

The
U.F.A. CO-OPERATOR

Volume 4-No. 10



NOVEMBER 1966



IN THIS ISSUE:
Data Processing
Personnel
Lloyd Clark Receives
New Appointment
Fiscal Year Review
of Farm Supply &
Petroleum Divisions
U.F.A. Co-op's
Open House

U.F.A. CO-OP'S NEW COMPUTER

U.F.A. Co-op has always maintained the latest, most efficient methods of operation. After an extensive study of our present and future data processing needs, we have installed a new magnetic tape computer at the Calgary Head Office.

U.F.A. Co-op is an extensive complex business organization. In order to effectively manage this large operation and plan for the future growth, current significant information must be available. This new equipment enables us to adequately meet our present information needs and has the capacity to handle expanded future requirements as the organization grows.



DON SMITH—Chief Programmer — Supervises Data Processing systems and programming section.

DON SMITH, our Chief Programmer-Analyst, who recently joined U.F.A. Co-op Ltd., must be wondering if the pace is always as great as it's been this last while. With the installation of our new computer and the fiscal year end, it has been a rather hectic time.

Don was raised on a farm near Regent, Manitoba where he attended primary and elementary schools. He attended Teachers College at the University of Manitoba, taught for awhile and then came west, where he worked with the CPR for three years on IBM unit record equipment. He moved to Vancouver where he was employed by Shell of Canada for six years. During this time, he completed a three year extension course in Business Management and an IBM programming course in conjunction with installation of computers.

Since joining our Company, Don has taken a Honeywell programming course.

Don, his wife Christina and their children, Linda, Edward and David, recently moved to Calgary from Vancouver where Don served in various positions on church executives and was a Wolf Cub leader. He likes to curl, bowl, hike, do woodworking and is looking forward to resuming these activities.

DATA PROCESSING PERSONNEL



ART JEPPEs—Data Processing Supervisor — Supervises the operation of Data Processing equipment.



ALLAN WEMP—Programmer Analyst

Authorized as second class mail by the Post Office Department, Ottawa, and for payment of postage in cash. Postage paid at Calgary.

PICTURED ON THE FRONT COVER

U.F.A. Co-op Ltd.'s Honeywell Magnetic Tape Computer.

DATA PROCESSING PERSONNEL
(Continued)



TAZ SAWADA—Programmer



DONNA ROSE—Keypunch Operator



CAROL DeLISLE—Senior Key Punch Operator



JUDY ZIOLA—Keypunch Operator



KAREN MAIN—Keypunch Operator



HARRY LERMO—Computer Operator



DOROTHY ROBERTSON—Keypunch Operator

United Feeds Limited



MR. G. SAYLE AND MR. A. M. RUNCIMAN

The first board meeting of the newly formed western Canadian feed company, United Feeds Limited was held in the board room of the U.F.A. Co-op head office. In attendance were: A. M. Runciman, Winnipeg; G. Sayle, Sexsmith; Allan Smith, Red Deer; Hugh Dickson, Warner; A. F. Silver, Huxley; Elmer Johnson, Chauvin; J. M. Bentley, Edmonton and R. M. Wilson, Gladstone, Manitoba.

George Sayle, president of the United Farmers of Alberta Co-operative Ltd. and A. M. Runciman, president of United Grain Growers were elected president and vice-president respectively of United Feeds Ltd.

Mr. Graeme Kirstine of Edmonton will be manager of United Feeds Ltd. He is at present manager of the U.G.G. feed manufacturing plant in Edmonton and has many years experience in the feed business.

The board of directors appointed a management advisory committee consisting of W. G. Winslow, J. H. Candlish, J. C. Wachal, William McCartney, R. B. Ward, and A. W. Platt.

United Feeds Ltd. was formally organized October 1st to be jointly owned by U.F.A. Co-op and U.G.G., both farmer-owned co-operatives.

