

Employees, Dependents Can Win \$2,350 in Sweepstakes

1970 Earnings Show Increase; Record Sales

The Company reports net income of \$8,403,000 or \$3.17 a share on record sales of \$306,647,000 for the year ended September 30, 1970.

This compares with net income of \$8,254,000 or \$3.12 a share on sales of \$297,582,000 for the prior year.

Chairman A. E. Staley, Jr. said the increases are particularly noteworthy in that they were accomplished despite a 12-week labor strike at the Company's Decatur, Illinois, main processing center beginning July 22.

Mr. Staley noted that, in "a remarkable accomplishment," the Decatur complex was run at near-capacity levels by salaried employees for most of the strike period, thus minimizing the financial impact and preserving a year-to-year increase.

Net income for the fourth quarter strike period was \$2,134,000 or \$.80 a share, compared with \$2,502,000 or \$.90 a share for the prior year. Sales were \$71,113,000 compared with \$77,105,000 for the previous year.

Mr. Staley attributed the overall results for the year to a combination of strong world demand for protein and oil, continued gains in the Company's diverse food ingredients business, and another record year on the consumer level.

Looking ahead, Mr. Staley said management anticipated continued growth in fiscal 1971, on good demand projections in foods, agriproducts, and general industrial markets, along with consumer lines.



Turn Your Consumer Products Ideas into \$\$\$
Mrs. Dorothy Allen, Wife of Decatur Electrician Ivan Allen, Shows How It's Done

IdeaSearch Aimed at Consumer

Staley employees and their husbands and wives can win up to \$2,350 for submitting a successful idea on a new consumer product in "Idea Sweepstakes", a new contest starting later in December.

Here's how the "Sweepstakes" works. Using the official entry form (that will be available at your location) jot down and submit an idea for a new consumer product. Your idea will be evaluated on four plateaus. Each time it successfully passes a plateau, you will win a cash award and become eligible for another plateau and more cash awards.

The first plateau is initial screening by a New Products Committee in Cicero, Ill., headquarters for the Staley Consumer Product group. If your idea passes the initial screening and is sent to some form of consumer research, you win \$100.

The next plateau—and a big one—is confirmation in consumer research that your idea has genuine consumer appeal. If your idea passes this plateau, you win an additional \$250.

The third plateau is the product development and final consumer testing stage. Here your idea is investigated to see if it can be turned into reality. If this plateau is successfully negotiated, you win an additional \$500.

Test marketing is the final plateau. Here your product will actually be packaged and sold in selected supermarkets. Repurchase habits, among other things, will be statistically measured. This testing generally takes 6-12 months. If, during test marketing, the consumer says "yes", your idea will go to final test marketing, and you could be the winner of an additional \$1000.

In addition, you may win \$500 bonus for successfully naming the product.

So start thinking about suggestions for "Idea Sweepstakes." And when the entry blanks are distributed in your location in December, you'll be ready to shoot for the \$2,350 jackpot!

Start-Up Due This Month At New Argentina Plant

CHACABUCO, Argentina—After four years of preparation, the Company's new corn refining plant here is scheduled for its start-up and shake-down period this month.

General manager John Shroyer and his staff have everything in order for the Company's first South American venture to begin turning out a variety of starches, corn sweeteners, and animal feed ingredients from corn grown in Argentina. The products will be marketed mainly in Argentina with sales also planned for other international markets. Marketing manager Peter Schuster and technical manager Arturo Sramek have been busy introducing the Staley product line to potential customers.

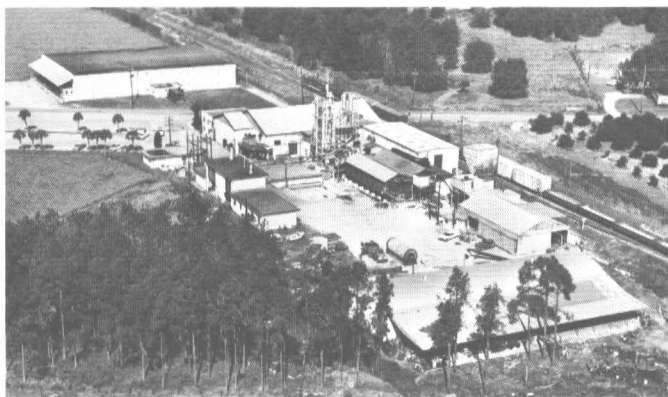
Although attention is now focused on start up, thousands of hours of preparation have al-

ready been invested. Project engineer Cliff Reynolds and civil engineering supervisor Frank Shaw, both on temporary assignment, have supervised the construction at the 38-acre site since May, 1969, when they relocated to Chacabuco from Decatur.

Plant manager Godfrey Thomson and production supervisor Benito Garcia, both native Argentines, are readying men and equipment for the start-up. The two recently completed an extensive training program at Decatur and Guadalajara, Mexico and returned to Argentina to prepare for start-up.

In addition to the regular crew, several Decatur personnel will be on hand for the shake-down. Included in this party are Allen Koleff, manager, technical services—international; George

Turn to Page 4.



*Redd Orange Concentrate Plant (Center of Picture)
 Griffin Freezers (Just Across the Road)*

STALEY PURCHASES CITRUS CO.

CICERO, Ill.—The Company has agreed to purchase a citrus laboratory, plant, and freezer in central Florida.

The citrus complex includes Redd Laboratories, Inc. of Safety Harbor (near Clearwater), the Redd Orange Concentrates Inc. plant at Lakeland, and Griffin Freezers, Inc. at Lakeland.

In announcing the agreement, Chairman A. E. Staley, Jr. said the Company's principal interest in the Redd operations re-

volves around "some rather intriguing technology in the areas of citrus processing."

Mr. Staley noted that the addition of citrus products further broadens the diverse Staley food ingredients interests, and adds a quality-controlled source for the Company's Wagner line of fruit drinks.

Turn to Page 3.

