

Chinese American Food Society (CAFS)

華美食品學會

NEWSLETTER

Volume 7, Number 1

September 1984

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華美食品學會簡介

CHINESE AMERICAN FOOD SOCIETY

美國食品科技學會 (INSTITUTE OF FOOD TECHNOLOGISTS 簡稱 IFT) 一九七四年在紐奧良舉行年會，與會的廿多位華人會員決議成立旅美華人食品學者聯誼會。一九七五年 IFT 年會時，推選陸伯勛為第一任會長，並決定每年 IFT 年會時的星期一晚上為此會的會期，同時首次印發了一冊通訊錄，內有會員卅餘人。此後會員人數逐年增加。如今已成為一個擁有兩百五十餘人的學術性組織，會員遍佈各大小食品公司，大學及政府研究機構，其中具有博士學位者高達 130 人獲有碩士學位者 71 位，在學府任教者 22 人，具有經理以上職位者 50 餘位。

在歷屆會長幹事們辛勤的耕耘下，這個團體急速地成長茁壯，對會員服務的項目逐年加新，一九八一至八二年度更是個具有突破性的年頭。對內加強組織及對會員之服務，對外展開與國內同行之科技交流。為使工作更有效地推展，先是經過會員投票通過兩項重要的會章修正案，一是會長任期由一年延長為二年，一是會員年費之調整。一年四期的會誌作了切合需求的革新，內容包括，公司學府推介，專長科技，自我進修的文字及求才謀職的消息；一九八二年 IFT 年會時，首次為會員們舉辦了就業準備及事業發展座談會，效果良好，一九八三年 IFT 年會中，曾以如何在美國公司升遷及如何成功地交換思想及意見為題作深入之討論，同時首次頒贈「學術成就獎」及「優秀學生獎」。

基於這個組織成員的素質極具為華人提供科技援助之潛力，因而除了努力互相切磋學習之外，會內設有顧問及就業輔導委員會，並加強和海內外的學術團體交換心得意見，曾有兩位會員抽空為台灣舉行的水產加工講習會擔任講員，一九八三年又有五位會員返台參加國建會，同年十月份又有六位會員在聯合國的資助之下為北京及四川舉辦六個不同题目的講習會及短訓班，今後本會仍將本着己立立人，己達達人的精神為會友並對同胞提供能力可及的服務工作，您或是您的朋友若對本會有興趣。請與會長朱正中先生連絡：

George Chu, American Maize Co.,
Route 1, Box 84, Decatur, AL 35601

(205) 355-8815

華美食品學會
CHINESE AMERICAN FOOD SOCIETY

朱正中

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American Maize Co.
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萬建心

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Anderson Clayton Foods
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饒原奇

Y. C. Jao, Secretary
Miles Lab, Inc.
P.O. Box 932
Elkhart, IN 46515
(219) 262-7952

王永康

Catharina Ang, Treasurer
Russell Research Center
USDA-SEA
P.O. Box 5677
Athens, GA 30613
(404) 546-3493

ELECTED EXECUTIVE
MEMBER (1984-86):

陳同善

T. S. Chen

林啓發

Chifa Lin

ADVISORS:

林信南

Sherman Lin

陶至真

Michael Tao

MEMBERSHIP:

張蘊禮

Rose Tseng

陳仲緒

Ernest Chen

EMPLOYMENT:

林啓發

Chifa Lin

FUND RAISING:

李靜和

Iris Lee

PUBLICATION:

陳存傑

T. C. Chen

STUDENT AFFAIRS:

陳同善

T. S. Chen

CONSULTATION
& WORSHOP:

陳慶筠

Anthony Chen

葛震

P. J. Ke

AWARD:

葛學謙

Charlie S. C. Ke

ANNUAL MEETING:

萬建心

Peter J. Wan

LEGAL COUNSEL:

薛維誠

Robert Hsueh

July 2, 1984

Dear Fellow Members:

We had a very successful annual meeting and forum at Anaheim this year. Specially, when I discussed about our society business with our members, I could sense a great deal of enthusiasm and eagerness from everyone. As a result, you will find many new names appearing on the list of officers and committees.

Particularly, I am very pleased to have two very capable individuals, Dr. Rose Tseng and Dr. Ernest Chen, to chair our membership committee. Please contact and give them your assistance and ideas to help them accomplish their objectives. As a matter of fact, they have already started to recruit many new members during IFT convention.

Other new officers, like Iris Lee, T. C. Chen, P. K. Ke, Charlie Ke and Michael Tao, all are capable and experienced professionals. Their initiative and motivation definitely will bring us new dimensions and services.

In our executive committee meeting, we have agreed that due to the increasing changes, there is a need to reassess our bylaws so it could make the organization more effective. Therefore, I would like to appoint Dr. Santa Lin, our long time officer, to organize a task force to review this matter and make recommendations back to the executive committee.