A motorist in Sweden needs only his credit card to get gas from a self-service, 24-hour-a-day pump. He inserts his credit card into a slot, records his code number on a ring of push buttons, closes the door, and fills up with gas, after which he re-opens the door to retrieve his card. He's billed by punched tape in a computer.

ELECTED TO UNIVERSITY SENATE



MR. A. W. PLATT

Mr. Arnold Platt, executive secretary of U.F.A. Co-op Ltd., was recently elected to the Senate of the University of Calgary. The Senate of the University is a body of 53 people charged with the responsibility of being the "public conscience" of the University and serving as a channel of communication between the public at large and the University.

Mr. Platt served on the Board of Governors of the University of Alberta, Edmonton from 1957-1962 and in June, 1965 was awarded an Honorary Doctorate of Laws Degree by the University.

May we extend our sincere congratulations, Mr. Platt, on this recent appointment accorded you.

CANADIAN FEDERATION OF AGRICULTURE

In September, our Mr. Platt was appointed by the Board of Directors of the Canadian Federation of Agriculture, as secretary to the Policy Committee on Agricultural Research.

ENTERTAINMENT

Write down your house number. Double it. Add five. Multiply by 50. Add your age (don't cheat). Then add 365 and subtract 615. In the resultant number you will find your house number is at the left and your age will be at the right.

A policeman stopped an offending vehicle and explained to the indignant matron behind the wheel that she had wandered over the double line three times, ignored a stop sign and executed an illegal left turn. As he wrote the ticket, the woman protested bitterly: "The trouble with you policemen is you spend all your time picking on respectable citizens. Why don't you catch some of these drunk drivers for a change?"

"Madam," was the soft reply, "I thought I had one."

CREDIT UNION

OUR MEMBERS ASK:



Question: Why should I save? I have a pension plan.

Answer: Saving is not only for old age. We save for three main reasons:

1. To provide additional security when our earning power becomes limited or nil.
2. To provide emergency funds for future use.
3. To provide an established credit rating of stability.

Question: How can I save? It's inconvenient to run around each payday with my small amount.

Answer: Use payroll deduction — just fill in a payroll deduction slip, indicating the amount you wish to save. It will be deducted from your cheque and credited to your Credit Union account.

Question: How can I get a loan?

Answer: An application is filled in and given to the Credit Committee for approval.

Question: How much can I borrow?

Answer: The maximum loan with U.F.A. Co-op Savings and Credit Union is \$2,000.

Question: What security must I have?

- Answer:*
1. You can borrow up to \$400 above your share capital on your own signature.
 2. You can borrow up to 75% on the value of your automobile provided you have clear title to it.

3. You can borrow \$200 on the signature of a co-signer with a maximum of two co-signers. A co-signer must not have a loan out or take one until the loan he has co-signed for is retired. Co-signers are responsible for repayment of the loan if the borrower does not complete his obligations.
4. Furniture and personal effects are not considered security.
5. No new members may borrow more than \$50 plus shares or 75% of the value of a car plus shares or suitable security during his first year of employment.

The Credit Union is your own organization operated by its members. Loans are confidential. Only Credit Union officials who handle the loan paper and a few who are legally required to check on our loan transactions ever see the details of any loan. The officials are members too. They value the privacy of Credit Union transactions as much as you do and are pledged to maintain this privacy.

Knowledge Is Power

Quiz Corner

QUESTIONS

1. When quoting a price for goods, what does the term F.O.B. mean? (a) For Our Buyers; (b) Free on Board; (c) Free of Breakage.
2. Who won baseball's first World Series? (a) Chicago; (b) Tokyo; (c) Berlin.
3. Haiti is in: (a) The West Indies; (b) Central America; (c) South Pacific.
4. The Canadian Imperial gallon consists of: (a) 4 quarts; (b) 5 quarts; (c) 5¾ quarts.

ANSWERS

1. (b) Free on Board, meaning that the shipper loads in car or truck but buyer pays freight, insurance etc.
2. (a) Chicago (American League) in 1906.
3. (a) The West Indies.
4. (b) Five quarts.