See
 Next Month's
 Staley News
 For More Details
 on Sweepstakes

SERVICE ANNIVERSARIES

45 Years
A.E. STALEY, JR., Chairman, August 1

35 Years
CHARLES KURTZ, JR., Industrial Products, August 1

30 Years
GLADYS SCHAHRER, Sewing Room, August 20

25 Years
ARTHUR BANKS, Thin Boiling Starch, August 21
JAMES BECKMEIER, Oil Refinery, August 22
HAROLD BUCKNER, Starch Shipping and Packaging, August 25
HUGH CONNOR, Control Lab., August 17
TOM CURRY, JR., Elevator C., August 17
BOSE GOAD, Grocery Products, August 30
OBIE HARLOW, Boiler House, August 27
HOWARD HAWTHORNE, Industrial Manufacturing, August 24
HUBERT JOHNSON, Boiler House, August 1
LAWRENCE MILLER, Feed House, August 25
PAUL MROTZEK, Industrial Manufacturing, August 25
CHARLES PARKS, Storeroom, August 21
SOLOMON ROBBINS, Elevator C., August 24
HENRY ROBERSON, Boiler House, August 23
WILL ROBERSON, Millwrights, August 2
ROSE ROZANSKI, Corporate Information Systems, August 20
CLIFTON TAYLOR, Satellite Shop—East End, August 6
FRANK WOOD, Starch Shipping and Packaging, August 17

20 Years
ALFRED AYDT, Starch Shipping and Packaging, August 18
GEORGE CANADAY, Grocery Products, August 15
ROBERT DOTY, Starch Process, August 14
ROBERT ELLEGOOD, Machine Shop, August 14
PHILLIP FINFROCK, Storeroom, August 31
ARTHUR LEACH, Elevator C., August 15
GAREY LOEB, Yard Ground Track, August 17
CHARLES MARTIN, Administration Building, August 14
CARL MINTON, Millwrights, August 14
ROBERT NEWCOME, Extraction Plant, August 17
PAUL REVER, Pipe Fitters, August 14
LEVANDER ROBINSON, Brick Masons, August 15
ROBERT RODGERS, Pilot Plant, August 14
RICHARD SLOAN, Garage-Service Drivers, August 18
MAX TAITEL, Staley Chemical, August 14
RICHARD WARNER, Starch Process, August 17

15 Years
ROBERT BANDY, Instrument and Control, August 30
FRANK BURKE, Staley Chemical, August 1
JERRY CORWIN, Dextrose Hydrates, August 19
THOMAS EGGERS, Industrial Products, August 16
THOMAS FREEMAN, Modified Starch Dryer, August 26
HAROLD GRAVES, Corporate Engineering, August 1
BEN HACK, Mill House, August 26
JERRY HALL, Brick Masons, August 19
RUSSEL HELTON, Instrument and Control, August 31
GARY HOPKINS, Brick Masons, August 26
CARL MERRIMAN, Tractor Operator, August 24
VERNON MEYER, Boiler Makers, August 16
DONALD REYNOLDS, Machine Shop, August 17
CLARENCE RUNYEN, Yard Department, August 26
RAY VIRDEN, Feed House, August 24
SHERREL WHITE, Machine Shop, August 19

10 Years
WILLIAM CHILDS, Staley Chemical, August 19

MYRNA KIRCHHOEFER, Corporate Information Systems, August 29
LOUISE MAZZA, Staley Chemical, August 8
MARY PAXTON, Corporate Information Systems, August 22
LINDA VAIL, Administrative Division (Consumer Products) August 22

35 Years
GLEN GRANT Elevator "C", September 19
THERAL PRITTS, Sheet Metal Shop, September 18

30 Years
LYNN QUICK, Machine Shop, September 16

25 Years
HOYT COVERSTONE, corporate engineering, September 1
LEO EDWARDS, Agriproducts, September 26
PAUL JELKS, Machine Shop, September 13
BONNIE JESS, Corporate Information Systems, September 10
CHARLES LYNCH, Administration Building, September 25
JOHN MALCHOW, Boiler Makers, September 4
EDWARD MARSHALL, Elevator "C", September 19
RALPH McCLINTOCK, Elevator "C", September 19
CHARLES MILLER, Feed House, September 25
JAMES OOTON, Control Lab, September 27
THOMAS POUND, Industrial Manufacturing, September 17
CARL TOMLINSON, Storeroom, September 28

20 Years
GEORGE BAUGHMAN, Starch Process, September 6
FLOYD BLAIR, Syrup Refinery, September 8
STANLEY BLAIR, Oil Refinery, September 5
DALE BORN, Pipe Fitters, September 19
JAMES BROWN, Industrial Manufacturing, September 18
WILLIAM CARR, Modified Starch Dryer, September 5
THOMAS COOPER, Modified Starch Dryer, September 14
RALPH DAVIS, Starch Process, September 6
CLYDE DORAN, Steep House, September 14
WALTER FISHER, Industrial Products, September 11
WILBERT FORREST, Thin Boiling Starch, September 18
GEORGE FORT, Extraction Plant, September 21
CLIFFORD GEPHART, Dextrose Hydrates, September 1
LEROY HAAS, Syrup Refinery, September 7
HENRY HACK, JR., Thin Boiling Starch, September 13
ELGIN HAWTHORNE, Steep House, September 21
CLOYD HUPP, Feed House, September 11
JAMES JACKSON, Mill House, September 11
FRED JOBE, Storeroom, September 5
WALTER KUIZINAS, Boiler Makers, September 1
DARRELL LIVESAY, Grocery Products, September 13
DALE McCLOURE, Machine Shop, September 5
BILLY PASLAY, Industrial Manufacturing, September 13
DONALD SAPP, Pipe Fitters, September 7
LORRAINE SHARP, Research and Development, September 12
ALBERT SHEETS, Extraction Plant, September 18
BILL SORAN, Thin Boiling Starch, September 14
GLEN SMITH, Machine Shop, September 5
ROBERT STINE, Grocery Products, September 13
DARWIN WENDEL, Instrument and Control, September 12
RANDALL WHICKER, Industrial Manufacturing, September 1
JOHN WILLIAMS, Agriproducts, September 5
MERLE WILLIAMS, Yard Department, September 1

15 Years
DELMAR CARTER, Yard Department, September 15
JERRY ELLIS, Boiler Makers, September 23
ROBERT HULL, Yard Department, September 21
JAMES INGOLD, Syrup Refinery, September 16
JAMES KELLY, Industrial Products, September 6
LAWRENCE MERCER, Plant Protection, September 21
DONALD MUSICK, International Division, September 9
ILMAR PALM-LENDS, Corporate Engineering, September 29
RICHARD PURCELL, Consumer Products, September 26
DANIEL SPICER, Starch Shipping and Packaging, September 21



Don Ballard Arthur Banks



Elzie Lourash Elmer Luallen



James Beckmeier Don Bledsoe



Charles Lynch Larry Miller



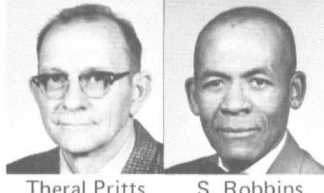
Herbert Cochran Hugh Connor



Paul Mrotzek John Paczak



Hoyt Coverstone Tom Curry, Jr.



