

StaleyNews

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Lewis Wright conducts a quality control test on products at Lafayette. The plant is headed towards full production and a new multimillion dollar expansion is planned for production of IsoSweet 5500, a 55 percent fructose product.

Company tops billion dollar sales mark for first time

The Staley Company has recorded its first billion dollar sales year, reporting sales of \$1.1 billion for fiscal 1977 which ended September 30. Earnings were \$24.4 million or \$2.20 a share.

The totals compare with net earnings of \$37.6 million or \$3.50 a share on sales of \$819.3 million for the previous year. Earnings in 1976 included \$2.4 million or 22 cents per share derived from the company's sale of one-third interest in two foreign affiliates.

For the fourth quarter, net earnings were \$5.8 million or 52 cents a share, up from \$5 million or 47 cents a share for the previous year. Sales were \$267.5 million compared with \$251.1 million.

Staley Chairman Donald E. Nordlund said the company's corn sweetener sales volume reached a record level in fiscal 1977, but the year's results were affected by reduced margins for these products. He attributed lower margins to depressed sugar prices, which generally influence corn sweetener pricing, especially for high fructose corn syrup. Sales of the company's numerous starch products also were at record levels, according to Mr. Nordlund.

He described corn sweetener sales in the fourth quarter as strong, reflecting growing use of high fructose corn syrup in beverages, preserves, canned fruits and vegetables. Mr. Nordlund indicated that fourth quarter corn sweetener margins were slightly better than for the same period last year because of lower raw material costs. The company successfully started up a new corn sweetener plant at Lafayette, Ind., during the fourth quarter, he said, but its output was not a factor in the year's results.

The Staley chairman said the company's soybean processing business in 1977 was

unsatisfactory, particularly in the fourth quarter. Unfavorable market conditions forced a reduction in industry crushing levels, including those for the company's milling facilities. Mr. Nordlund added that the Staley mills have since returned to full operation.

He reported that the company's consumer products group increased its sales and profits. The gains came from positive performances of laundry care products and the inclusion of Gregg's Food Products, Inc., which was acquired by Staley a year ago.

Results again were favorable in Staley international operations, although somewhat below the previous year's totals.

Looking ahead, Mr. Nordlund said Staley expects its operating results in fiscal 1978 to advance on the strength of further increases in corn sweetener and starch volumes and improved soybean processing margins. He noted that net earnings in the coming year might not fully reflect the improvement because of lower investment tax credits and an increase in interest expense.

Contracts signed at several plants

Local 837, Allied Industrial Workers, and the Staley Company have agreed to a new three year contract for hourly employees at Decatur.

The new contract replaces one which expired at midnight September 30. The new contract was presented to the more than 1,600-member union in a meeting held Sunday, October 2. At that meeting, the union membership accepted the contract.

Key provisions of the contract include a revised formula for figuring cost-of-living increases; wage increases each year of the pact; improved pension and medical benefits; and a new dental plan which will begin April 1978.

Contract books for distribution to the membership are now being printed and soon will be distributed.

Three other unions also agreed to terms with the company. At Champaign, Local 114, Grain Millers, signed a new contract, while at Columbus a three-year agreement was reached with Local 7-93 OCAW. At Fostoria, Local 58, Grain Millers, accepted a new contract.

As Staley News was going to press, negotiations were under way with Vico employees at Chicago, Chattanooga Plant and the Frankfort Plant.

Lafayette to produce 55 percent fructose

Staley will construct a new refining unit at the Lafayette Plant which will permit full-scale production of "second generation" high fructose corn syrups.

The new unit will allow the plant's current high fructose corn syrup capacity (more than 500 million pounds) to be fully utilized

for either 42 percent HFCS (the current industry standard) or such second generation products as 55 percent fructose syrups.

Cost of the project was not released, but Staley described it as "in the multimillion dollar range." The expansion is expected to be completed in 1978.

The 55 percent high fructose corn syrup is positioned by the company as a direct replacement for medium invert sugar in soft drinks, a key sweetener market, and for sucrose in processed foods.

The Lafayette corn processing facility, just completed this past summer (see page 2 story), has a total annual capacity of 1 billion pounds of corn sweetener, including both high fructose corn syrup and regular corn syrups.

A limited-scale production facility at the company's Decatur corn processing complex has been substantially increased in recent months, and Staley now has the ability to serve major beverage and food processors with 55 percent high fructose corn syrup.

Decatur employees set fourth straight United Way record

For the fourth straight year, Decatur employees have made a record contribution to the United Way of Decatur and Macon County.

More than \$140,000, including corporate and employee gifts, was raised in this year's drive. That's nearly \$15,000 more than last year.