In closing, I would like to say that it is an honor to serve as your President and that with your assistance and support, we can only succeed. We will strive to move the society toward those goals of maturity and prosperity. I encourage you to become more involved. In doing so, you will become one of the "new wave" instead of "watcher".

Thanks.

Sincerely yours,


George C. Chu
President

GCC/gb

REPORT FROM THE TREASURER

Y. C. Jao (May 31, 1984)

In the fiscal year of 6/1/83 to 5/31/84, I have received membership dues from 27 student members and 76 professional members, 11 supporting members and 2 honorary members. During and after the IFT Annual Meeting, we start to collect membership dues for 6/1/84 to 5/31/85. With your generous support, our financial status is reasonably healthy.

MEMBERSHIP

The members who have paid their dues for the fiscal year from 6/1/83 to 5/31/84 are listed in the following. Should there be any error or questions, please inform me.

Honorary Members

Wei, Lun-Shin
Yang, Jih Hsin

Supporting Members

Chang, Yung-Syi (Amelia)
Chu, George C.
Kuo, Joseph D. C.
Lee, Shu-Chi

Lin, Chifa
Lin, Santa H. C.
Ma, Robert T. I.
Tao, Michael C.

Wu, Hsien-Chin
Yao, Ruy-Zi (Grace)
Ying, Levi C. G.

Professional Members

Ang, Catharina Y.W.
Chai, Tuu Jyi
Chan, James K. C.
Chang, Kun-Yu
Chang, Pei-Kung
Chang, Stephen S.
Chang, Tien Hung
Chen, Anthony Hing
Chen, Shiow-Ling
Chen, Tsun-Chieh
Chen, Tung-Shan
Cheng, Hsiung
Chia, Stanley, S.S.
Chou, David H. E.
Chung, Ronald A.
Chu, Horn-Dean
Fan, Steve T. Y.
Fung, Daniel Y. C.
Hang, Yong D.
Ho, Chi-Tang
Hsieh, James J.
Hsieh, Oliver An-Li
Hsieh, Fu-Hung
Hsu, Chwen Chwen
Hsu, Kenneth H.
Huang, Emil An-I

Huang, I-Lo
Huang, Victor T.
Huang, Yao-Wen
Jao, Yun Chi
Jen, J.J.
Jiang, Yue-Ying
Kan, Tze-Ming
Kao, Chuan
Lee, Chia-Yen
Lee, Iris C.
Lee, Shu-Chi
Lee, Siu-Leung
Lee, Shyun S.
Lee, Yanien
Lee, Yuen San
Lee, Yung Hsing
Liao, Fu Tarng
Lin, Paul M.
Lin, Sherman S.
Lin, Yi-Do
Liu, S. S.
Liu, Tien-Szu
Lu, John, YauYen
Luh, Bor S.
Ma, Howe Jean

Mao, Wei-Wen
Mao, Jen Jen L
Moy, James
Ni, Peter Y.
Nip, Wai-Kit
Peng, Ing-Chia
Peng, Andrew C.
Shieh, James J.
Soo, Hong-Ming
Tang, Jiunn-Yann
Tao, Michael C.
Tseng, Rose Y.
Tzeng, Chu H.
Wan, Peter J.
Wang, J. Y.
Wang, William C.
Wang, Y.K.
Wang, Ping-Lieh
Wong, T. M.
Wu, Rei-Young
Wu, Ying Victor
Yang, Grace
Yao, Alden
Yiu, Ann Choy
Yuen, Wing

-----Continued on page 7

1984 CAFS Annual Meeting

During this year's IFT meeting at Anaheim (June 10-13), our Society also held its annual activities at the Fullerton Room of the Anaheim Convention Center. It started with a Forum entitled "Technology Exchange with Mother Country" and was followed by a business meeting. Both events were well attended.

During the business meeting the outgoing president, Dr. Anthony H. Chen, reported major accomplishments during the past two years of his term and encouraged all members to strive to do a better job and to serve all mankind. He also presented a Professional Achievement Award to Dr. Bor S. Luh, from the University of California at Davis, and an Outstanding Graduate Student Award to Mr. Christopher C. Lai from Rutgers University.

Incoming president, Mr. George Chu, who is currently the Director of Technical Services at American Maize Company, made a brief speech and outlined two major goals for his term: to continue meaningful projects with the mother country, and to provide better services to all members. For the benefit of our member who did not attend the meeting, Mr. Chu's message is printed as follows:

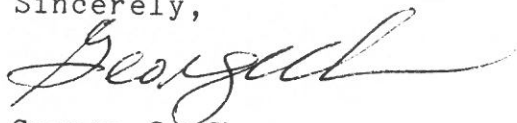
Dear Fellow Member:

It is a great pleasure to be here today. Having been associated with our Chinese American Food Society (previously ACSFTA) for many years. I have seen tremendous changes through the last few years. For example, presently, we are having ten different committees working on various projects. Several most significant ones are the project of technology transfer for Mother Country, employment services and recruiting new members. Through these activities, I feel a great deal of willingness and eagerness from our members to serve other members. Even for three days at IFT annual convention, I can see, among our members many super salesmen, company executives, top researchers and scientists, as well as academic administrators. Today, so often, we ask where is the beef? We got beef. Who has talent or ability, actually we have all of them. It is the time for us to unit together to utilize our precious resources to gain voice and recognition in the industry, society, country and world.