Theral Pritts S. Robbins



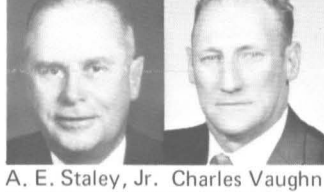
Hiram Guyse Obie Harlow



Rose Rosanski Cedric Rybolt



H. Hawthorne John Higgins



A. E. Staley, Jr. Charles Vaughn



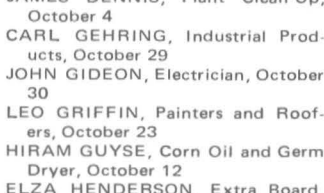
Paul Jelks Hubert Johnson



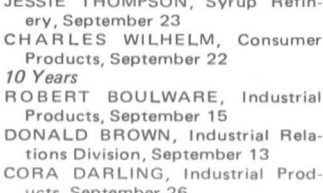
Al West Frank Wood



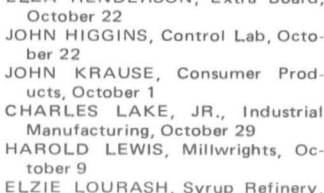
John Krause Bob Lighthall



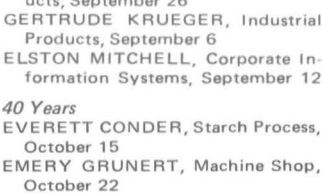
JAMES DENNIS, Plant Clean-Up, October 4



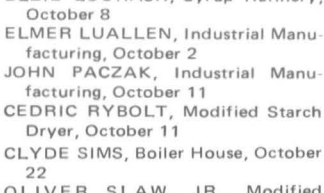
JESSIE THOMPSON, Syrup Refinery, September 23



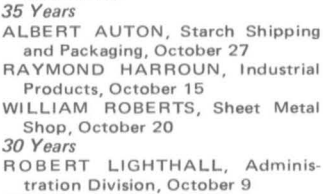
CARL GEHRING, Industrial Products, October 29



CHARLES WILHELM, Consumer Products, September 22



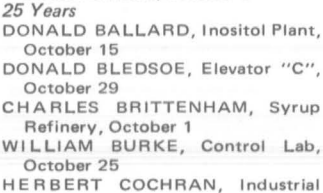
JOHN GIDEON, Electrician, October 30



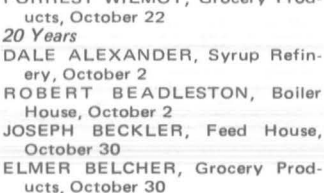
ROBERT BOUTWELL, Industrial Products, September 15



LEO GRIFFIN, Painters and Roofers, October 23



DONALD BLEDSOE, Elevator "C", October 29



HIRAM GUYSE, Corn Oil and Germ Dryer, October 12

CECIL BLANCETT, Control Lab, October 24
THOMAS BURCHAM, Bulk Syrup, October 16
LYLE BURGESS, Oil Refinery, October 11
DUANE BUXTON, Elevator "C", October 23
CHARLES COX, Control Lab, October 19
ROBERT ETHELTON, Industrial Manufacturing, October 4
IVAN FINFROCK, JR., Pipe Fitter, October 3
THEODORE GARRETT, Oil Refinery, October 2
JOE GRAYNED, JR., Elevator "C", October 16
WAYNE GROTTJAN, Industrial Manufacturing, October 3
ROBERT HACKL, SR., Grocery Products, October 17
CLARENCE HARVEY, Steep House, October 31
CLARENCE HEDGES, Elevator "C", October 3
BOB HEISERMAN, Extraction Plant, October 4
HOWARD HOLLINGSWORTH, Starch Process, October 31
WILLIAM HOOPER, Industrial Manufacturing, October 3
DONALD HOOTS, Feed Packaging, October 11
RICHARD HOYT, Agriproducts, October 2
HARRY JACKSON, Elevator "C", October 18
JAY JOHNSON, JR., Pipe Fitter, October 3
LEROY LAMB, Inositol Plant, October 4
GEORGE MARTINA, Garage-Service Drivers, October 2
ROLLAND MILLER, Control Lab, October 30
RICHARD MOORE, Starch Process, October 31
WILLIAM SALEFSKI, Starch Shipping and Packaging, October 4
JOSEPH SCHWARTZ, Yard Department, October 11
BURTON SMITH, Industrial Products, October 17
ARCHIE STURGILL, Feed House, October 24
CARL TERNEUS, Elevator "C", October 17
JAMES WAGNER, Grocery Products, October 17
IVAN WILLIAMS, Elevator "A", October 30

15 Years
CHARLES FISHER, Yard Department, October 14
ROBERT HARMEIER, Grocery Products, October 14
JOHN HOWE, Oil Refinery, October 14
PAUL JOYNT, Syrup Refinery, October 13
FLOYD SEELOW, Inositol Plant, October 14

10 Years
RAY ASHLEY, JR., Corporate Engineering, October 17
WILLIAM BOMBALL, Research and Development, October 26
MERLIN LANDGREBE, Mill House, October 7
ROBERT MAYBERRY, Corporate Information Systems, October 7
NANCY RICHARDSON, Industrial Products, October 3

Mahnen Joins Staley/Graphics

Jack Mahnen has joined Staley Graphics as national sales manager.

Mahnen had been associated with RCA, Graphics Systems, as central district sales manager, based in Toledo, Ohio. He has also been employed in sales capacities with S c h a w k Jack Mahnen Graphics, Chicago; Tri-Litho Plate Co., Detroit and has 17 years experience in the graphic arts industry.



A graduate of the University of Toledo, Mahnen received a B.B.A. degree, majoring in marketing and sales management.

In his new position with Staley/Graphics, he will be responsible initially for marketing and sales of the firm's COLEX 520 pre-plate proofing system.