Although no dollar goal had been set for the campaign, there was an unofficial goal of increased participation, which was reached. The number of Fair Share givers—employees contributing at least four-tenths of one percent of their annual salary—jumped from 650 last year to nearly 800 this year.

Incomplete reports also indicated that the plant will attain its highest participation level, easily exceeding the approximately 50 percent figure of recent years.

Don Johnson, director, industrial products, R&D, who served as chairman for this year's

campaign, gave special thanks to Bob Hull, rigger leadman, who, as head of Local 873, AIW's community services committee, was responsible for heading up the solicitation of hourly employees. Don noted that the gifts from hourly employees were \$9000 more than the previous solicitation.

"I think this can be attributed directly to the organizational efforts of Bob," explained Don. "His support is the type of volunteer effort upon which the success of the United Way is built."

Don added that the record giving was yet another example of the way in which Staley people serve their communities.

"We have a proud tradition at Staley," he concluded. "This year's United Way effort shows that Staley people continue to be concerned about the places where they live and are willing to strongly support the goals of the United Way and its 18 agencies."

Friesner named top manager at consumer sales meeting

Jim Friesner has been named consumer products regional sales manager of the year. The announcement was made in October at Oak Brook at consumer's national sales meeting.

Jim works in Florida, Georgia and the Carolinas for Staley. It's a post he's held since 1974. Previously he had been manager of sales administration, consumer products, assigned to Oak Brook.

He joined Staley in 1958, serving in production and clerical capacities at Decatur. Jim has also held supervisory

assignments in manufacturing at Decatur before advancing to packaging supervisor, consumer products, in 1967. He was then named sales promotion supervisor in 1969 before heading up sales administration.

In making the announcement of Friesner's selection, Joe Kay, eastern regional manager, noted that Friesner had exceeded his sales goals for the year, plus placing Staley consumer items in stores that previously had not been customers. Joe noted that Jim had been especially successful in placement of Sta-Puf blue and Wagner drinks.

Friesner supervises seven brokers. During the presentation, a taped message from the owner of each of the seven firms was played, congratulating Jim on his selection as manager of the year and lauding him on his relations with the brokers.

The presentation climaxed the two-day national sales meeting for consumer products. It was a working session throughout, with marketing, manufacturing and district managers each making presentations on 1977 results and projecting 1978 goals.

In the News...



Lafayette/P2



Literate/P3



Loaded/P4

At the Lafayette Plant, a team of new employees is eyeing "rookie of the year honors" for the corn wet milling industry.

And why not. The \$85 million plant represents the most ambitious capital expenditure ever made by Staley. It's an ultrasophisticated facility that features the most advanced technology in the industry, and these employees have received some of the best training available in the persons of more than 150 "old hands" from Decatur and Morrisville.

That's why the people at Lafayette impart the same type of excitement as the plant with its brightly colored siding which houses computers, ion exchange tanks, offices, loading facilities and the other things required to take hard No. 2 yellow dent corn and transform it to high fructose IsoSweet and corn syrup.

Staley News interviewed six of these new employees to find out what their impressions were as they assumed control of Lafayette operations. One might suspect that the attention that the plant has generated throughout Staley would cause these new employees to suffer from some stage fright. Not so. They're confident of their abilities and ready for the big time.

New to Staley

Ironically, slightly more than a year ago, hardly any of the six employees interviewed had heard of Staley.

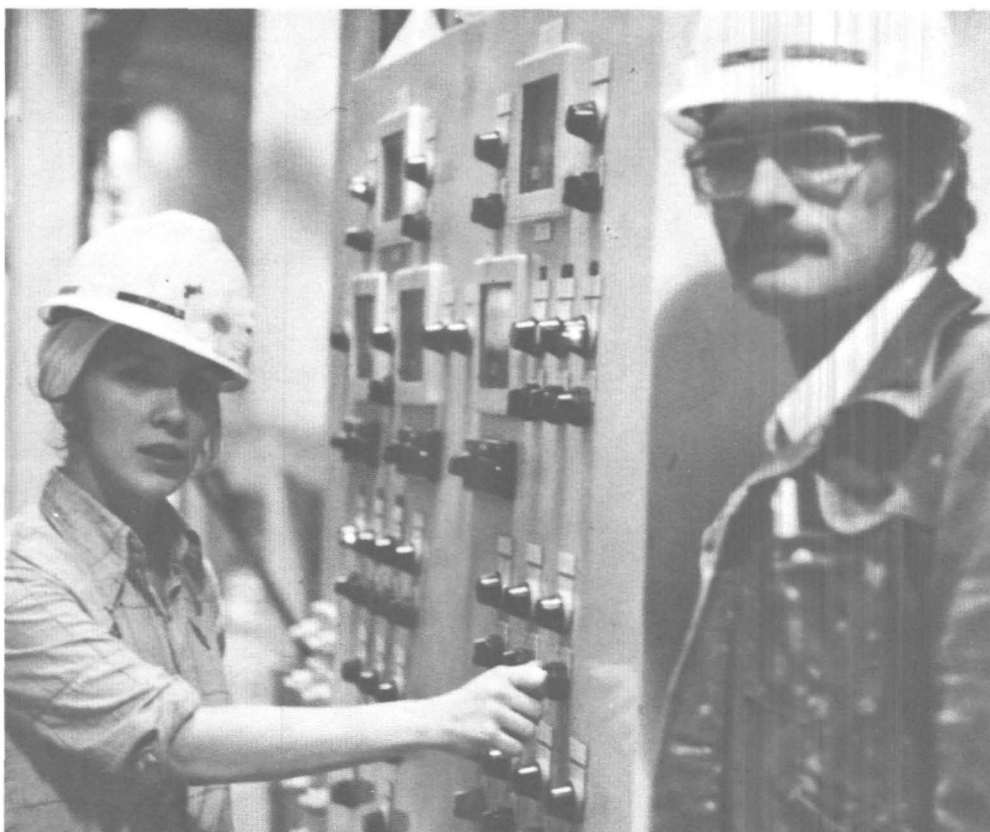
Two employees from each of three areas--wet milling, the refinery and utilities--participated in the interviews and displayed a confidence coupled with knowledge of Staley history and their relation to other parts of the company that equaled that of many old timers in Decatur and Morrisville.

