



THE

U.F.A. CO-OPERATOR

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PLEASE RETURN
TO PRINTING & STATIONERY

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The above picture was taken in Clairmont during a recent agency meeting with the Grande Prairie agency. On the left is Fred Mason, U.F.A. Co-op Petroleum agent in Grande Prairie. Al Carder, Petroleum Supervisor and Richard Rycroft of the Grande Prairie Farm Supply. On the extreme right is Elwood Rooney, United Grain Growers elevator agent at Clairmont.

To date a total of 44 meetings have been held and it is planned to conduct a further 80 meetings after Christmas. Some directors and delegates have been holding meetings of this nature for many years now and these have proven to be quite successful in reaching the membership. Last year it was decided to organize agency meetings for all agencies. To place a dollar value on these meetings is quite difficult but when we look at areas such as the Peace River Country where these agency meetings have been held some 16-17 years and the U.F.A. Co-op supplies approximately 60% of all petroleum products in this area, we can't help but feel that perhaps these meetings have played some part in this picture of success.

THE COVER

This month we are featuring the pre-cutting plant in Calgary. Our cover shows the erection of a precut rigid frame building at the home of Mr. De Pauli of Cayley, Alberta. From left to right are D. McLelland, J. Charron, H. Imber, E. Ebonchier. It is hoped in the near future it will be practical to extend this service to all members.

MEET THE GANG



GLEN TAYLOR,
U.F.A. CO-OP AGENT,
CALGARY

Next summer marks the thirtieth year Glen Taylor has been with U.F.A. Co-op. Glen was born in Belford, Ontario, in 1902 and came west with his parents who homesteaded in the Lethbridge area in 1919. When Glen was 20 years old he decided to go on his own and came to Calgary. After 5 years as foreman on the Spy Hill Ranch, Glen came to the U.F.A. Co-op in 1934. For approximately a year he sold oil for Northern Oils and Red Head products until U.F.A.

Co-op purchased Maple Leaf Petroleums. At this time Chas. Peake, then the General Manager of the U.F.A. Co-op sold Glen his first delivery truck, a 1934 Chev 2 ton with 810 gallon capacity. Glen operated that truck until 1947. Glen recalls selling his very first drum of gas to Ray Bushfield of Balzac.

When the Calgary Bulk Plant was first opened all petroleum was brought into Glen Taylor's storage tanks and then trucked from there to the other agencies. Now Glen picks up all his supplies directly from the refinery in Calgary. This month we salute one of U.F.A.'s 25 year veterans - Glen Taylor.

Feature Article :

PREFAB CUTTING PLANT

On May 30, 1960, the Precutting Plant at the U.F.A. Co-op Farm Supply Centre at Calgary was officially opened to provide members with additional service. The potential of this plant has exceeded all expectations. Originally this plant was designed to pre-cut such items as rigid frame rafters, wooden granaries, round wooden stock tanks and range feeders. This service has since been extended to include prefabrication of some smaller items and the actual construction of buildings on the member's farm.



George Duffy, branch supervisor of the Calgary Farm Supply Centre deserves most of the credit for the development of this service. His many years of practical experience plus specialized training in estimating and a thorough understanding of modern farm buildings makes George a very capable choice to head this programme.



All of the buildings begin with Willis Wright who makes an estimate of cost for materials and labour.



The plant is equipped with the most modern equipment including hydraulic hammers, latest in electric saws etc. Above is pictured George Mervin pre-cutting material for rafters on the radial arm saw.

Below is Norman Drieger placing a side panel on a range feeder. This unit has been designed with the assistance of members to best serve the specific needs of Alberta Livestock Producers.



Many of the small buildings are completely pre cut and pre assembled in the pre cutting plant at Calgary. The larger ones are pre fabricated in the plant and assembled on any desired location.

The precutting plant produced 345 wooden water troughs in 1963. Each unit is constructed of first grade material and undergoes a thorough inspection before leaving the plant.



The above tank is about to be sent out and is going through a final inspection by George Mervin on the left and George Duffy.



A straight wall rigid frame erected on the farm of Wm. Copithorne west of Calgary.



Above is a picture taken during the construction of an arch rib machine shed on the farm of L. Nelson of Langdon, Alberta. These buildings are constructed by a highly qualified crew, contracted by the U.F.A. Co-op.