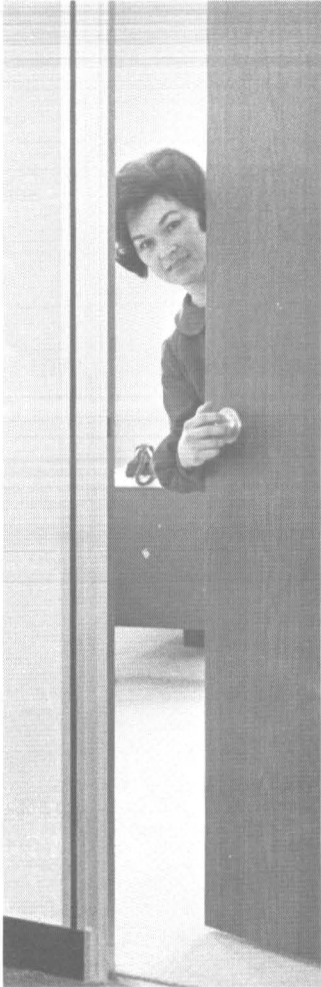
Mahnen will be located at Staley/Graphics' headquarters in Columbus, Ohio.



The Staley News is published monthly for Staley employees by Corporate Public Relations, Decatur. Manager, Employee Communications . . . Gerry Chatham Chief Photographer L. J. Jeske Assistant Photographer . . Roy Enloe

What's Behind This Door?

See Story Below



Dixie Hedden
Opens the Door

Decatur's Year-End Safety Report Shows Fewer Lost-Time Accidents

Lost-time injuries at Decatur were down, but the severity rate was up, according to the year-end safety report.

This past fiscal year there were 25 lost-time accidents as compared to 31 the previous fiscal year. However, due to the severity of some of the 25 accidents, the severity rate jumped from 147 to 568.9.

"The decrease in our lost-time accidents is significant," director of Safety Don Brown said. "It shows an increased awareness by our foremen and their men."

Two sections were singled out for special praise by Brown. "Both Maintenance and Shipping Inspection showed a decline in lost time accidents and severity rate," he said. "Maintenance did a particularly good job in reducing its lost-time accidents by 33% (from 12 to eight)."

Decatur's disabling injury rate, an industry standard for measuring accidents according to frequency and severity, was 2.55. According to Brown that figure will probably be the lowest among 13 corn processors throughout the nation.

In summing up the year-end report Brown said, "As we enter the new fiscal year each department starts with a clean record. Let's keep it that way."



If you
don't do it,
it won't
get done.

GIVE THE UNITED WAY



This Is How the Renovated General Office Area Looks on 5-E



It Looks Modern
Sue Attaberry, Norville Williams

First Group Moves Into Newly Renovated Wing

Despite some recent setbacks, the air-conditioning and renovation of Building 62 will be completed in time for employees to enjoy cool air and the new working areas by next summer.

The projected completion date has been estimated to be July, 1971 by project engineering supervisor Charles Harris. That's a month later than the original completion date.

"We've had some problems in getting all the equipment together for this major undertaking," Harris explained, "but if everything goes according to schedule, the project will be completed by next July."

The first wing, 5-E, was reoccupied October 30. Reoccupation of 4-E is scheduled for

mid-November. And work has already started on 3-E. Employees on 2-E will move to an interim location when 4-E is re-occupied.

"Although we're running slightly behind schedule now, we hope to pick up time as the project progresses," Harris explained.

Harris said that whenever a wing is completed, it will be fully air conditioned and heated. "We won't have to wait for the entire project to be completed before the air system is operational on those wings that are completed," he said.

In addition, Harris said that the interim working spaces assigned earlier will, for the most part, remain the same.

Trudi Says "Goodbye"

Gertrude Hebert has seen a lot of changes at Staley since 1925 when she addressed envelopes and wrote form letters for order services.

She saw the administration building constructed, and was one of the first to occupy it in April 1930. She saw the viaduct constructed. She saw the new Research Center take shape.

But despite all the changes, Trudi maintains one thing stayed constant — the people.



Gertrude Hebert

"I met some of the most wonderful people in the world working for Staley," Trudi said on her retirement day, Oct. 30. "I regret only that the Company grew so big that I didn't get acquainted with each of them like I was when we seemed like one large family."

At her retirement, Trudi was the senior female employee with the Company from point of service. She had worked 45 years and four months.

Retirements

Edward Weiland, design engineer, July 31
Reedus Estes, senior research chemist, August 31
Almerin Turner, group leader syrup development, August 30
Lynn Hettinger, plant bacteriologist, August 31
Eimer Kuster, grocery products territory manager-AA, August 31
Hollise Hise, director of purchases, September 30
Ella Yates, communications operator, September 30

Art's the Thing for Staley Chemical Employees

By Marie Roche
Personnel Manager,
Staley Chemical

KEARNY, N.J.—The ability and talent of Staley Chemical employees is certainly not confined solely to their work, as a visit to these New Jersey facilities will reveal. And Greenwich Village is not alone in its artistic claim to fame.

Bea Mascarini is one of these talented people, both on and off the job. Her 8:30 - 5:00 hours (and oftentimes beyond) are spent in assisting the Control Group in its Accounts Payable function, in addition to many varied general accounting tasks. Bea was an employee of the Newark Leather Finish Company, acquired by Staley in 1968.

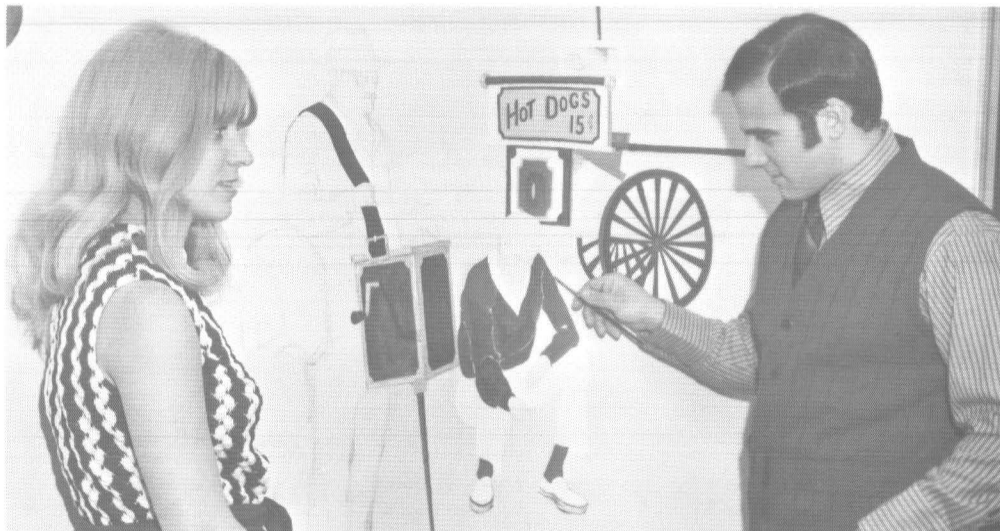
She was one of the several gals then working at NLF, who helped to make the transition both smooth and pleasant. Her involvement then and now, in many diverse functions also overflows into her non-working hours.