Their backgrounds were so diverse that it's hard to believe how some came to work in a corn wet milling plant.

The only exception is Bud Felton, technician, wet milling. At 33 years old, he brings 10 years of wet milling experience with a competitive company to the Lafayette Plant. But consider the others. Gary Reed, also in wet milling, was a construction worker at the plant site before he began with Staley. The refinery was represented by Ralph Winger, formerly an instrument technician in a steel mill, and Melanie Shroyer, formerly a secretary and waitress. The utilities section was represented by Gary McDole, who holds a degree in forestry and was most recently a self-employed carpenter, and Phil White, formerly an instrument technician.

The result is interesting. Rather than acting as discordant notes, the group forms a representative sampling of the Lafayette work force.

How did they come to Staley? Each pointed to the excitement of working in a new plant with the growth possibilities it offers not only to Staley but for each of them. From that common ground, however, several other reasons emerged.



Confidence in their ability to do the job--an attitude shared by many Lafayette people--is expressed by Ralph Winger and Melanie Shroyer.

Enthusiasm, confidence mark as Lafayette people take over



Phil White, left, and Gary McDole cite "teamwork" as key to anticipated Lafayette success.

Bud, for example, refers to the "interest in employees" that is evident at every level of Staley. He notes that at his previous employer, he never saw the chairman of the board or other officers, let alone have the opportunity to talk to them (instead of just reading about what they said.) At Staley, he has met, talked to and discussed Lafayette Plant and the company with top officers.

For 31-year-old Gary, the promise of working with a Fortune 500 company offered opportunities, benefits and security he felt were missing in the construction industry. And, the opportunities for advancement were far greater.

Bud picks up on his theme of people again, referring to the "helping hand" offered by Morrisville and Decatur employees during the startup. "They gave us the chance for 'on hands' learning," he explains. "They provided the guidance necessary for us to learn how to do things, offering explanations along the way. They were good people who gave us good ideas."

Both Bud and Gary share an intense pride in working at Lafayette. "I'd like to see the grind doubled someday," Bud says, looking ahead. For Gary, the goal is to produce "the highest quality product at the lowest

cost to the Staley Company--to be the most efficient plant around."

Dynamic duo

Ralph and Melanie might become Staley's dynamic duo. If energy, enthusiasm and confidence could be packaged, they'd have people lined up to buy theirs.

Melanie is 25 years old. A refinery technician, she has worked at a host of secretarial jobs, including most recently being secretary to the personnel director at nearby Purdue University. Incidentally, she types 120 words a minute. She's also attended Purdue where she studied, in her words, "several major fields."

There is a big difference between the secretarial field and working in a factory but Melanie exemplifies the new opportunities increasingly available to women, as they step out of careers with which they have traditionally been associated and are recognized by businesses as being a whole person whose talents should be most efficiently utilized.

"I had never applied at any other factory, but Staley seemed like an exciting place," she says. "Everyone in Lafayette was talking about it, and I needed a place that offered more money as well as giving me a chance to work to my fullest ability."

But what does a secretary have to offer Staley in the refinery? "People skills," Melanie asserts. "I know what I'm capable of, and I'm going to be a darned good employee. I haven't regretted my decision once."