A load of truss rafters, pre-fabricated in the plant is ready for transport to the building site. Below is a complete rigid frame building loaded for delivery to a member's farm.



A completed arch rib machine shed on the farm of Doug Robins of Blackie, Alberta.

Plans for the future include expansion of these services to all members of the U.F.A. Co-op and the development of a planning department which will offer special assistance to members in selecting buildings and equipment suitable for modern livestock production.

CREDIT UNION NEWS



ANOTHER MEMBER SERVICE!

The U.F.A. Co-op Savings and Credit Union is pleased to offer members Life Insurance protection at an extremely low cost. This is another benefit of your Credit Union membership. This Life Insurance is provided by Co-operative Life Insurance Company through Credit Unions. It is a practical plan - a sensible plan - at a cost so low you cannot afford to be without this extra protection. The directors of your Credit Union recommend your investigation of this plan. This is a decreasing term plan to complete your insurance program.

ELIGIBILITY - Must be a member in good standing of the Credit Union.

LIMIT - One policy per member.

PREMIUM - Only \$25.00 a year. Premium arranged through your Credit Union account.

INSURABILITY - A health form is to be filled out to accompany the application. Applicants over forty will receive a medical examination at the expense of the company.

This policy will provide a maximum of ten thousand dollars protection for \$25.00 per year. It is a decreasing term plan.

For more information contact Edna Scott, treasurer of the U.F.A. Co-op Savings and Credit Union.

CALGARY STAFF CHRISTMAS PARTY

The Calgary Staff Association held its annual Christmas Party on December 21 at the Westgate Motor Hotel.

Arrangements for the evening were ably handled by the Staff Association and provided each of us with an evening of good fun and good food. A delicious plate of turkey was served to each one.

In the period of relaxation following the large meal the group was entertained by 4 able artists smuggled in from Jamaica. Handling the microphone and master of ceremonies for the evening was our own Dave McDonald from the Data Processing Department.

The entertainment-naturally of a calypso nature-featured a quartet whose numbers rated high with the guests. The quartet composed of staff members included the famous personalities of:

Wayne Dale
Jack Senokovicz
Art Jepps
Glenn Kirkcaldy

Feature hit of the evening was an original composition for U.F.A. Co-op entitled "The Ballad of J.C. Robb".

Formality also had its place in this party when Mr. Arnold Platt, Executive Secretary, presented our past U.F.A. Co-op President Jake Frey and his wife with a token of appreciation on behalf of the staff.

Attending this function as a representative of the Board of Directors was Mr. John Erickson, Vice-President and his charming wife.

In the development of a party such as this there are many individuals who are unseen and unrecognized - to these people we would like to say thanks for an evening which was delightful.

THE CALF PATH

Sam Foss



One day, through the primeval wood,
A calf walked home, as good calves should
But made a trail all bent askew,
A crooked trail as all calves do.

Since then 200 years have fled,
and, I infer, the calf is dead.
But still he left behind his trail
And thereby hangs my moral tale.

The trail was taken up next day
By a lone dog that passed that way;
And then a wise bellwether sheep
Pursued the trail o'er vale and steep,
And drew the flock behind him, too,
As good bellwethers always do.

And from that day, o'er hill and glade,
Through those old woods a path was made,
And many men wound in and out,
And dodged, and turned, and bent about
And uttered words of righteous wrath
Because 'twas such a crooked path.

But still they followed - do not laugh -
The first migrations of that calf,
And through this winding wood-way stalked,
Because he wobbled when he walked.

This forest path became a lane,
That bent, and turned, and turned again.
This crooked lane became a road
Where many a poor horse with his load
Toiled on beneath the burning sun,
And travelled some three miles in one.
And thus a century and a half
They trod the footsteps of that calf.

The years passed on in swiftness fleet;
The road became a village street;
And this, before men were aware,
A city's crowded thoroughfare;
And soon the central street was this
Of a renowned metropolis
And men two centuries and a half
Trode in the footsteps of that calf.

Each day a hundred thousand rout
Followed the zigzag calf about;
And o'er his crooked journey went
The traffic of a continent.

A hundred thousand men were led
By one calf near three centuries dead.
They followed still his crooked way,
And lost one hundred years a day;
And thus such reverence is lent
To well established precedent.