Work day over, we are most likely to find Bea re-decorating her home, taking various art courses (both in oils and water colors), or deeply involved in varied and sundry sewing or wood art projects. Time certainly doesn't hang heavy on this gal's hands.

Her Art's Not for Sale

Several weeks ago, the West Hudson Festival of Art, for professionals and amateurs held an exhibit at Riverbank Park in Kearny. Eighty artists, exhibiting all phases of art form were represented. Bea had several art pieces on display, ranging from oils to wood art, and many favorable comments were received. One of her pieces, an abstract of string and wood, was a particular favorite at the Kearny office and a great deal of activity was created in attempts by fellow employees to find a title for this work.

It's been about 4½ years now since Bea first began her interesting hobby and although she has had a number of offers to purchase her works, she has chosen to part with them only as gifts. One of her paintings, a blue sea scape, is now gracing



John Cifelli and His Wife Work on Mural in Their Kitchen

the accounting office wall, as her contribution to the beautification program of the Kearny facilities. She says that maybe someday she may feel like selling some of her works and we who admire them so much, certainly hope so.

Another member of our talented team is John Cifelli, color matcher in our leather area. John has had quite a background in art. It had been his ambition to one day enter the professional art world, and he enrolled in a three year full time program of Fashion Illustration at Newark School of Fine and Industrial Arts. In order to assure completion of his studies, he joined the National Guard and, much to his dismay, was called to active duty two months before graduation. He never did get back to school, since, with marriage plans then in the offing, getting a job seemed to be the most important item on the agenda after completion of the service. We're certainly glad—the art world's loss was Staley's gain.

He Uses His Keen Eye for Color

We put John to work, using his keen eye for color, as a color matcher. Over three years later, John is still with us, giving valuable assistance to our leather group. It's probably just as well that circumstances did change the course of his career, says John, since it is expected that only three out of a class of over



Bea Mascarini Exhibits a Sample of Her Artwork

40, could ever really "... make it in the art world". Now John intends to keep his talent "... just for myself and family".

During the work day, he can be seen surrounded by color samples received from Staley's customers which he must use to perfectly match the batch quantities of leather coatings manufactured in our plant. And in the evenings, especially during the past several months, John has been devoting many hours working on a mural in the kitchen of

his recently purchased home in Harrison. It is an acrylic work of an organ grinder and a hot dog stand, approximately 5 feet by 4 feet. John readily admits he has had some critical but very helpful evaluation by his spouse.

We feel quite privileged to have the talents of employees like Bea and John at Staley Chemical and as a warning to any member of the art or business world who may want to steal their talents from us "Be prepared for a good fight".

Table Syrup Takes On New Flavor

CICERO, ILL.—Consumers are finding a new Staley table syrup, featuring an improved maple flavor, on their supermarket shelves this fall.

According to Herb Lund, product manager, the change was made to "provide the customer with a syrup more in line with his preferences.

"Over the years, the consumer's preferences have changed," Lund explained, "and this new maple flavor is just one of many changes we (Consumer Products) have planned."

A more pronounced maple flavor and a sweeter taste characterize the new syrup which will be marketed initially on regional basis. The consistency and color are essentially the same.

The new flavor was developed through a cooperative effort between Frank Wagner, vice president, Consumer Products, an internationally recognized flavor expert, and the Research and Development division at Decatur.

Gene Kessinger, technical director, Consumer Products, and Mike Taylor, applications chemist, described how the new flavor came into existence.

"Frank Wagner gave us a sample of the new syrup and asked us to reproduce the flavor in a plant environment," they explained.

"We had some difficulty at first—a burnt taste—but we found a process that produced a flavor matching the original sample," they added.

Under Lund's direction, the new syrup was in-home tested. He reported that those who tried it preferred the new formula over the former Staley syrup, and they compared it favorably with competitive table syrups.

As a result, the former table syrup has been discontinued. And the new flavor will also be marketed to institutional customers where new marketing opportunities will be opened, especially in pancake and waffle houses.

Lund described the new syrup as "just one of many changes Consumer Products has planned to improve the Company's position in the table syrup market."

Redd Orange

Continued from Page 1

The Redd operations become a part of the Consumer Products group.

The head of the new purchase has been Dr. James Redd, an innovative citrus researcher. In the new operation he will direct the research and development at Redd Laboratories. John Stehr, formerly assistant to the director, Corporate Information Systems at Decatur, has been named general manager.

Dr. Redd has done some innovative work in citrus research, particularly in the areas of development and distribution of chilled juices, basic research into citrus process development, and recovery of citrus essences and aromas.

Dr. Redd has had an extensive background in citrus research. He received his B.S. degree and Ph. D. degree in chemistry from the University of Florida. Positions he has held

prior to forming Redd Laboratories include resident chemist for the Florida Citrus Commission; director of the citrus school at Florida Southern College; director of research for William P. McDonald Corp.; and he has served as a consulting chemist.

In 1961 he formed Redd Laboratories, and since then has been president of that operation.

The manufacturing arm of the Redd operation produces frozen concentrated orange juice, citrus animal feed, peel oil, aromas, essences, and frozen pulp.

Redd's frozen concentrated orange juices are found under other brand names in grocery stores; his animal feed is used chiefly for cattle; and his other products are used in a variety of ways in fruit drinks, juices, and aid-type beverages.

The Redd operation currently employs approximately 30 persons.



John Stehr (L), Dr. James Redd at Lab

Martin Director of Purchases

Wayne S. Martin has been promoted to director of purchases, succeeding Hollis Hise who has retired after 44 years with the Company.

Martin was purchasing agent in the purchasing division at Decatur since 1968, and prior to that served as assistant purchasing agent for five years. He joined the Company in 1959 as an employment interviewer, entered the management training program in 1961, and was named a buyer in purchasing in 1963.

A native of Decatur, Martin received his B.S. degree in business administration from Millikin University.

