thousand square feet of space, where an estimated 1,000 tons of ledgers, documents and official papers are stored.

**Company's Life-Blood**

"Records are the life-blood of a Company like ours," Doddek said. "That's why certain indispensable records have been microfilmed and safely stored.

In the event of a disaster, this microfilm would become invaluable in helping us to reconstruct the entire framework of the Company.

Along with documents of historical and corporate importance, the Company stores such computer-age records as data-processed magnetic tapes. Microfilm is being used more extensively to obtain copies of records for the security program.

Microfilm is an important space saver. For example, one roll of 16 mm film can record both sides of 29,000 endorsed checks, although this is not done here since banks are required to perform this in accordance with the law.

In the Research Center, the primary storage area for records is a basement vault which is fire proof and burglar proof. Here, a wide variety of Research and Development reports, departmental accounting and other important documents are meticulously indexed and filed.

**Record Retention**

In both the Office Building and Research Center, some records are retained permanently, others only for a specified period of time depending on government, Company, or departmental requirements. Nothing is destroyed or discarded without permission of the originating department.

Cataloguing systems enable most materials to be quickly located. Martha Burge, chief file clerk in the Research Center, and Edna Sims, senior file clerk in the Office Services Department, handle requests for retrieval of information daily, sometimes as many as 300 to 400 a month.

Can records be given too much attention? "Many of our records could never be replaced. Others could be, but only at great expense. Keeping records safe and accessible is vital to the Company and its operation," Doddek explained. Many of those who have found it necessary to request information from stored records agree with that statement.



Gertrude Stroyeck files research papers in Research Center vault where numerous security precautions are in effect.

**Three Others Appointed**

**Johnson Named Head Of New Polymer Group**

Dr. Donald L. Johnson has been appointed group leader of a newly-created polymer development group for the UBS Chemical Company, a division of the Staley Company, Dr. James A. Bralley, Staley vice president, research and development, announced.

Named to the group were Dr. David R. Smith, senior research chemist; Jerrel L. Zimmerman, associate research chemist; and Howard Peterson, research technician. Under the supervision of Dr.

Johnson, they will perform basic research and development work at the Staley Research Center in Decatur on new polymer products for the UBS Chemical Company.

The recent appointment of Dr. Robert M. Powers as director of research and development for UBS Chemical Company previously been announced. division includes chemical plants in Cambridge and Marlboro, Mass.; Lemont, Ill.; and Ajax, Ontario, Canada.

Dr. Johnson received a B. S. degree from the University of Illinois in 1962 and a doctorate degree in chemical engineering from Washington University of St. Louis in 1965. A native of Gardner, Ill., he joined the Staley Company in October, 1965, as a senior development engineer.

The UBS Chemical Company pioneered in synthetic polymer emulsions for the floor polish industry. Other products are used in the paint and leather processing industries.