A moral lesson this might teach
Were I ordained and called to preach,
For men are prone to go it blind
Along the calf-paths of the mind,
And work away from sun to sun
To do what other men have done.

They follow in the beaten track
And out and in, and forth and back,
And still their devious course pursue,
To keep the paths that others do.

But how the wise old woods could laugh,
Who saw the first primeval calf!
Ah! many things this tale might teach -
But I am not ordained to preach.

TABLE OF EXCUSES

(To save time, yours and management's, please give excuses by number)

1. That's the way we've always done it.
2. I didn't know you were in a hurry for it.
3. That's not in my department.
4. I'm waiting for an O.K.
5. No one told me to go ahead.
6. How did I know this was different?
7. That's his job, not mine.
8. I guess I should have read the specs.
9. I forgot.
10. I didn't think it was important.
11. I've been so busy, I couldn't get to it.
12. I thought I told you.
13. I wasn't hired to do that.
14. I thought George was going to take care of it.
15. I got pulled off the job.
16. I meant to get it later, but....
17. I must have misunderstood you.
18. Nobody said anything to me about any change order.
19. They gave me the wrong measurements.
20. It was such a vast project, I figured a half-vast job would get by.
21. Somebouy, I can't remember who, says he thought it would be O.K..
22. Wait 'till the boss comes back and ask him.
23. #\$\$*(%?**\$%*%#? The heck with it!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!



FARMERES' UNION OF ALBERTA
HAS NEW PRESIDENT

Paul Babey, 35 year old Beaverdam farmer was elected president of the Farmers' Union of Alberta at the recent convention held in Calgary.

Paul, of Ukrainian descent, was born at Myrnam, Alberta, and previous to 1952 farmed part-time and was a buyer for the Edmonton Based Seed Company. Since this time Paul has been farming full-time and has devoted a large part of his time to farm organization. He has been director of District 4 for 6 years and in 1962 was elected to the Executive of the F.U.A.

To assist Paul in his duties is the newly elected vice-president Anders Anderson of Medicine Hat and also three executive members. Executive members include Mrs. C.L.R. Braithwaite, former F.W.U.A. president, Herb Kotscherofski and the Junior president Gerald Hutchison.

The 466 delegates to the Convention presented the retiring F.U.A. president Ed Nelson and F.W.U.A. president Mrs. C.L.R. Braithwaite each with a beautiful living room chair. Another gentleman Henry Young of Millet who retired from the executive this year was presented with a portable T.V. set for his contribution to the farmers of Alberta in his 40 years of association.

The convention was highly successful with all delegates participating in a manner that was typical of agriculture in Alberta.

UNITED MILK AND CREAM PRODUCERS OF ALBERTA

R.F. Smith

During the years following the First World War, two associations of milk and cream producers had been formed in Calgary, namely the Farmers Milk and Cream Producers' Association and the Calgary and District Milk and Cream Producers' Association. These were both very loosely knit organizations and, consequently, not very effective.

In 1932 some joint meetings were held and it was decided to bring the two organizations together in what would henceforth be known as the United Milk and Cream Producers' Association. It was organized at this time and a little later incorporated under the Co-operative Associations Act.

The first president was the late Jack Beynon, a Winston Churchill type of Englishman, who never ceased to fight for better conditions for the milk producers. At that time there were no controls whatever on milk production or distribution, and it was a dog-eat-dog type of operation.

In 1933 the Calgary and Edmonton producer organizations, working together, instituted proceedings to have milk declared a public utility and were successful in bringing this about so that from January 1, 1934, milk has been recognized as a public utility, under the jurisdiction of the Public Utilities Board.

As time passed other points organized and there are now local associations at Calgary, Edmonton, Red Deer, Lethbridge and Medicine Hat. Over these five local associations is the Alberta Provincial Milk and Cream Producers' Association, which is a Board of Directors made up of appointed directors from each of the local Boards, with an annual delegates meeting for setting up policy.

The provincial association deals only with matters affecting two or more locals, such as public milk hearings where price changes are involved, or dealings with the utilities Board for desired changes in Milk Control Regulations.

The local association is where the member has his contacts. In many types of disagreements, the Milk Companies prefer to deal with officers of the association rather than with individual milk shippers. Usually this becomes the duty of the secretary and, in most cases, it is merely a matter of straightening out some misunderstanding. We are also in constant contact with the Milk Inspector, who is the local representative of the Public Utilities Board, and through his office, we maintain a check on production, producers' pay-off and so forth.