In other changes within the purchasing division, Martin announced the appointment of W. W. (Bill) Anderson to purchasing agent—manufacturing supplies and W. R. (Dick) Fisher to purchasing agent—construction, equipment, and maintenance.



Wayne Martin Hollis Hise

Anderson had been assistant purchasing agent since 1968, and prior to that served as buyer for three years. He joined Staley by entering the management training program in January, 1965. A native of Dearborn, Michigan, he received a B.B.A. degree from the University of Michigan.

Fisher had been assistant purchasing agent since 1969, and prior to that held various supervisory positions in materials control. He joined Staley as an engineer in 1961. A native of Franklin, Indiana, he received a B.A. degree from Franklin College and a B.S. degree in civil engineering from Purdue University.

Gas-Fired Boiler Due for Start-Up in November

The Company's first gas-fired boiler will be ready for a shake-down in the middle of November.

Finishing touches on the installation are being accomplished now, according to Jim Cozad, plant services manager. When shake-down is completed, the new boiler will supply 200,000 pounds per steam per hour, or about one-tenth of the total production.

In addition to providing a more modern steam generating plant, the new boiler will augment the Company's clean-air program.

This new boiler, along with the conversion of a coal-fired boiler to gas-fired later this year, will reduce the pollution-causing boiler emissions by 50 per cent. The further conversion of the Company's other coal-fired boilers has hit a snag because the Illinois Power Co. can not guarantee an adequate supply of natural gas.

To get ready for the shake-down, 20 employees have been undergoing training. Bill Burchard, boiler room foreman, described the training "the closest thing to actually firing-up the boiler."

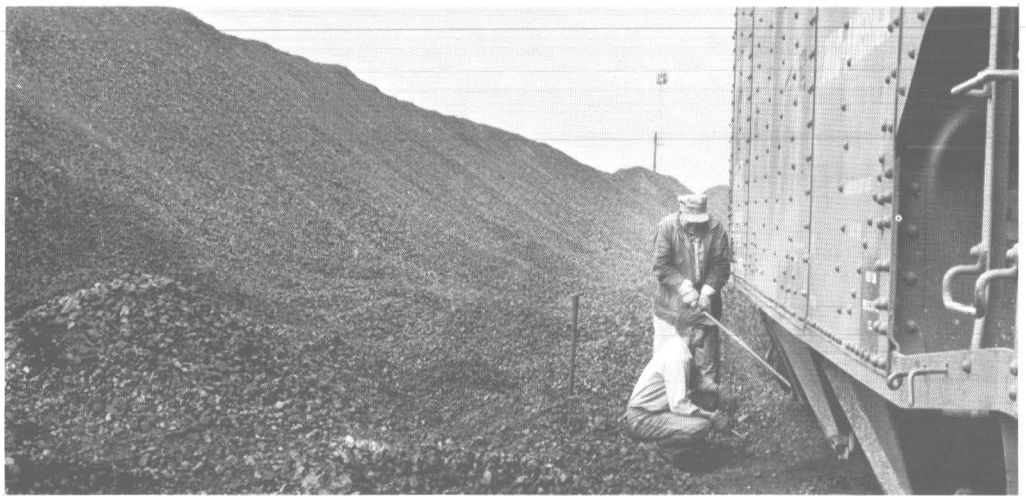
Instruction was conducted under the auspices of the Training department. Emil Schimanski, supervisor of maintenance training, and Bill Moutray, training engineer, set-up a special program that featured visual replicas of the important operations. The program lasted three days and was supplemented by representatives from the company that manufactures the boiler.



Foreman Bill Burchard (R) Checks Out New Boiler



COLUMBUS, Ohio—Dave Reiersen, graphic arts physicist, demonstrates one of two new oversprays announced by Staley/Graphics. The two oversprays, Sta-Fix Acrylic Matte and Sta-Fix Gloss, can be used to simulate a variety of paper surfaces. When used, the sprays can simulate a glossy surface or a rougher, matte finish simply by spraying the products on paper.



Crane Operator Bob Craig, Helper Henry Woermann Check Hopper Car

Coal Mountain Reaches Upward Way Out East

There's a veritable mountain rising on the east end of Staley's property, and it all has to do with the stockpiling of coal.

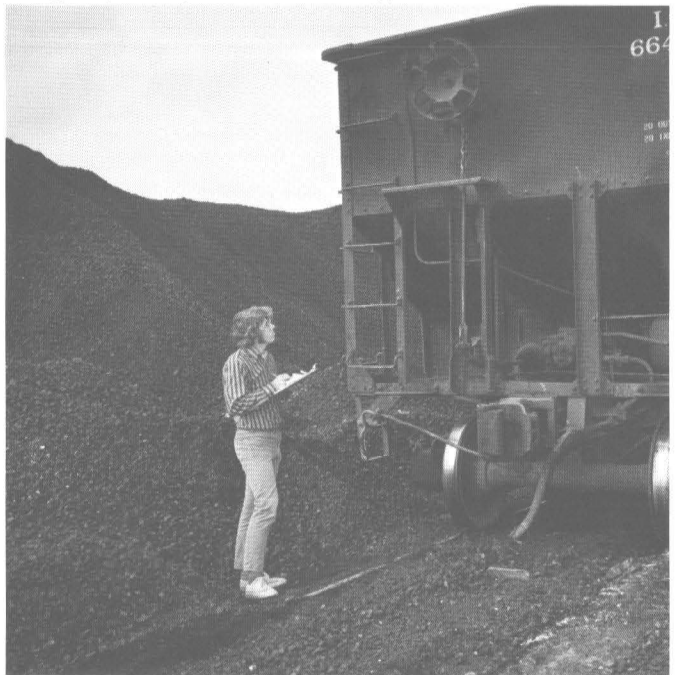
In case you haven't noticed, the big, black mountain of stoker and lump coal is growing daily as the Company braces itself for an expected short supply of fuel this winter.

Already there are 24,000 tons of the Illinois-mined fuel on hand. And that's about half what the Company hopes to have on hand by mid-December.

According to Herb Milligan, production control supervisor, the supply should reach 50,000 tons around Christmas.

"We, and all industry, expect a shortage of most fuels—coal, natural gas, and fuel oil—this winter," Milligan explained. "Since we depend on coal as fuel to generate electricity and produce steam, we're stockpiling now so we won't be caught short."