As President of this society, I set the following objectives for the next two years: First, continue the existing program and initiate new programs to promote our common interest. Second, expand our society through better services to members, communication among members and participation from members.

Today, I am here asking you to be my teammate, co-worker and partner, so we can work together to obtain our objectives and strive for our success. In closing, I wish you and your family have a pleasant stay at Anaheim.

Sincerely,



George C. Chu
President
CAFS Annual Meeting

CAFS FINANCIAL REPORT
 (from Feb. 24 to June 30, 1984)
 by Y. C. Jao

<u>Item</u>	<u>Description</u>	<u>Deposit/ Credit</u>	<u>Payment/ Debit</u>
<u>I. Expense Budget</u>			
1	From Last Report	1152.23	
2	Newsletter 6:3 and IFT Extra Preparation, Printing and Postage		401.00
3	Membership Dues collected between February 23 to May 31	290.00	
4	Membership Dues collected at IFT Annual Meeting	650.00	
5	Tax-Free Organization Application and Processing Fee		123.10
6	Annual Forum and Meeting Process- ing Fee		46.87
7	Dinner Contribution by Members at IFT Annual Meeting	30.00	
8	Interest (June 30, 1984)	<u>25.50</u>	_____
	Sub-Total	2147.73	570.97
	Net	1576.76	
<u>II. Award Budget</u>			
1	From Last Report	997.58	
2	Annual Meeting Award and Plaque Presentation		264.20
3	Contribution from Southern Noodle Company, Inc., D.V. Leong	300.00	
4	Interest (June 30, 1984)	<u>23.79</u>	_____
	Sub-Total	1321.37	264.20
	Net	1057.17	

Membership (June, 1984-May, 1985)

The following are members who already paid the 1984-1985 membership dues.

I. Corporate Member (Due \$200)

Leong, Dennis V. (Southern Noodle Company, Inc.)

II. Honorary Member (Due \$50)

Chang, Taylor

III. Supporting Members (Due \$30)

IV. Professional Members (Due \$15)

Chen, Andi O.	Jao, Y. C.	Ma, Yuan-Mei
Chen, Ernest C. H.	Jiang, Shann-Tzong	Nip, Wai-Kit
Chen, Cecil S.	Kao, Chuan	Soo, Hong, Ming
Chia, Allan C.C.	Ke, P.J.	Tzeng, Chu Hsiung
Chou, Christin C.	Ku, Shun	Wang, Ming-Chung
Hsu, Chwen-Chwen	Lo, Grace S.	Wang, Ping-Lieh
Huang, Christina T. K.	Lu, John Yau Yen	Wong, Kenneth W.
Huang, Mickey	Luh, Bor S.	Yuen, Wing
Huang, William		

V. Student Members (Due \$5)

Lai, Christopher C.
 Leu, Jyh-Pyng, Romeo
 Lin, James C.C.
 Lin, Sheree C.C.
 Wu, Ming-Chang

Please return this portion with your remittance to: Dr. Catherina Y. W. Ang, USDA-SEA, P.O. Box 5677, Athens, GA 30613

1984-1985 CAFS MEMBERSHIP DUES FORM
 (For 6/1/84 - 5/31/85)

<u>Membership Dues</u>	<u>Amount (\$)</u>
Student Member (\$5)	_____
Professional Member (\$15)	_____
Supporting Member (\$30 or above)	_____
Honorary Member (\$50 or above)	_____
Corporate Member (\$200 or above)	_____

Name _____

Wei-Chuan U.S.A., Inc.

James Chiang

Wei-Chuan U.S.A., Inc. started the business in Los Angeles in 1972. In 1975, Wei-Chuan bought land and built its own factory and office. In twelve years, Wei-Chuan kept growing and developing. Today, they have three branches, six warehouses and about fifty employees. Mr. Robert Huang is the president, who is in charge of all the company affairs. A brief history introduction is as follows:

- 1972 Started the business
- 1975 Moved to new established plant and office
- 1976 Started producing egg roll shells
- 1977 Started producing moon roll shells
- 1979 Established soy sauce plant
- 1980 Established Chinese style canned meat products plant
- 1981 Extended Chinese style canned meat products plant
- 1983 Accomplished the frozen food plant

Owing to the increase in Chinese immigrants and the changing life style of husband and wife with both working, Wei-Chuan introduced their 17 new Chinese style canned meat products to families to save their time and energy in the kitchen. These canned meat products which characterized Chinese hometown flavor included: chicken tidbits in aspic, beef stew, pork w/ cucumber, minced pork and pork fat, minced pork w/hot sauce, pig feet /soy sauce, diced pork in soybean sauce, pork and pickled mustard green, beef stew w/hot sauce, beef flavored curry, beef tendons w/sauce, pork maw and mustard green soup, pork soup w/cabbage and fishpaste, Lo sung soup, chicken eggs in sauce, with more coming up soon.