Country and City

In the country you go to bed all in and get up feeling fine; in the city you go to bed feeling fine and wake up all in.

TAYLOR



ALSASK

DEL BONITA



LETHBRIDGE

HERE



RECEIVES DEGREE

Congratulations to **John Renick**, Assistant Credit Manager of U.F.A. Co-op Ltd. who recently was made a chartered member of the Canadian Credit Institute with the designation of M.C.I. degree.

John received his certificate on the completion of his three year course, substantiated by five years of credit experience.

All those nights of studying finally paid off, Mr. John Renick, M.C.I. and we're proud of you.



The audience was questioning the lecturer who had just spoken on big game hunting in Africa.

"Is it true," asked one, "that wild beasts in the jungle won't harm you if you carry a torch?"

"That all depends," the lecturer said, "on how fast you carry it."

TOMORROW

Author Unknown

He was going to be all that a mortal could be. Tomorrow. No one should be kinder or braver than he. Tomorrow. A friend who was troubled and weary he knew, who'd be glad of a list — and who needed it, too, on him he would call and see what he could do. Tomorrow.

Each morning he stacked up the letters he'd write. Tomorrow. And thought of the folk he would fill with delight. Tomorrow. It was too bad, indeed, he was busy today, and hadn't a minute to stop on his way; "More time I will have to give others," he'd say. "Tomorrow."

The greatest of workers, this man would have been. Tomorrow. The world would have known, and had he ever seen Tomorrow. But the fact is, he died, and he faded from view; and all that left here, when his lifetime was through, was a mountain of things he'd intended to do. Tomorrow.



WEDDINGS

A lovely wedding was solemnized on September 3, 1966 at the McKillop United Church when Judy Hellowell from the Head Office Dividend Department and Jim Raffan of the Calgary City Police were united in marriage. Judy and Jim spent their honeymoon in the States.

DISGUSTED, TOO

"Why did you leave your last job?" asked the personnel man to the man applying for a job.

"Illness, sir," was the reply.

"What illness?"

"I don't rightly know, sir," was the man's answer, "They just said they were sick of me!"

WISE WORDS

"Drivers who are contented, don't get their fenders dented. Never gamble in traffic. The cars may be stacked against you.

My driving is perfection; my courtesy is tops; I've just caught the reflection of motorcycle cops."



Regional Operations Manager



LLOYD CLARK

Mr. Ward Smith, Manager of the Farm Supply Division of U.F.A. Co-op Ltd., recently announced the appointment of Lloyd Clark as Regional Operations Manager.

Lloyd joined our Company in 1958. He was promoted to assistant manager at Edmonton in 1959. When the Grande Prairie Center was opened in 1960, Lloyd moved there and served as manager. In 1964, he returned to Edmonton as manager of the Edmonton Farm Supply Centre, a position he held until October 1, 1966.

In his new position, Lloyd works with Jim Shindler, Operations Manager of the Farm Supply Division and is responsible for the northern branches and their operations.

Lloyd grew up on a farm at Horse Hill. He is the youngest of five boys. Sports, particularly football, have always interested him. Although he doesn't have too much time to fly, he holds a private pilot's license.

The addition of Lloyd to our corporate staff is designed to assure that the best merchandise is available to the members, that a better qualified staff is ready to serve them and that top efficiency is maintained at all branches.

Information Service Division



CLIFF PILKEY

Cliff was recently appointed a representative of the Information Service Division of U.F.A. Co-op Ltd.

He is from Invermay, Saskatchewan, where he was raised on a farm. Cliff served in the Royal Canadian Air Force from 1953-1959. He has always taken an active part in most sports and is well known in sports circles throughout Central Alberta. Prior to his joining the Information Service Division of U.F.A. Co-op Ltd., he was Recreation Director at Eston, Hanna and Ponoka.

Cliff is married to the former Trudy Whiffen and they have 4 children. The Pilkeys are now making their home in Calgary.

Cliff is co-ordinating our Winter Meeting Programs and will be conducting some of our Open House Meetings.