The 50,000-ton mountain will represent about 37 days supply, or enough to fire the boilers during the cold, late-



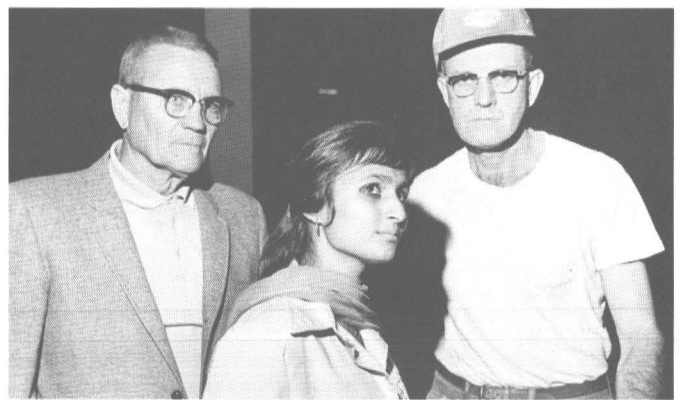
Clerk Ron Dobbs Logs Another Car of Coal

December and January period.

Several persons have a hand in the stockpiling operation. Ron Dobbs and Stan Patrick, clerks in the production control department, see that a tally is kept on all incoming coal; the yards-grounds-track-rigger-transfer department, under foreman Leo Kelly, piles up the coal and loads it into railcars; Ed Boyle and his scalehouse crew perform the weighing and coordinate the transfer from the

east end to the coal docks; and the boiler room, under foreman Bill Burchard, unloads the fuel at the coal docks so it can be moved to the boilers. And Russ Sager of the purchasing department buys the coal.

It's a giant, time-consuming operation that requires coordination. And for those doing out-of-doors work, it won't get any easier this winter when the temperature begins to drop.



Indian "Farmer" Visits Soybean Extraction Plant
Eldo Riedlinger (C), Elbert Staggs Show Her Some Flakes

Employee Receives Stock



Harold Graves, project engineer, receives a certificate for two shares of Staley common stock for successfully referring a professional employee who was hired by the Company. Jim Legat, assistant employee supervisor, makes the presentation. Any employee who successfully refers a professional employee is eligible to receive Staley common stock as a reward.

'Farmer' Visits 101

Basanti Kacswwasa, 23-year-old native of India and visiting the United States under the International Farm Youth Exchange (IFYE) program, toured the soybean plant recently.

Superintendent of the soybean extraction plant Eldo Riedlinger conducted her on the tour.

Miss Kacswwasa is no neophyte in the farming business. She manages 100 acres of orchards and vineyards on her father's 700-acre farm in India.

Wolff, Koval Promoted In R&D Realignment

"Let there be no question about what we see as the primary function of R&D. This is the development of profitable new products for the Staley company. On this, we will all be judged."

With these words Nat Kessler, group vice president—technical, set down the challenge for Staley research at Decatur.

And with these words fresh in the ears of the research staff, Dr. Robert Powers, recently appointed director, Research and Development, outlined a new organizational structure and the new operational concept.

Dr. Powers explained that the new organization includes three departments—Industrial Products R&D; Food and Agri-Products R&D; and Engineering and Services—where four had previously existed.

Dr. Hans Wolff was promoted to the newly established position of director of Foods and AgriProducts, a combination of the former Food and Soybean departments. Dr. Wolff steps up to his new post from director, AgriProducts R&D.

In addition, Dr. Powers announced that Dr. E. J. Koval had been promoted to director, Industrial Products. He was formerly group leader, Industrial Starch Development Laboratory.

Dr. W. P. Hagenbach remains director, Engineering and Services.

Dr. Powers announced the appointment of Dr. Frank Verbanac and Dr. Martin Seidman to the new position of Senior Scientist. Dr. Verbanac will serve in this capacity with the Food and AgriProducts department while Dr. Seidman will be in the Industrial Products department.



Dr. Hans Wolff Dr. E. J. Koval

"We are making all these changes so we can put added emphasis on developing truly new products while recognizing our responsibilities in customer service and staff functions," Dr. Powers said.

"The departments, and the project teams within each, are now structured so that a team can start a development, see it through applications studies, take it through the pilot plant, and finally make it functional in the plant environment," he said. "In other words, each department is staffed so that it can complete projects it starts.

"But we don't have a rigid, inflexible organization," he continued. "We want our people to have the opportunity to move into projects where they have particular capabilities which enable us to react quickly to today's market place.

"We're interested in developing well-rounded individuals whose abilities mesh together into a well-formed team," Powers said.

"With this new organization, and with the dedication I know we can count on, we will direct our efforts toward some significant new products," he stated.

STALEY BRIEFS



Bob Douglas Henry Snowden Dr. Dana Wolff Ray Stanhope

Foodservice Salesman Makes Arrangement with Ramada Inns

Thanks to ingenuity by **Bob Douglas**, West Coast regional manager, Staley's complete line of foodservice products (waffle and pancake syrups, fruit-flavored syrups, imitation bacon bits, etc.) will be offered to Ramada Inn restaurants. Douglas made the arrangement with the Ramada Inn headquarters in Phoenix, Arizona. **Potpourri**

An advertisement for the Industrial Products division prepared by Robert Nichols and Associates ad agency in Decatur has earned highest readership honors for one-page black and white ads in the May issue of Food Products Development magazine. Photography for the ad was provided by Staley photographers **Lee Jeske** and **Ray Enloe**. **Harry Snowden** has been appointed western sales and service manager for the new Staley/Graphics West Coast office in Los Angeles.

Welcome Aboard To . . .

Dr. Dana Wolff in the AgriProducts group at Decatur as a feed nutritionist. He holds M.S. and Ph. D. degrees from Iowa State University in animal husbandry. He's easy to recognize—standing 6-1, weighing 250, and looking every bit the part of a rugged football player (which he was, incidentally, in the Marine Corps) . . . There's also a new food technologist in Consumer Products research. He's **Dr. Walter C. Yakel**, Walt holds a Ph. D. from University of Illinois. His hobbies include photography, fishing, and canoeing. . . Not to be outdone by the AgriProducts group, the food products R & D department has hired its football-sized Dr. He's 6-u, 235-pound **Robert Schanefelt**, coming to us straight from the Kansas State University campus. Bob has a Ph. D. degree in food science.

Ray Stanhope comes aboard as legal counsel, filling the vacancy created by the promotion of **Tom Fischer** to the new position of group vice president, law and administration. Ray comes to Decatur from the Upjohn Co. of Kalamazoo, Mich. He received his B.S. and LL.B. degrees from the University of Michigan.