In order to introduce the delicious, fair priced, Chinese cuisine to American people and to the Chinese who live in the U.S., Wei-Chuan is working on a series of sauce products. Because of the convenience of use, the coming up of the sauce products is going to be good news to both housewives and Chinese fast food chains. Also, the sauces have various Chinese flavors and are very easy to prepare in Chinese dishes, e.g. stir-fried chicken with dried red pepper, shredded pork with sweet bean paste, eggplant with fish flavor, and so on. Most important, they all can be done as good as those in the restaurant. This series of sauce products include Chinese stewing sauce, Szechuan stir-fry sauce, Cantonese stir-fry sauce, Chinese barbecue sauce, Hunan stir-fry sauce, Peking stir-fry sauce, and so on.

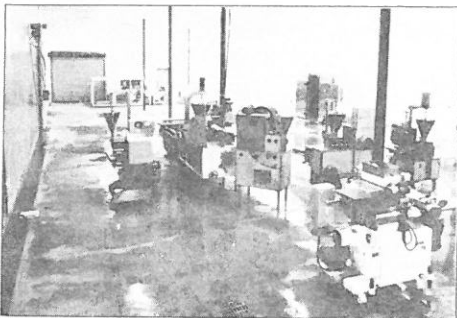
Again, Wei-Chuan has a series of Chinese frozen appetizers coming up in September. There are egg-rolls, shaomais, dumplings, wontons, rice balls, mandarin rolls, buns, and other Northern Cantonese style appetizers. Wei-Chuan will also offer the following new products in the near future: oyster sauce, Chinese dinner trays, Chinese dinner vacuum pack and retort pack of Chinese dishes. The ultimate goal of Wei-Chuan U.S.A. is not only to introduce Chinese dishes to Chinese families, but also to the American people who can also enjoy Chinese cuisine.

The headquarters of Wei-Chuan U.S.A., Inc. is located in Los Angeles, and the branches are in San Francisco and New Jersey. Products are distributed to supermarkets and restaurants. The headquarters address in Los Angeles is 6655 S. Garfield Ave., Bell Gardens, CA 90201. Tel: (213) 587-6241.



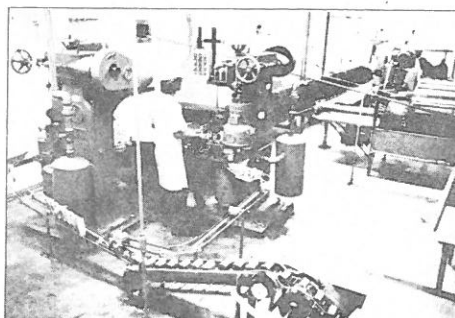
Headquarters

總公司



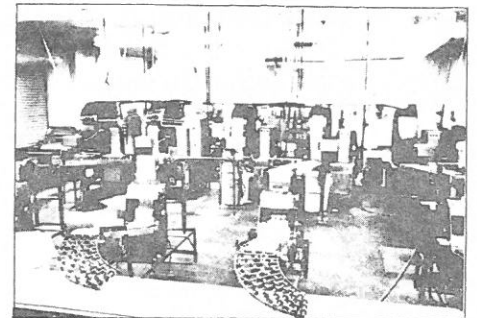
Frozen Food Plant

冷凍食品廠



Canned Meat Plant

肉類罐頭工廠



Flour Product Plant

麵類工廠

REPORT FROM THE TREASURER.....From page 2

Student Members

Chang, Shang Hwei
 Chang, Chih-Hung
 Chang, Yueh-Ing
 Chen, Hung-Chang
 Chen, I-Tsuen
 Chen, Kuang-Hua
 Chien, John T.
 Chou, Chaur-Ming
 Chu, Caroline L. Y.

Hsu, Shun-Yao
 Huang, Maylee
 Lai, Christofer C.
 Leu, J. P. Romeo
 Lin, Chyi-Shen
 Lin, Her Helen
 Lin, James C. C.
 Lin, Kuo Wei
 Lin, Sheree C. C.

Sheu, Ming-Jen
 Sheu, Shan-Shan
 Tsai, Wei-Yun
 Wang, Shur-Wern
 Wang, Ing-Jye
 Wei, Tsao-Ming
 Wen, Ming-Che
 Wu, Pei Feng
 Wu, Perry H.

The New Food Science Department at Purdue University

I. C. Peng

A new Food Science Department was formed at Purdue in August, 1983. The new department is located within the School of Agriculture and it owes its formation to the efforts of Dean B. J. Liska, the current IFT president.

The Department presently is composed of 11 faculty members. Two additional faculty positions are in the process of being filled. A third position will become available in the near future. Thus, eventually there will be 14 faculty members in the Department.