Ralph exudes much of the same confidence. He was one of the first four employees to be hired at Lafayette, coming on board in August 1976. He spent much of his time in those early days in Decatur, Morrisville and at Foxboro, Mass. It was these things that attracted him to Staley, after he had first turned down an invitation from Plant Manager Oscar Brennecke to consider employment at the plant.

"My wife and I were living in southern Illinois when she landed a new job at Purdue. I sent several resumes out, but when Oscar called me to discuss a job as instrument technician, I told him I wasn't interested," Ralph recalls. "But he asked me to listen to what he had to say. So I let him tell me about the opportunities for growth and learning. He said that what I accomplished would be pretty much up to me. That intrigued me.

"The more he talked, the more interested I became. A year later, I can say he told me straight facts and I'm looking forward to learning even more in upcoming months."

Both Ralph and Melanie are excited about the growing responsibility they and other Lafayette employees will share as the plant steps up production.

"We're ready for things to go right," Melanie says. "There's an excitement that we all feel," Ralph adds. He points out that an example was set by the efforts of the Decatur and Morrisville employees who assisted in the startup.

"I've worked at other companies," he says. "But, I've never seen such loyalty from any group. A lot of people spent untold hours to make sure things went right. I've never seen such spirit."

While Ralph and Melanie with their enthusiasm are the heat of the day, the quiet confidence of Gary McDole and Phil White is the coolness of the evening.

Teamwork is the theme that Gary and Phil like to talk about. "We believe the people at Lafayette are a part of a team where each person is willing to make a contribution for the overall welfare of the group and the company," explains Gary. Phil agrees, pointing out that the "real challenge is to become the most efficient operation possible."

Gary McDole's background in forestry might seem to some to make him hardly the type to choose the confines of factory work over the openness of the outdoors. He points, however, to the general lack of opportunities in his field of work, telling the story of a friend who was responsible for "turf maintenance" for the city of Indianapolis. That wasn't for him, he decided, nor was a three-way partnership in a carpentry business. At 27 years old, he sought something more challenging with greater opportunity. Staley was his choice.

'Surprised'

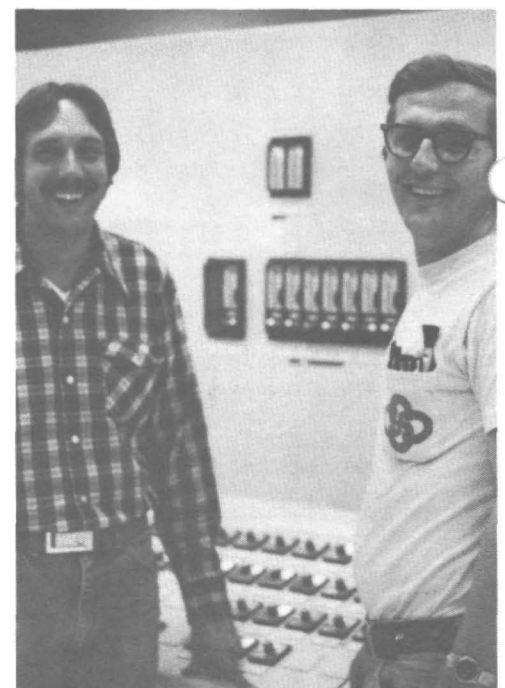
Phil, on the other hand, had experience as an instrument technician, but he admits that he was "surprised" at being hired especially when told that more than 5,000 other people had applied for the slightly more than 100 jobs available at the plant.

"I had attended Purdue, too, and wanted to stay in Lafayette," he says. "The Staley plant seemed to be different from any other around here. It's the most modern of its kind, and it feels great to be a part of the type of operation that should be the model for plants in the future."

Gary McDole agrees, adding that the challenge of a new plant coupled with Staley's commitment to corn sweeteners provides an exciting atmosphere. Each joined their fellow employees in lauding the efforts of Morrisville and Decatur employees who assisted in the startup, calling it "invaluable guidance."

Six people speaking for more than 100. Undoubtedly, any of those that weren't interviewed would have had similar comments. That's why perhaps the most exciting thing about Lafayette Plant is its people.

Welcome to Staley, Lafayette!



An old hand in the corn wet milling business and a new face meet in employees Bud Fenton, right, and Gary Reed. Bud had ten years experience with a competitor in Lafayette, while Gary was in the construction industry, and was working at the Lafayette site.

Boston humor, love of classics blend in 'Bard of L Street'

If George Donelan were to have a symbolic nickname given to him, perhaps none would serve better than "the Bard of L Street Bathhouse". That's because such a monicker would combine two of George's greatest loves--Shakespeare and Boston. Explanation--George, a Boston College graduate of 1947, has read every published work of Shakespeare, the Immortal Bard, at least twice.

So much for Shakespeare. But, what in the world is the L Street Bath House? With the answer lies an essential characteristic of George who is the quintessential Boston Irishman.