We also help to finance the educational programme of the Calgary Milk Foundation and through them do some indirect advertising of fluid milk.

We opened our office in the old U.F.A. building in January, 1953. Prior to that time the office of secretary was carried on from the farm, on a part-time basis.

AN EDITOR SAYS:

Getting out this publication is no picnic. If we print jokes, people say we are silly. If we don't, they say we are too serious. If we stick close to the office all day, we ought to be around hunting material. If we go out and try to hustle, we ought to be on the job in the office. If we don't print contributions, we don't appreciate genius. And if we do print them, the paper is full of junk! If we edit the other fellow's stuff, we're too critical. If we don't, we're asleep. If we clip things from magazines, we are too lazy to write them ourselves. Now, like as not, some guy will say we copied this from some magazine..... We did.

STEPS INTO THE FUTURE

T.M. Volk.

The title above suggests the impression I received while touring the IBM manufacturing plant at San Jose, California. The tour was part of a one week course in "General Data Processing" at the IBM Customer Education Centre located adjacent to the 200 acre plant site. The course material touched briefly on all aspects of planning, effective utilization and management of an IBM punch card or electronic computer installation. One of the most interesting days of the week was spent viewing films and hearing lectures on recent advances in the use of Data Processing equipment. Some very sophisticated applications are now available in such areas as project cost scheduling, inventory management, design automation, process control systems etc.

The IBM San Jose plant manufactures "1440" computers plus assembling and testing all IBM products for delivery to western U.S. customers. The plant is all very highly automated. There are over 100 computers busily engaged in such activities as preparing engineering drawings and specifications, controlling manufacturing and wiring processes and conducting quality control tests. Also located at the plant is a research centre employing 700 scientists engaged in pure research.

Congenial surroundings, warm sunny weather and very excellent educational facilities provided the atmosphere. The environment plus the formal and informal association with 30 business and government executives and 40 military officers from all parts of North America made this a very informative and worthwhile trip.

ATTENDS MARKETING COURSE

Ward Smith, former Sales Supervisor for the U.F.A. Co-op Farm Supply Division, attended a course in Marketing Management held at the Banff School of Fine Arts, October 27 to November 9, 1963. This was the first time the Banff School of Fine Arts had offered a Marketing Management course and the group attending felt it was highly successful. The class boasted members from almost every phase of the business world covering Canada from Montreal to Vancouver and including one class member from West Germany. The faculty of top-notch professors guided the class members through an intensive course covering all areas of selling including product selection, distribution media, sales policy, finance and manpower management. Ward felt that the information derived from the professors plus the knowledge accumulated through association with fellow class members of various organizations resulted in a most successful two weeks.

BANFF LEADERSHIP COURSE

During the last two weeks of January approximately 40 farm people from Alberta will be converging in the Banff School of Fine Arts to attend the Rural Leadership Techniques Course.

U.F.A. Co-operative is proud to be able to participate in this course along with the sister co-operatives and the University of Alberta Extension Department. The object of this course is to help the local leaders with the necessary techniques to enable them to conduct their jobs more effectively. These local leaders are of the utmost importance to any farm organization or co-operative.

This course is an introduction to the Leadership Conference held during February.

—≡ HERE AND THERE ≡—

10 YEARS SERVICE

Ray Ferguson - Sylvan Lake Oil Agent for the past 10 years was awarded his ten year service pin on December 13 by the writer.

Ray and Dickie Ferguson are enthusiastic supporters of "Co-operative everywhere" but are particularly enthused about the U.F.A. Co-op. and the part they are playing in its development.

K.G. Chisholm

Effective January 1, 1964, George Janzer has been appointed Data Processing and Systems Co-ordinator. In future George will devote his full time to supervision of Data Processing and the development of office systems and procedures.

Also effective January 1, 1964, Ed Gingrich has assumed the position of Dividend Accounting Supervisor. Please contact Ed on any matters pertaining to Members Equity.

Howard Symons, Credit Manager, has been confined to his home for the last three weeks with a severe case of executive stomach (ulcers that is).