There are approximately 80 Food Science undergraduate students in the Department, and the enrollment is expected to increase with the formation of the Department. The Food Science graduate program is administered through the Interdepartmental Graduate Program in Food Science (IGPFS), which brings the Food Science graduate programs of the Food Science Department (School of Agriculture), the Department of Foods and Nutrition (School of Consumer and Family Sciences) and other Food Science related programs under the same administrative umbrella. Currently, in the Food Science Department, there are 16 graduate students conducting advanced studies both on the M.S. and Ph.D. levels.

Academically, the Department is organized into 3 areas: Food Chemistry, Food microbiology and Food Processing. Dr. Li Fu Chen is in the Food Processing area, whereas I'm in the Food Chemistry area. The current active research projects in the Department encompass various commodity groups: meat and poultry, eggs, dairy, cereal and grains, fruits and vegetables and biotechnology.

Purdue University, the land-grant university of the State of Indiana, is located in the City of West Lafayette, which is about 150 miles southeast of Chicago and about 60 miles northwest of Indianapolis.

The university owned Purdue Airport receives daily flight services through the Air Wisconsin and the Britt Airlines.

While the Department is young, we have an enthusiastic and vibrant group of relatively young faculty members and a commitment from the administration for excellence, so the future for the Department looks bright. If you are interested in learning more about the new Food Science Department at Purdue, please feel free to contact:

Dr. Philip E. Nelson, Head
Food Science Department
Smith Hall
West Lafayette, IN 47907
(317) 494-8256

落葉歸根？落地生根？！

葉的回饋!!!

各位校友：

如果您(等)有看過而不擬保留的雜誌願意
贈送給一些乞求的學校及研究機構的話，請把所

贈送雜誌的名称及捐贈期限通知 陳春 (T. C. CHEN
Box 5133P
Miss. St., MS.)

郵寄費用將由被贈送的單位負責。

39762

You want to be more assertive!

Assertive behavior is learned. It is not something a person is born with. It is a skill of behavior that can be taught.

W. H. Weiss, Professional Engineer

□ Individuals who have difficulty in speaking up on their own behalf often experience depression and anxiety in human encounters. They feel that they are not appreciated and that other people use them. They often complain of feeling uneasy or having headaches or indigestion. People such as these can become a problem for any company.

In contrast, individuals who have been taught to be assertive have a great deal of self-confidence, receive positive reactions from others, feel less anxiety in social situations and experience fewer physical problems.

Thus, it would seem that the ability to assert oneself when one chooses is a very desirable skill to acquire.

Assertive behavior

What is assertive behavior? Assertive behavior involves direct expression of a person's feelings, preferences, needs, or opinions in a manner that is neither threatening nor punishing toward anyone else. There is no undue anxiety involved with assertion. Asserting oneself is not primarily a way to get what one wants, nor is it a way of controlling others.

Assertion means standing up for one's rights without usurping the rights of others and without being timid in doing so. Thus, assertion is simply a way of communicating directly and honestly among individuals. Most important is that a person has the ability to express his or her feelings and opinions appropriately.

Assertive behavior is not a general way of human behavior. For one thing, people are not assertive in all situations. A person learns to behave differently at different times. One individual may have difficulty in disagreeing with relatives or friends. Another may be gracious when praised by friends, but have difficulty receiving compliments from peers or the boss. People are not generally assertive or nonassertive. Instead, their behavior varies with the situation.

Assertive behavior can be grouped into three classes: expressing positive feelings, self-affirmation, and expressing negative feelings. Expressing positive feelings involves giving and receiving compliments, making re-



quests, expressing liking, and initiating and maintaining conversations. Self-affirmation consists of stating rights, refusing requests, and expressing personal opinions. Expressing negative feelings involves showing justified annoyance, displeasure and anger.

The frequency with which a person asserts himself or herself varies within these three classes. A person generally is more assertive in one kind of situation than in the others. One individual finds it easier to talk to his or her boss than to peers. Another person finds it easier to express annoyance to others than to request them to do something.

Various factors affect the likelihood of one's being assertive. They include the cultural aspect of the situation and which people are present. Some factors dictate when assertive behavior is appropriate; other factors determine what constitutes appropriate behavior.

Being assertive on the job

Effective working relationships require a give and take that is facilitated by assertive behavior and includes self-affirmation. A person must be able to stand up for his or her rights and avoid being taken advantage of by subordinates, peers or bosses.

In general, assertive people can:

- Resolve conflicts in an effective yet diplomatic manner.
- Say "no" when that is the best answer.
- Get things done through others without angry clashes.

Learn by listening

**When someone else is talking,
do you act as if you are losing time,
or gaining information?**

Eugene Raudsepp, Princeton Creative Research, Inc.

Good listening is crucial to effective communication. Yet, studies have shown that only about 10% of us listen properly. Most of us don't know how to, or don't want to listen intelligently. This article presents some pointers that will help you learn more by listening better.