On The Move

KEITH ALLEN from rate analyst to senior rate analyst, corporate transportation division, rates and commerce department.

SUE ATTEBERRY from clerk to file clerk, transportation division, rates and commerce department.

JAMES BALENGER from retail feed specialist to area manager, feed marketing division, AgriProducts.

DEBORAH BANDY from messenger to grain clerk, grain division, AgriProducts.

JOHN BLAZIN from sales development manager to national sales manager, Staley products marketing division, Consumer Products.

JOHN BOYAN from management trainee to personnel manager, administration division, Consumer Products.

THOMAS BRANSON from research and commerce analyst to manager services, corporate transportation division, services department.

PATRICK CHALMERS from rail coordinator to tracing and expediting specialist, administration division, Industrial Products.

DUANE CHICOINE from chief electrical and mechanic engineer to chief engineer, corporate engineering.

LINDA COLLINS from keyed data operator trainee to keyed data operator, corporate information systems division.

ROBERT COOLEY from grocery products supervisor to manager-grocery products-Omaha, Staley products marketing division, Consumer Products.

KATHLEEN DODD from messenger office to billing clerk, administration division, Industrial Products.

LAWRENCE DONAHUE from staff assistant adhesives to sales manager adhesives, Staley Chemical.

HEDWIG FAIR from flexewriter operator to utility clerk, administration division, Industrial Products.

SHERRI FARRIS from keyed data operator trainee to keyed data equipment, corporate information systems division.

CHARLES HARRIS, JR., from senior project engineer to project engineer supervisor, corporate engineering.

DIXIE HEDDEN from services clerk to administrative secretary, administration division, Industrial Products.

JAMES HENNELLY from assistant district sales manager to manager grocery products—Philadelphia, Staley products marketing division, Consumer Products.

HENRIETTA KECK from accounts payable clerk to senior payable clerk, control division, Industrial Products.

WILLIAM KIMBERLY from development engineer to senior development engineer, industrial products, Research and Development.

EDWARD KNEELAND from supervisor customer order services to supervisor customer services, Staley Chemical.

SUSAN LANGE from clerk to rates and commerce clerk, corporate transportation, rates and commerce department.

LARRY LEONARD from junior programmer to programmer, corporate information systems division.

RUTH LICHTENBERGER from department secretary-transportation to secretary-director transportation, corporate transportation division.

ANNE MARTENS from administrative secretary to order entry assistant, administration division, Industrial Products.

JACK MCGOWAN from product manager to product manager-food starch, industrial sales division, Industrial Products.

AUDRY METZGER from specialty feeds secretary to secretary technical services, International Division.

DONALD NEIDEFFER from stock record clerk to systems multiith operator, corporate information systems division.

NANCY PARSONS from messenger to mail clerk, corporate information systems division.

RICHARD PURCELL from assistant district sales manager-grocery products to manager-grocery products-Boston, Staley products marketing division, Consumer Products.

DAN SCHULTZ from product manager to senior products manager, Staley products marketing division, Consumer Products.

ROBERT SMITH from product manager food starch to product manager-levulose, industrial sales division, Industrial Products.

JAMES STEWART from grocery products supervisor to manager-grocery products—Jacksonville, Staley products marketing division, Consumer Products.



John Blazin John Boyan



Tom Branson Bob Cooley



Larry Donahue Tom Fox



Charles Harris James Hennelly



Jack McGowan Richard Purcell



Bob Smith Gary Spyles



Jim Stewart Mike Taylor



Bill Watterson

JAMES STILLMAN from keyed data operator trainee to keyed data equipment operator, corporate information systems division.

GLENDA WAITE from file clerk to freight bill clerk, administration division, Consumer Products.

WILLIAM WARNICK from senior billing clerk to rail coordinator, corporate transportation division, services department.

DENNIS WILLIAMS from tracing and expediting specialist to rate analyst, corporate transportation division, rates section.

WILLIAM WATTERSON from systems analyst to systems analyst and programmer, corporate information systems division.

NORVILLE WILLIAMS from senior rate analyst to research and commerce analyst, corporate transportation division, rates and commerce department.

MODESTO ALBAREZ, JR. from group leader, leather, to group leader, lab, Staley Chemical.

DORIS BASLER from clerk-typist to price clerk, purchasing division.

VIRGINIA BRUMASTER from senior time clerk to salary pay-mistress, financial division.

KAY BURGNER from steno-file clerk to secretary/product managers, industrial sales division, Industrial Products.

FRANCIS FINN from technician to quality control chemist, industrial sales division, Vico-Asmus.

DORIS FLOYD from general accounting clerk to cost and budget analyst, administration division, Consumer Products, Cicero.

TOM FOX from assistant product manager to associate product manager, Staley product marketing division, Consumer Products, Cicero.

CAROL JACKSON from grain clerk to service clerk, corporate transportation division.

DEBRA KAY LAROCK from messenger to clerk-typist, purchasing division.

SHARON MACHLIK from chemist to food technologist, Research division.

MARY RYAN from utility clerk to cashier/accounts receivable adjuster, administration division, Consumer Products, Cicero.

HELEN SCHWARTZ from senior stenographer to chief stenographer administration division, Industrial Products.

ROBERT SMITH from product manager to technical sales manager, Vico-Asmus, industrial sales division.

GARY SPYRES from assistant analytical chemist to analytical chemist, engineering research and development.

JAMES STEWART from quality control chemist to technical services supervisor, industrial sales division, Industrial Products, Vico-Asmus.

BARBARA TAYLOR from inventory clerk to chief price clerk, administration division, Industrial Products.

MICHAEL TAYLOR from associate applications chemist to applications chemist, Staley product marketing division, Consumer Products, Decatur.

SHIRLEY WOLF from order clerk to order entry/invoicing clerk, administration division.

JOSE ZEVALLOS from eastern regional manager to sales manager polymers, industrial sales division, industrial products, Staley Chemical.

Argentina

Continued from Page 1

Wack, assistant manager, technical services—international; Jim May, chemical engineering supervisor; Larry Walker, feed house foreman; and E. K. Olson, chief chemist.

Staley Argentina is the Company's first manufacturing venture in South America and marks a significant step in the Company's expanding role in international markets.

The venture will also contribute to the local economy since the employees are natives and the corn is purchased locally.

Staley Mfg. Co.
P. O. Box 151
Decatur, Ill. 62525

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Bulk Rate
U. S. Postage
PAID
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Decatur, Ill.