FORM FUNERAL CO-OP

In the Sudbury area of Canada 2,500 families have a co-operative funeral home, aimed at reducing the cost of funerals. Several Canadian centres have organized co-operative funeral services under the name "memorial associations".

We are all happy to see Audrey Vallee "your friendly operator" (her words - not mine) back on the job after a stay in the hospital. She seems to be her old chipper self again, and it is our hope that she continues to stay in good health.

Our best wishes to Mr. and Mrs. Bruce Hollingshead, who were married on Dec. 7. Mrs. Hollingshead is the former Linda Keim from the printing department. Lots of luck to you both.

We welcome Richard Barber, who started with the Dividend Department on Nov. 20. It is good to have you with us, Richard, and we hope to see you around for a long time.

The Annual Christmas Party for the children of Calgary staff members is over for another year. It was well attended and enjoyed by all the kids from one to one hundred.. Only one dissenting voice was heard. Gordon Agar thought we were short on cartoons, but the rest of the youngsters seemed quite happy.. The sincere thanks of the staff association executive are extended to all those who dug in so wholeheartedly to make this party a success.

I know I speak for every member of the staff when I say " a big fat thank you" to the management, who sponsor this affair. A grand gesture and very much appreciated.

U.F.A. CO OP LTD.

Eileen Birch.

1119 - 1st St. S.E. is a far cry from the premises the U.F.A. Co-op first occupied in the Loughheed Building and in the Renfrew Building on 7th Ave.

At this time we had a staff of about 6 and sometimes the Organization was hard put to pay our salaries - small as they were. Marj Black and I are the only two hardy souls left of that staff.

The Co-op started out as a subsidiary of United Farmers of Alberta and was known as U.F.A. Central Co-op. Guided by a Committee of three, we handled carload orders of posts, coal, oil, wine etc. Generally, these were ordered by telephone.

Finally in 1933 the day arrived when caution was thrown to the wind and a special fieldman, Art Riley, was hired to look after and expand the activities of U.F.A. Central Co-op. This meant a car was necessary and after a great deal of consideration a second-hand Chev. coupe was purchased for \$125.00.

In those days I would go to Edmonton for Farm Young People's Week, so it was decided one year Winnie Ellston and I could have the use of this car to drive to Edmonton. We left after work and as we neared Millet - rushing along about 40 miles per hour we heard a peculiar noise. We checked the tires but apparently they were all O.K. We decided to drive into the next garage which we did (this being about midnight). The service man could not find anything wrong so we SLOWED down and finally got to Edmonton about 2 a.m. driving to a garage a short distance from our hotel. In the morning they called us and said one wheel would have fallen off if we had driven any further. I guess our guardian angel was watching over us - knowing full well we could not afford expensive repairs to either ourselves or the car.

However, we made a start and gradually we got a better car, then two cars and another fieldman and so on until at the present time we have a staff of 162



While we had a small staff when we moved to the Renfrew Building, we searched the town to get an office big enough for us. You did not have the choice of space that we have today. Our desks and one adding machine were years old and not matching. However, we were gradually seeing daylight and the time came when the Renfrew Building was too small, we took a plunge and purchased the building now occupied by the main store of the Calgary Co-op. We bought some new desks etc. and later got an electric adding machine. What a day that was! Our progress was accelerating and our staff had greatly increased. We were using electric typewriters, adding machines and calculators, etc. Then the store wanted more space. So in 1958 the present office building was erected and for the first time we had all matching furniture complete with electrical machines of every kind. Finally, in 1960 the installation of an IBM system. We have been told there is not an office in Calgary that is better equipped than ours.

What a treat our attractive ladies lounge and washroom was, and the lunchroom was equipped with a refrigerator and electric hot plate. We thought we were set for at least ten years but this year our continued expansion made it necessary to double the size of our premises. I wonder how long these will serve?

While we worked hard in the early days for small salaries we had lots of fun and when we got a new typewriter or desk we really appreciated it. Even after five years in this building, I never come in, but what I appreciate the facilities and attractive quarters we occupy.

COMING EVENTS

Alberta Federation of Agriculture

Jan. 8 - 10

Capri Motor Hotel, Red Deer.

Western Agricultural Conference

Jan. 16 & 17

Fort Garry Hotel, Winnipeg

Canadian Federation of Agriculture

Jan. 20 - 24

Charlottetown, P.E.I.

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