The age factor

It seems that the ability to listen deteriorates with age, as the following story indicates:

An experiment was conducted in a school system, with participation from 1st-grade through 12th-grade students. During the experiment, the teachers were asked to suddenly interrupt themselves at certain times and ask their students two questions: "What was I talking about?" and "What were you thinking about?"

Over 90% of 1st and 2nd graders were shown to be listening and hearing what the teachers were saying. In junior high school, the figure was only about 44%. In high school, from 10th to 12th grades, the percentage dropped to 28%!

Mechanism of listening

To most people, listening consists of trying to figure out as fast as possible the gist of the other person's message. They tune out as soon as they think they have grasped the central point, then mentally prepare their own statement or rebuttal on the topic they assume is being discussed.

The speaker has a thought or a mental image to convey to you. You hear the words, and your mind fashions an interpretation of the message. If your interpretation corresponds to the speaker's meaning, your response will also correspond. If your interpretation is not the same as the speaker intended, your response will not be addressed to the original meaning, and you will be talking on different wavelengths.

Many laboratory experiments have demonstrated shortcomings in listening. A typical test, involving six subjects, proceeds as follows:

Five subjects leave a room. The remaining one is exposed to a picture of a street scene and is given two minutes to study and memorize as many details as she can. The picture is then withdrawn. The second subject is then called into the room, and the first subject describes the picture to him. He in turn tells the third

subject what he heard, and this goes on until the last subject is reached.

The last subject describes the picture as she visualizes it, based on the description she has heard. When she is shown the picture, she does not recognize it. Why?:

1. Fewer details are passed on each time.
2. Details are distorted or changed.
3. One subject's inferences are transformed into definite assertions as the description is passed on.
4. Each subject emphasizes different details in his or her description.

Effective listening

The following guidelines are presented to help you improve your listening efficiency:

1. *Increase your listening span.* Deliberately try to inhibit your temptation to interrupt. Make sure the speaker has had the opportunity to make his or her point before you speak. If you don't get the whole message, ask him or her to repeat or clarify. If you put obvious limitations on your listening time, the speaker is apt to feel rushed. Many people think aloud and grope toward their meaning. Give the speaker time to deliver the whole message.

2. *Pay full attention.* You act like a good listener when you are alert, maintain good eye contact, lean forward if appropriate, let your face radiate interest by nodding your head, raise your eyebrows and give encouragement with questions. Comments such as "I see," "That's interesting," "Tell me more about that," and so on, provide positive feedback.

3. *Restate the message.* When the speaker has finished, restate the main points in your own words and ask him or her if that is what was meant. This assures that any misunderstanding is kept to a minimum. Supportive questioning is indicated by: "Is that what you mean?," or "Do I understand this correctly?," followed by a paraphrase of the remarks of the speaker.

4. *Avoid hasty evaluation.* One of the major barriers to effective communication is the tendency to approve or disapprove the statement of the other person too hastily. Seek total comprehension of the speaker's message.

5. *Don't overreact to delivery.* A good listener is not overly concerned about the speaker's mannerisms or delivery. Instead, your attitude should be: "What's in this message that I need to know?" "What can this person add to my knowledge and experience?"

6. *Avoid distractions.* Poor listeners tend to be distracted by foreign sounds, objects, and people—a police siren in the street, a telephone ringing in the next room, people passing by the open door. Good listeners either position themselves so that they can avoid distractions, or they concentrate harder on what the speaker is saying.

7. *Listen between the lines.* Try not only to listen to what is

會友仲多，利用這一欄。

篇幅固係，來鴻請以「自由原則」

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下康

建心博士之見：久未見面，料各事暢順。暇時可翻閱本會會誌，

所列項目資料，宜先審精選，宜深底事功成。 暇偶有思及，如請
每期增加一欄，單能介紹互相構建有何最新學理與技術發明
或達成，便能借發受益，或使華人食品工業界採取與合作，是即
對華人同胞貢獻也。 此新加一欄可名爲「會員新科技」或任何更
佳稱謂，請各編輯先生決定，以稱用意，乃号召本會會員，經常
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術（如製造法或分析法）。 此種報知，只需將其題目說出（或最
多以最簡單增加說明）便可。 若某項發明之專利主權原予僱主
公司者亦無碍，因又說知某種發明之名稱，而非發表其如何做
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原有意採用者，得以我尋商洽合作。 至于分析方法，料俱可作
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括以往所做而未失去專利性者（obvious）而言。 至于由會員
與別人共同達成者，亦可照樣報知。 又以往曾發表（今或報
告或科學刊物出者，仍望報會，界在會誌刊出。
所應理見，希高討裁奪存存行。

吉洪已一頌

晚

阮榮上

五十四年四月三日

為“世界日報”家園版撰稿啟事

先後已有廿多位會友對此工作表示興趣，並有兩位會友花了他們寶貴的時間各寫了一篇稿，正逢此地（達拉期）世界日報記者閱讀修正。這位記者建議多以通俗輕鬆的文字來講述科學性的知識，較為一般讀者所接受。他還提供了一篇最近在中央日報登出的短文“鹽的爭辯”為例。其他如麵包的貯藏，大家來吃豆腐等，都是可以考慮的題材。文字在一千字左右最為宜。倘若對撰文投稿有興趣，請和萬建心連絡。Peter J. Wan, 3333 N. Central, Richardson, TX 75075。稿紙可以由萬建心供應。

中央日報
84. 7. 3.