The L Street Bath House is uniquely Bostonian. It's a stretch of sandy beach overlooking the Atlantic Ocean. Established 1933 by Mayor James Michael Curley, the Bath House is a public facility for swimming. So what? The beach is segregated for men and women. The men usually wear only a cloth "fig leaf". So much for the stories about being banned in Boston.

Leading Bostonians belong to the Bath House, located in South Boston, and it is the source of many of George's most humorous tales.

Before deciding that George is somewhat of a character, be advised that in addition to being one of the company's leading sweetener salesmen with more than 26 years with Staley he is also a member of one of Irish Boston's most respected families. George captained the 1945 BC football team. One brother was a Monsignor. Another was an assistant director of the FBI. Yet another was an Air Force colonel. Another brother is a self-employed artist and designer, and yet another was an assistant attorney general of Massachusetts.

Additionally, George's father, although he never entered politics, provided a temporary home for thousands of Irish immigrants over a 40-year period. Small wonder then that George is immediately recognized and welcomed when he enters a restaurant such as Jimmy's, the favorite of the Kennedy's.

Distinct advantage

"I believe my familiarity with the New England area gives me a distinct advantage in representing Staley," says George.

George covers a six-state area with Boston being the major metropolitan center.

On the move



G. Sakata



P. Richmond

INDUSTRIAL

LISA HELM from accounts payable clerk to service payable clerk, industrial products control

CONSUMER

MARGARET BEDNARZ from production control specialist to buyer, manufacturing, consumer products

DORIS FLOYD from cost budget analyst to production control specialist, manufacturing, consumer products

CORPORATE

CONNIE ALBRIGHT from clerk typist engineering, to communications clerk, corporate engineering

AL MORGAN from food technologist to senior bakery specialist, food products, R&D

PATRICIA RICHMOND from food technologist to lab head, new food products, food products R&D

GARY SAKATA from computer programmer to supervisor, cash management, financial

MARGARET BOYCE, computer operator trainee to computer operator, corporate information systems

The same enthusiasm with which George approaches literature is a hallmark of his attitude towards all his projects.

He has used his extensive training--including special Jesuit mentors at Boston College where he worked in the priests' residence hall--to develop a keen mind, thirsty for any knowledge that will contribute to his sales skills.

And while he believes that his extensive reading has helped him develop many of the personality characteristics essential to a successful sales effort, he hasn't overlooked the other essential ingredient--knowledge of Staley, its products and product applications to a customer's particular needs.

While he is known to his customers for the service he offers, George is also a favorite because of his extensive literary background which he calls on as he takes the fabled Irish ability for verbal expression and translates it into humorous verse or stories.

Oh yes, George is also known for possessing a fine singing voice. And therein lies one of his more unique tales of the L Street Bath House.

It seems that one of George's clients shared the skepticism of many non-Bostonians about the Bath House and had to see it to believe it. So George arranged a visit (fully clothed).

While there, some of George's friends recognized him and asked him to sing. It was an opportunity that could not be passed up. Soon, George was surrounded by the heads of universities and businesses in Boston (many of whom George admits he did not recognize sans clothing).

Others joined in the singing and soon George was leading the group in the songs of South Boston and of the Emerald Isle. The astonished customer later told George it was one of the most "unique" sights he had ever witnessed. George swears the story is true, but adds that any Irishman worth his salt has a little bit of Blarney in him.

There's no Blarney, however, about George's love of the classics. In addition to the humorous verse he has written, George has also composed a delicate and moving sonnet to his wife of 28 years. It would have made Shakespeare proud to know the respect he sparks in a 20th century first generation Irish-American.

Modern authors don't escape George's attention, however. One of his favorites is the late P. G. Wodehouse, noted English humorist. George corresponded with Wodehouse frequently, a habit started one evening when one of his sons, then a baby, cried throughout the night and kept George awake. What else to do but to turn to one of Wodehouse's books to pass the evening.