A road builder telephoned an RCMP detachment near Tisdale to report that thieves had broken into his car.

"They've stolen the steering wheel, the brake pedal, the accelerator, and the dashboard!" he shouted into the phone.

The constable said he would investigate.

Moments later the phone rang again. "Don't bother," the voice said, with a hiccup, "I got into the back seat by mistake."

TWO COLLECTOR'S ITEMS

A printer, having a hard time collecting a bill from a customer, bought an expensive, jumbo-size Mother's Day card. Inside he wrote, "Your mother carried you for nine months, and we salute her. But I've carried you for 18 months, and that's too long!"

Fiscal Year In Review



sales are up!

Farm Supply Division

SALES AND EARNINGS

The Farm Supply Division showed a very successful year. Sales volume of \$9,000,000 is an increase of 12.2%.

A rebate of 3.6% will be paid this year. This amounts to \$313,000 in cash. While this is a substantial amount, it is only a small part of the earnings realized by the members from their own purchases. Savings at the time of purchase contribute the most to cutting the farmer's day to day operating costs.

OPERATIONS

A new depot was opened in September, 1965 at Stettler and a second was opened in May, 1966 at Westlock. The Stettler depot has made steady progress with substantial gains during the last few months of the year. The acceptance of Westlock was outstanding and the tremendous support given by the membership in this area is most reassuring.

Sales of machinery and light equipment lines made the greatest advances recorded in the history of the Farm Supply Division. Continued growth in this area is assured through the addition of more lines during the coming year. Sale of livestock medicine increased and the savings provided to members made this service popular with livestock producers.

BUILDING DEPARTMENT

The Building Department completed its second full year of service throughout the province. Some labor shortage was experienced. In areas where building crews were available, excellent progress was made. The quality of the completed work was bettered and resulted in improved member satisfaction. As all jobs are completely guaranteed, any complaints were followed up and rectified. It is hoped there will be further improvement in the labor situation and we will be able to extend this important service to more members.

THE FUTURE

Advances made in the field of agricultural technology must be utilized quickly to be beneficial to our members.

U.F.A. Co-op Ltd. is fully cognizant of the importance of making new products, new methods and additional savings available. This year, greater emphasis will be placed on this important area.

Our policy of building additional Farm Supply outlets where member demand exists and where economical operations are feasible, will be continued.

Petroleum Division Sales

SALES

The Petroleum Division experienced a successful year as indicated by the following results:

Light Products — 59,111,073 gallons, an increase of 3,990,983 or 7.2%.

Lubricating Oils — 703,227 gallons, an increase of 64,346 or 10.3%.

Sales totalled \$14,156,066, an increase of \$750,113 or 5.6%.

MARKETING OUTLETS

During the fiscal year, service was provided for four new areas as agencies were opened at Bow Island, Thorsby, Valleyview and Willingdon. In addition, a new bulk plant was constructed at Elk Point where ownership had previously rested with the local co-op store association.

No retail service stations were built this year. U.F.A. Co-op's policy is to provide bulk petroleum service for farm members and retail service is secondary. Our service station in Lethbridge was sold during the year and three more will soon be sold. Monies obtained from the sale of these properties will be utilized in providing additional services for members.

In addition to the five new bulk plants constructed, nine plants were rebuilt. The rebuilds were at Bindloss, Calgary, Castor, Consort, Elnora, Hines Creek, Hythe, Spedden and Warburg. Our Organization now has 92 modern outlets with above ground storage. Plans are well underway to rebuild at least 6 plants during the 1966-67 fiscal year. The appearance of Company owned bulk plants is second to none in the industry. Average agency volume increased from 320,000 gallons in 1964-65 to 339,000 gallons in the last year. There is every indication that a further increase will be shown during the coming fiscal year.