鹽的爭辯 慰慈

美國國家科學院和食品醫藥管理局，奉勸人們減少食鹽的攝取，以防高血壓的發生。也在電視中提出警告，促請罐頭食品須將容器中含鹽量予以標示。一些小冊子，諸如“鹽！殺手”之類，也在書肆隨時發現。

從地球早期海水中第一批單細胞生物，演化到多細胞生物爬上陸地，他們的血和其他體液中帶着海水。直到今天，人類血漿的礦物成分，仍和前寒武紀所帶的海洋礦物成分一樣。所以說：我們皮膚所包裹的是一小型海洋。至少在二千五百萬年以前，這些生物包括我們的真人祖先，逐漸遠離海洋，便漸漸地祇能攝取少量的鹽。

鹽對人體的主要功能，包括神經衝動、心臟活動，控制水分出入體內細胞。它也對蛋白質及碳水化合物代謝具有重大影響。它是維持體內酸平衡和製造某些酵素所不可或缺的東西。嚴重缺鹽的人往往會感覺軟弱乏力，無精打采，昏昏欲睡，甚至於肌肉痛、抽筋、暈眩等。

在美國，差不多有一半的醫生主張盡量少食鹽。其主要根據是這樣，史丹福大學的法哈博士，對一千五百男女，作抽樣調查，以每五百人為組分成三組，對一千五百男女，作抽樣調查，結果是低鹽量這一組，高血壓下降六點四度。再從區域調查，發現新幾內亞、亞馬遜河流域、馬來西亞高地，和非洲的烏干達，居民均甚少用鹽，這些地方患血壓病者幾乎沒有。但日本，因喜吃泡菜，患高血壓者在比例上亦最多。

華籍美國醫生李如素女士，訪問大陸後來臺在國科會演講，她認為海峽兩岸的中國人，由於大量喫醃製的食物，患消化器官癌和食道癌者亦最多。

鹽就是氯化鈉。鈉為生理上所需的微量礦物的一種。但一直到今天，人類對微量礦物在體內的需求和他的作用，還沒有十分弄清楚。同樣地，高血壓的成因，醫藥界也還不能明白判斷。因此，紐約醫院暨康乃爾大學教授賴拉夫醫生說：“我們無法以科學資料來建議大家繼續食用含鹽量低的食物”。

最近俄勒岡州波特蘭大學的馬卡隆教授與費城譚普大學的史丹頓教授，聯合提出一篇論文，謂高血壓起因於缺鈣。鈣是存在於諸如乳酪與其他奶製品。另一些醫生則說，缺鈣，與缺鈣同樣地嚴重。鉀量高的植物，包括香蕉、葡萄乾、馬鈴薯、柑桔、菠菜等，亦有助於預防高血壓。

- * 如果您(您)有值得社會友們共享的事請通知編者。
- * 如果您(您)不願繳會費，請儘快將會費寄給財務。 (AFS 需要您(您)的支持。

T.C.,

Greetings.

I need your help for the following items. Pls make announcement in the upcoming news letter:

1. 中国食品工业协会 (主管全国食品工业的轻工)
希望我会会员能替他们出版的“中国食品报”
写关于食品科技上的稿。如有兴趣, 请将稿件
寄到: 朱相远所长收, 中国食品工业协会, 北京,
三里河月坛南街38号。稿费是用人民币付, 我想
还是不用提稿费算了。 至两教授
2. 上海市水产学院, 有兴趣请一位对食品冷冻, 小
刚成立食品科学系
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得的, 去他们的学院教三个月。每月\$250美元, 另加
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如有兴趣, 来信与我联系。

谢:

地址: P. O. Box 1328, Plano, TX 75074
Tel: (214) 422-2187

Tony Chen
6/25/84

<另訊> 一九八五年夏在台北将举行一个为期一週的講習会。
课题为“新水产品之發展及市場開發”。這個由海內外
專家組成的講習会正須要一位对新產品市場開發
(New Product Marketing) 有經驗的會員學者加入行列。
有興趣者請向黃安一博士連絡。

Dr. Emil Huang, Land-O'-Lakes, 1200 Lexington Ave., N.
Arden Hills, MN 55112

TEL: (612) 481-2688

食品工業研究發展顧問委員會

ADVISORY COMMITTEE TO THE TAIWAN FOOD INDUSTRY

c/o Dr. Stephen S. Chang
Rutgers State University
Department of Food Science
P.O. Box 231
New Brunswick, NJ 08903
Telephone: (201) 932-9611

Reply to:

正中

學友道鑒：

食品工業研究發展會報顧問委員會熱誠的歡迎旅美華裔食品科技人員對臺灣的食品工業發表建議，使我們可以共同合作，幫助祖國的食品工業達到最高的成就。

你在食品科技方面的成就我非常欣賞，希望你能對臺灣的食品科技在教育、研究、發展、製造、經銷、管理、品管、衛生、營養等方面有改進的建議。如果你的建議經顧問委會討論後認為可以執行的話，我們一定和臺灣有關方面合作執行你的建議；那時當再和你接洽。

建議請用所附表格的型式，一份表格只要包括一個建議，請不要將幾個建議混在一份表格內；我們希望有具體的可以執行的建議，而避免空洞的高調，好聽而無從實行的建議。

我知道寫一份建議書是很費時間的，但是我一向佩服你愛國的熱誠，希望你能為祖國的食品工業花費一些時間和精神，作一個或數個有效的建議。

肅此並頌

安祺

張 駟 祥



敬上

一九八四年七月廿六日

對臺灣食品工業之建議

建議人：中文姓名：

英文姓名：

通訊處：

電話：

建議題目：

建議理由及背景：

有關建議之資料：

建議之說明：

建議希望臺灣如何執行：

LEARN BY LISTENINGFrom page 11

said but to understand the motives that lie behind the words. Also, remember that the speaker does not always put the entire message into words. Be alert to important things that are not said. The changing tones and volume of the speaker's voice may have meaning. So may facial expressions, gestures and body movements.

8. *Listen for ideas, not just facts.* The importance of facts has been drilled into us since childhood. Hence, when we listen we tend to focus on them. A good listener makes an effort to understand what the facts add up to. He or she weighs them and relates them to each other to see what key idea binds them together.

9. *Don't monopolize.* People who have a strong need to take a dominant position in any social situation, or who feel they know everything about a subject, are often bad listeners. They shut their minds so tightly that they literally don't hear new ideas. Instead, they impatiently wait for a chance to butt in with what they think is the conclusive word on the subject under discussion.

10. *Adapt your thought speed.* We can think about three to four times faster than we can talk. Poor listeners, impatient with the slow progress the speaker is making, let their thoughts wander. Then, when their attention returns to the speaker, they find they've missed something. To use your thought speed to advantage, mentally sum up what the speaker has been saying. Weigh the evidence; ask yourself whether the facts are accurate and the viewpoints objective, or if, on the other hand, the

speaker is only telling what will prove his or her point.

11. *Don't listen only to what you want to hear.* A trained entomologist was walking down a busy city street with a friend. In the midst of the honking horns and screeching tires, the entomologist suddenly exclaimed to his friend, "Do you hear the cricket!" His friend looked at him in astonishment and asked, "You hear a cricket in the midst of all this noise and confusion?" The entomologist, without saying a word in reply, reached into his pocket, took out a coin, flipped it into the air and, as it clinked on the sidewalk, a dozen heads turned. The entomologist then said to his friend, "We hear what we listen for."

Evaluate listening habits

Here are some typical complaints that people have about others' listening habits. Which ones apply to your boss? To you?

1. He doesn't give me a chance to explain fully what my problem is.
2. She never lets me complete more than a few sentences before interrupting. She acts as if she can hardly wait for me to get through talking.
3. He likes to finish sentences for me.
4. The questions she asks about what I've just told her indicate that she wasn't listening at all.
5. He never smiles. I feel uncomfortable talking to him.
6. She seldom looks at me while I'm talking. It is hard to tell by her attitude whether she's even listening.
7. He looks at his watch or the clock while I'm talking. He often acts as if I'm keeping him from something that is more important.
8. She constantly cleans her nails or fiddles with a pen, paper or paper clip, rather than listening to me.
9. He has a knack of steering me off the subject with his questions and comments.
10. Whenever I make a suggestion or propose an idea, her immediate reaction is to say "No."
11. He always tries to anticipate what I'm going to say and jumps ahead to tell me what I have in mind.
12. Whenever I talk, he stares at me as if disbelieving everything I have to say.
13. She has a way of putting me on the defensive, or confusing my thinking whenever I ask her a question.
14. Almost everything I say triggers an argument, before I've had a chance to fully explain what I had in mind.
15. She tries to be funny when I have something serious to discuss.
16. When I speak, he looks at me in an evaluative or critical way, making me wonder whether something is wrong with me.
17. Whenever I approach her with a question, she never postpones what she's doing and turns her attention completely to me.

Kenneth J. McNaughton, Editor

The author

Eugene Raudsepp received an M.A. in psychology at Princeton University and is president of Princeton Creative Research, Inc. He conducts workshops in creative problem-solving and innovation. Four of his books—"How to Create New Ideas," "How to Sell New Ideas," "How Creative Are You?," and "More Creative Growth Games"—can be ordered directly from Princeton Creative Research, Inc., Dept. NR, P.O. Box 122, Princeton, NJ 08540. Tel. (609)-924-3215.

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