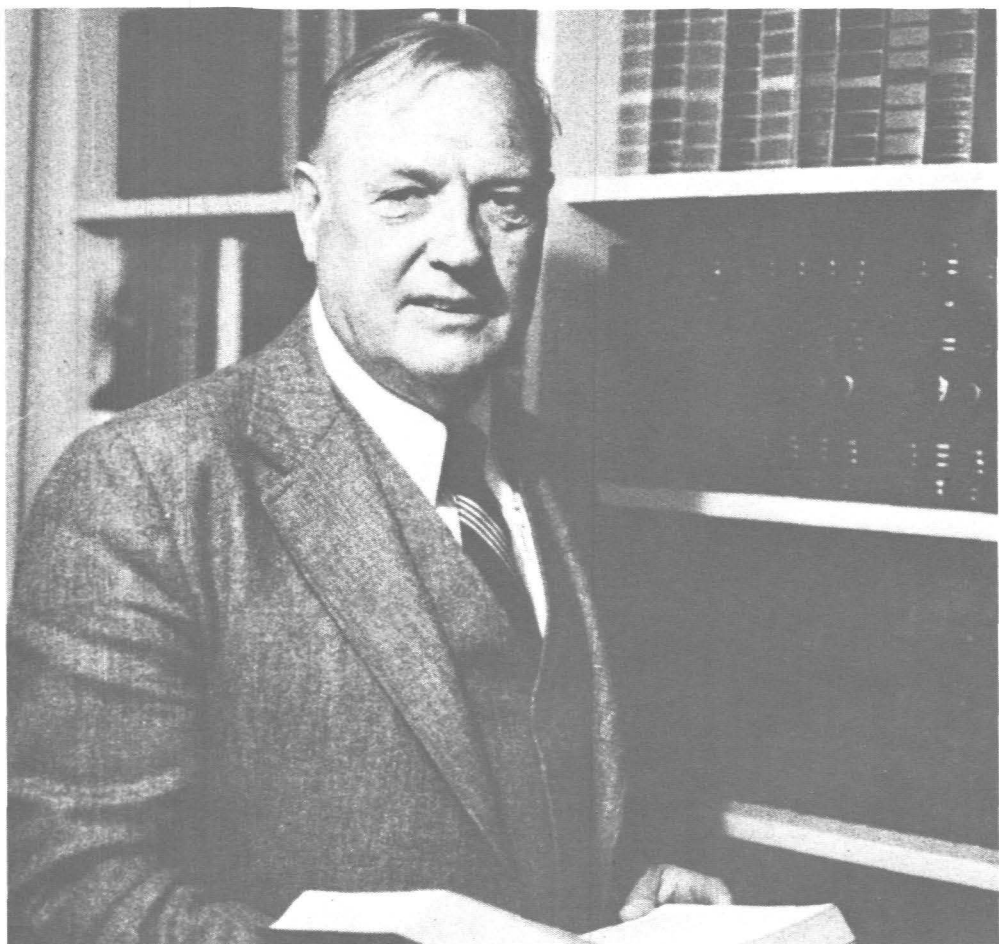
He read until the morning hours when he felt inspired to write to Wodehouse telling him how much he enjoyed his works--and describing the situation with the baby which had kept him awake. Wodehouse responded and wrote George frequently, thereafter.

'What's my line'

Another correspondent was John Daly, television commentator and host of "What's My Line." Daly was a BC grad like George, and George turned to the L Street Bath House to relate another story via a letter. Daly responded, adding that he had many warm feelings for South Boston and fond memories of the L Street Bath House.

George is a writer himself. His verse includes not only the previously mentioned sonnet to his wife, but lighter verse, including an introduction of Chairman Donald E. Nordlund at a meeting of customers in New York, and a tribute to the "Angels of Langhorne"--Elaine Beaumont, Fran Kelly and Sherri Loth, who were also the subject of a Staley News feature.

Aside from Shakespeare, George's favorite writer is Scottish poet Robert Burns. And to hear George discuss works of other poets, one quickly realizes that the same person who is telling the funny stories and singing



George Donelan utilizes his knowledge of the classics in the sales world. A 26-year veteran with Staley, George's family has deep roots in the Boston-Irish community.

the songs of Boston's Irish community is a sensitive human being.

It's a sensitivity that he carries over to his job. He has held a variety of sales and marketing positions with the company, and there's no doubt that after his loyalty to family, church and Boston, Staley ranks next.

George Donelan--Bostonian, Irish, Staley manager--he's a unique combination, a fact

which he recognizes when he characterizes himself as of the "Old School" of salesmen whose personalities have eluded careful definition in what is sometimes the faceless world of large corporations.

We agree, George, but hopefully this look at the human side of a veteran in the field will serve as a poignant reminder that the people who work for a company have a warm and human side. . .and that's what gives Staley an unbeatable competitive edge.

Four new extenders for use in cocoa powders

Staley has introduced four extenders for cocoa powder that offer significant savings to food processors.

The new products replace 50 percent or more of the cocoa powder normally used in a food product on a pound-for-pound basis with no change in normal storage, handling or processing procedures.

Designated "Staley Extender No 831", "832", "931", and "932", these extenders contain modified food starch, soy flour and partially saturated vegetable oils--soybean, palm and cottonseed.

Staley extenders 831 and 832 additionally have artificial and natural flavorings and artificial color to provide not only the color and flavor but also the functional characteristics of natural and Dutched powders respectively, assuming typical cocoa fat contents of 10 percent to 12 percent.