EARNINGS

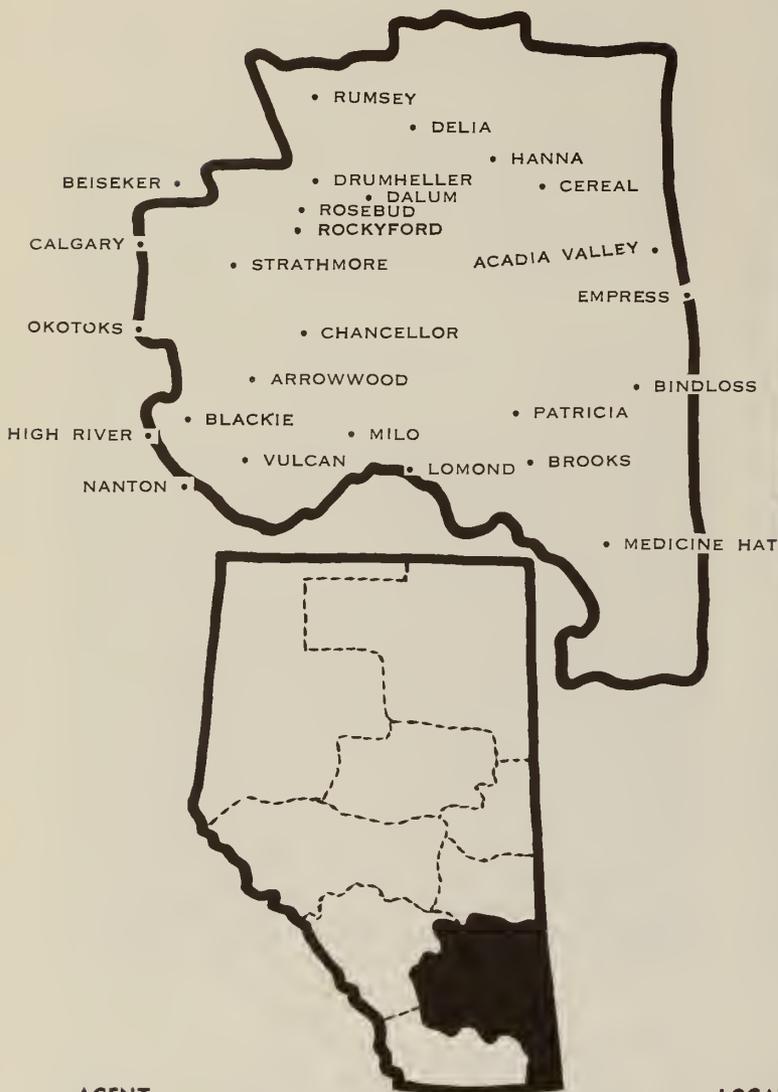
The new cash payout plan introduced a year ago has met with good response. It is particularly attractive to the new member and to the younger farmer and has provided sales assistance to our agents.

A patronage dividend of 10% will be paid this year. This will provide \$1,303,000 for allocation to members. Due to tank wagon revision, members received savings amounting to \$170,000 at the time of purchase. Approximately \$63,000 Incentive Commission and Incentive Bonus was paid to our direct agents. In spite of reducing margins and increased costs, this year provided in total, increased earnings for members and some increase in remuneration for our agents.

THE FUTURE

Diesel fuel sales are increasing rapidly. It is apparent more farmers are changing to diesel operation and this trend can be expected to continue. Little or no improvement in petroleum marketing conditions is expected — prices will continue to fluctuate as private marketers attempt through the medium of price discounts to entice some of our members to leave the Organization. We suggest to farmers that their patronage of U.F.A. Co-op provides them with the only guarantee of reasonable costs over a long period of time. Our Organization is the only petroleum marketer working in the interests of the farmer.

U.F.A. Co-op Ltd. Bulk Plants
in Territory No. 2



Petroleum Area Supervisor



BILL McNAB

Bill is petroleum area supervisor for Territory No. 2. He joined our Company over a year ago and has certainly put a lot of enthusiasm and hard work into his position. Before moving to Calgary Bill lived in the Pincher Creek area. He's had considerable experience with farm machinery and was supervisor for a major machinery company for many years.