Each product is geared to a segment of food processing. For instance, No. 831 functionally and visually replaces natural cocoa powder in non-baked applications such as ice creams, chocolate drinks, puddings, confections, frostings and cereal coatings.

Extender No. 832 replaces Dutched cocoa powder in baked items such as Devil's Food cake, chocolate snack cakes, cookies, doughnuts and brownies.

Extend 931 and 932 are said to be functional replacements for natural and Dutched powders, but do not contain coloring or flavoring agents, and, therefore, are characterized as permitting greater flexibility in formulating individual color and flavor requirements.

Developmental work on the extenders started approximately six months ago. The formulation was the result of research comparing the functions of cocoa with that of Staley products.

Following that, the food applications group under the direction of Dr. Carl Hastings, sought a combination of Staley ingredients that most closely approximate the functionality of cocoa powder.

Jim Kimberly, associate food technologist, headed the effort; Al Morgan, senior bakery specialist, food products, R&D, assisted with the bakery formulas, and Jim Ball, technician, R&D, assisted in developmental work.

700 on hand at retirees annual dinner

Seven hundred retirees and guests were on hand Oct. 28 at the Masonic Temple in Decatur as the Staley Retirees Association held its second annual dinner. The annual meeting is for retirees only. Formerly, retirees attended the Service Awards Dinner, but the increasing number of employees eligible for awards and the growing number of retirees made such joint attendance impractical.

Earl Beals, new president of the Association, acted as master of ceremonies for the evening. Chairman Donald E. Nordlund spoke to the group about the results of fiscal 1977.

Mr. Nordlund also thanked the group for not only its past contributions to the company, but pointed out how the skills imparted to Lafayette employees originated with the retirees. He also mentioned that the new Lafayette employees were "to a person" impressed with the spirit of the Decatur and Morrisville employees who assisted in the startup (see page 2 story).

"I know that this spirit of loyalty and dedication has its roots with you seated here tonight," Mr. Nordlund told the retirees. "I want to thank you for the example you have set."

Staley News

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

Manager, Employee Communications Dan Hines

Manager, Visual Communications Lee Jeske

Lab shows customer how to get bugs out

For at least one department in Staley, getting the "bugs" out of operations is a continual process. It's the microbiological department which makes regular checks to insure against the growth of foreign bacteria in a host of Staley products.

A recent example of the effectiveness of the group was provided when a customer complained about yeast growth in IsoSweet shipments it was receiving.

Jim Keyes, senior microbiologist, took tests of the next outgoing shipment to the customer, while Faye Valentine, assistant microbiologist, journeyed to Chicago to take a sample of the same IsoSweet as it was being unloaded. The result clearly indicated that the high fructose shipped from Decatur and received in Chicago was "clean", as was the slate of Staley and the trucker.

That left only the customer. A check of his operations revealed that some significant changes in the handling and storage of the IsoSweet after shipment were in order, and the microbiological department of Staley made a series of recommendations which was implemented by the customer.

In a memo summarizing the situation and the Staley recommendations, the customer noted that he was "pleased with Staley's quick attentiveness to the situation." That's the type of service that keeps Staley sweetener sales the tops in the field.

New company to market consumer items in Mexico

Staley has joined with two other corporations in the forming of a new company to produce and market a complete line of

consumer products in Mexico.

The other companies are Mexican--ALMEX and Moctezuma Breweries. ALMEX is Staley's corn wet milling affiliate in Guadalajara, Mexico, formed by a partnership with Moctezuma.

Formation of the new company--PROMESA (promise in English)--allows the introduction of an expanded consumer product line. Last year ALMEX introduced Maciete corn oil. PROMESA will market Maciete, as well as Cremaize (cream corn starch), which is scheduled for introduction in December.

These are only the first two products in the PROMESA line, and there are definite plans for more products to be introduced later. PROMESA will continue to buy its crude corn oil from ALMEX for refining and bottling. The starch will also be purchased from ALMEX for Cremaiz.

Apprentices learn, perform service

Learning by doing is offering a group of Staley apprentices a unique opportunity to help the Decatur school district.

The second-year millwrights at Decatur put away the textbooks to devote time to working on a concrete ramp at Eisenhower High School. The school provides the materials while the apprentices provide the labor and skills.

The class, Concrete Form and Framing, is taught by Don Carroll, a retired foreman in the millwright shop. Class members are Tom Mechtoldt, Mike Griffin, Terry Marvin, Tommy Pounders, Donald Davis, Donald Hall, Jerry Sumner and Dave Zickerman.

The job is expected to be completed in November. John Kaczmarek, supervisor, manufacturing training, cites the effort as a new emphasis put on "learning by doing" in the apprentice program. "Texts are fine, but you can't beat 'hands on' experience," he says.



Barges loaded at St. Louis or Granite City will make the journey down the Mississippi where they will be unloaded to waiting boats for export shipment.

Staley starts transporting via barges to New Orleans

In a move that will increase the marketing flexibility for soy meal, the agriproducts group has contracted for a fleet of barges to transport product from inland ports--Granite City, Ill., and St. Louis--to New Orleans.

Previously, the company had sold such products exclusively on a land-to-land basis. Purchasers then would load barges for shipment to New Orleans, the launching point for overseas shipments.

Staley's decision to enter the barge

business comes after an extensive study which indicated that using barges would allow the company great flexibility in reacting to price fluctuations. The long term effect offered by allowing the company greater control of its grain shipments should be increased profitability.

The company is also considering exporting soy meal for sale directly to overseas customers rather than selling it to shippers in New Orleans.

61 mark anniversaries

45 Years

ELVIN BAHLOW, foreman-lubrication, industrial manufacturing

40 Years

MARTIN THOMPSON, senior mechanic, Satellite 1
H. O. WILLIAMS, operator, Champaign plant

35 Years

ROGER READ, merco department, 6 building
MELVIN FUNK, JR., utility labor leadman, 20 building
ROBERT MILLS, rigger leadman, riggers
DONALD WHITE, senior mechanic, I&C
THOMAS MURRAY, senior analyst, 60 building
FRANK GASKELL, JR., lead operator, 111 building
JACK MCADAMIS, senior mechanic, electric
JOSEPH MILLER, air compressor operator, 2 building
CHARLES LEFRINGHOUSE, shift foreman, engine room, industrial manufacturing
HARRY UTTERBACK, shift foreman, extraction, agriproduction
PAUL IMEL, office manager, maintenance, industrial manufacturing

30 Years

HAROLD RICHARDS, building foreman, 12-26, industrial manufacturing
NORMAN UHLER, senior mechanic, machine
CLIFFORD WILSON, merco operator, 6 building
ELMER FORD, converter unit operator, 20 building
GALEN HERSHBERGER, roof equipment operator, 9 building
DEAN DURBIN, janitor, 59 building

25 Years

ROTH BREWER, power sweeper, 52 building
WILLIAM HARMON, trailer operator, transfer
ERVIN RUNION, cleaner, 52 building
LEON FORNWALT, relief clerk, maintenance, industrial manufacturing
GEORGE ALBERT, service labor, 45 building

WILLIAM FREEMAN, JR., converter A

operator, 16 building
JAMES COLLINS, transfer helper, transfer
JAMES CREEK, dryer operator, 9 building
OSCAR CURRY, analyst senior, 60 building
HARLAND DRAKE, mixer operator, 12 building

20 Years

JOHN STEHR, director/development, consumer products
ROBERT POPMA, senior environmental engineer, corporate engineering
MARTIN SEIDMAN, group leader, syrups & fermentation, engineering R&D
CARL MOSS, quality assurance manager, Champaign plant

15 Years

DAWN DRURY, cashier, corporate financial
GEORGE PEACOCK, JR., operating supervisor, Champaign

10 Years

FRANK DAVIS, shift foreman 12-26 industrial manufacturing
RICHARD FISHER, director, manufacturing, agriproducts
JACKIE DORMAN, secretary, labor relations, industrial manufacturing
WILLIAM DUNN, maintenance superintendent, Houlton
LILA BAY, labor production coordinator, agriproducts
HARRY CANTOR, manager/chemical specialties, industrial
DAVID DANIELS, 3rd year apprentice, tin shop
GLEN FUNK, 3rd year apprentice, machine shop
DAVID GARRETT, operator, 111 building
RICHARD LAUBER, utility labor, 77 building
TERRY MARVIN, apprentice, 2nd year, millwright
WARDIE SAIN, east end operator, 12 building
STEPHEN BROWN, drier building cleaner, 28 building
THOMAS SPARKS, utility leadman, 44 building
MICHAEL WAINSCOTT, 3rd year apprentice, pipe
DAVID WATTS, senior mechanic, millwright
MARK HAMMER, 3rd year apprentice,



E. Bahlow



R. Read



D. White



T. Murray



J. Miller



H. Utterback



H. Richards



D. Durbin



L. Fornwalt



G. Albert



W. Freeman



J. Collins

sheetmetal
CLARENCE ANDERSON, sta size leadman, Houlton
A. M. GABINO, fork lift operator, Cicero plant
C. L. WEST, maintenance, Champaign plant

5 Years

ROBERT BEHENNA, supervisor rail/materials services, consumer products distribution
LISA HELM, senior payable clerk, industrial products, control
CAROL MOOMEY, medical secretary, industrial relations
MARY JONES, secretary to manager-chemical specialties, industrial products
J. PENA, utility worker, Cicero plant



J. Creek



O. Curry



H. Drake

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