Bill, his wife Evelyn and their three children Barbara, Donna and David now live in Calgary. You must give Bill credit for even though it wasn't easy to find a home, he not only found a very nice one for his family, but it's also very close to the golf course.



AGENT	LOCATION	AGENT APPOINTED
U.F.A. Purchasing Pool		
No. 2	Arrowwood	April 2, 1963
F. Selzler	Beiseker	September 21, 1959
Blackie Co-op Ass'n. Ltd. (D. Wooldridge Manager)	Blackie	March 14, 1960
Brooks Co-op Ass'n. Ltd.	Brooks	March 20, 1958
Cliff E. McCall	Calgary	December 1, 1965
Wheatland Co-op Ltd.	Chancellor	May 1, 1960
J. P. Anderson	Dalum	June 17, 1938
Lester C. Percy	Drumheller	December 2, 1963
High River Co-op Oil Ltd.	High River	July 31, 1961
Oliver F. Hart	Lomond	April 13, 1961
W. F. Black	Milo	June 5, 1952
R. F. Younggren	Nanton	April 8, 1957
R. G. Fullerton	Okotoks	July 21, 1958
Ralph Bishel	Patricia	April 1, 1941
J. G. Fraser	Rockyford	August 22, 1952
William Watson	Rosebud	April 3, 1963
F. E. Flynn	Strathmore	March 9, 1959
Frank P. Jepps	Vulcan	March 23, 1965



you're
invited

To Visit U.F.A. Co-op

at their

Open House

to be held from 2-5 p.m.

November

9—WETASKIWIN	Moose Hall
9—ATHABASCA	Community Centre
10—PONOKA	Community Centre
14—CLARESHOLM	I.O.O.F. Hall
14—SANGUDO	Elks Hall
15—STONY PLAIN	Community Hall
15—PINCHER CREEK ...	St. Michaels Parish Hall
16—CARDSTON	Legion Hall
16—DRAYTON VALLEY	Elks Hall
17—THORSBY	Community Hall
17—PICTURE BUTTE	Butte Hotel
18—VULCAN	Lodge Hall
21—MILK RIVER	Elks Hall
21—LOUGHEED	Community Hall
22—TABER	Moose Hall
22—PROVOST	Community Hall
23—WAINWRIGHT	Elks Hall
24—VERMILION	Legion Hall
24—OKOTOKS	Elks Hall
25—BALZAC	Balzac Hall
25—VEGREVILLE	Elks Hall
28—CAMROSE	I.O.O.F. Hall
28—DRUMHELLER	Knox United Church
29—HANNA	Legion Hall
30—MYRNAM	Elks Hall
30—OYEN	Legion Hall

December

1—CASTOR	Castor Community Hall
1—LAMONT	Fraternal Hall
2—STETTLER	Memorial Hall
2—SMOKY LAKE	Community Hall
12—BEAVERLODGE	Community Centre
12—ROCKYFORD	Community Hall
13—BEISEKER	Memorial Hall
13—SPIRIT RIVER	United Church Hall
14—FAIRVIEW	Legion Hall
14—LACOMBE	Legion Hall
15—GRIMSHAW	Legion Hall
15—INNISFAIL	Legion Hall
16—OLDS	Elks Hall
16—FAHLER	Town Hall
17—VALLEYVIEW	Elks Memorial Hall
17—THREE HILLS	Auditorium



COMING EVENTS

Annual Meeting,
Farmers' Union of Alberta
Macdonald Hotel,
Edmonton, Alberta

December 5-9

Annual Meeting,
Alberta Federation of Agriculture,
Macdonald Hotel,
Edmonton, Alberta

January 11-13

Western Agricultural Conference,
Fort Garry Hotel,
Winnipeg, Manitoba

January 20-21

Annual Meeting,
Canadian Federation of Agriculture,
Fort Garry Hotel,
Winnipeg, Manitoba

January 23-27