

# THE UNITED FARMER

APRIL, 1970



April Features  
The Mini-Year  
Petroleum Awards

# THE UNITED FARMER

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MEMBER OF THE CANADIAN INDUSTRIAL  
EDITORS' ASSOCIATION

**United Farmers Farm Supply  
Centres:**

Calgary 4720 - 1st Street S.E.  
Edmonton 12243 Mount Lawn Road  
Red Deer 5440 - 45th Street  
Lethbridge 3131 - 2nd Avenue N.

Grimshaw	Camrose	Hanna
Stettler	Westlock	Provost
Vulcan	Vermilion	Falher
Grande Prairie		

## COVER PICTURE

Fishing at the Crowsnest Pass.  
Enjoy Alberta this year — there's  
lots to see and do. Picture courtesy  
of the Alberta Government.

"It has been most encouraging to note that in these difficult times members bought more supplies from their own organization. We are confident that in 1970, we can be especially useful to members. It is in such times that the value of a farmer-owned organization proves its worth."

## At The Annual Meeting

United Farmers' Annual Meeting has, in previous years, been held in November. Due to the change of the year-end from July 31 to December 31, it was held on March 12, 1970. In attendance were all the directors and 61 of the 63 delegates.

The Board of Directors Report, given to the Delegates at the Annual Meeting, was based on the operations of United Farmers in August, September, October, November and December, 1969.

Reprinted below are some brief excerpts from the Board of Directors' Report to the Annual Meeting.

"Delegates are well aware that our farm members continue to lack the necessary cash to carry on their operations in an efficient manner. The root cause of this distressing situation is lack of world markets for grain; lower prices for grain, both in world markets and in Canada; plus the tight money policy of all industrialized countries. There is some prospect that for the balance of the crop year, grain deliveries will be somewhat larger than a year ago, but prices are not expected to improve. While all farmers would agree that inflation must be controlled, it is obvious that tight money policies on top of lower sales are placing an unfair burden on the farming industry that in itself has contributed little to the inflationary spiral. Many commercial farmers will have great difficulty to survive under these conditions.

"Your Board views with satisfaction the performance of United Farmers for the five month period under discussion. We are confident that in 1970, we can be especially useful to members as it seems they will again be facing severe economic problems. It is in such times that the value of a farmer-owned organization proves its worth. We also believe that we can play a useful role in assisting members to adjust to changing market demands by providing the tools they require to do the job.

"We wish to express our sincere appreciation to all the delegates who have contributed so much to our success.

"It is our great pleasure to thank our staff and agents for their hard work, knowledge and enthusiasm that contributes so much to the success today, and promises even greater things in the future."



# Report on the Mini-Year

Mr. William McCartney, General Manager of United Farmers, spoke to the delegates at the Annual Meeting.

Here are some brief excerpts from his address.

"Today, we will be discussing a five month period in isolation. As a consequence one cannot make accurate comparisons on a similar period a year ago. The reason for this is that December 31, 1969, was an official fiscal year-end and December 1968 was not. Consequently in 1968, we did not take inventories; exact cut-offs on purchases and expenses were not necessary; year-end entries weren't made, for example bad debt allowances, etc.; and of course, no official audit was made.

'Please keep in mind, however, that the August-December period is not typical of a full year's operations and the rate of earnings will not be maintained throughout the present new fiscal year. So with those qualifications in mind, let's take a look at the mini-year in isolation.

## Sales

'Sales can be compared fairly accurately with the same period in 1968. We had an increase of \$748,000 or 6.88%. Both divisions contributed to the favorable result with the petroleum division up \$195,000 or 3.1% and the farm supply up \$552,000 or a very strong 12.2%. The increases are particularly rewarding when you consider poor harvest conditions in many parts of the province and the depressed conditions in the whole agriculture industry. We are of the opinion that more farmers have provided greater support for their own Organization and the new programs and services in both divisions have been timely and well received by most of our members.

## Expenses

'Total expenses cannot be accurately compared for the reasons I have stated, but as a



Wm. McCartney

matter of record they are nearly the same, as a percentage of sales, as they were on July 31, 1969. I want to assure you that all of our staff are fully aware of the necessity to continue exercising restraint in respect to expenditures. We are continuously examining everything we do, both administratively and operationally to affect economy and still provide our members with products and services that they need.

## Earnings

'Our earnings before farm supply rebate and provision for income tax, are a very substantial \$1,135,000. In view of this figure, we will be recommending a 4% cash rebate on farm supplies and a 13.5% dividend on petroleum purchases. Again may I remind you, that in our opinion, these kinds of results, while achievable under the five month period we are considering, cannot be maintained over the full 12 month period in 1970.

## Accounts Receivable

'Accounts receivable, excluding conditional sales made in agreements, are \$1,866,000 — up 10% from a year ago. Farm Supply accounts are up 3.87%. Petroleum accounts are up 14.45%. General and other accounts are down 9.6%. Our current accounts percentage is about the same as last year but 60 day and over accounts are \$47,000 higher than previously. While the increase in our receivables is not particularly out of line with our sales, we are experiencing much more difficulty with a growing number of slower paying accounts. It is costing us more time and money to get money in, and the cash position of your Organization may well be strained through 1970.

## Petroleum Division

'Sales in the Petroleum Division amounted to \$6,535,000, an increase of 3.1%.

The successful marketing program instituted last year will be continued in 1970, with some minor changes. It is anticipated that we will be able to maintain our share of the market.

## Farm Supply Division

'Sales in this division were \$5,081,000 and they are up a very healthy 12.2%. Increases are predominantly in building supplies and the Farmstead Development Department, as members move more rapidly into diversified programs.

'The Farm Supply Division has a complete marketing program tailored to diversification planned for the year, which should assure us of a reasonably good volume in spite of the difficulties facing grain farmers.

## Conclusion

'Your Organization has had a good 5 months — particularly when you consider the problems in the industry and the shortage of cash felt by all farmers.

We are in a strong financial position as indicated by the balance sheet. Our assets of \$12,000,000 are financed to the extent of 79% by members and that figure must be one of the more favorable in Western Canada.

Our current ratio of 3.4 to 1 is satisfactory to our business.

Sales have been very good, expenses controlled, and consequent earnings a very healthy \$1,135,000. Dividend and rebate rates are unusually high because of the mini-year, and during the seventeen month period, we will have paid out 1 $\frac{3}{4}$  million dollars in cold cash.

We think that this is a pretty good record. We can say with confidence that United Farmers has demonstrated once more

that when 45,000 or 50,000 farmers pool their purchasing through their own Organization, things do happen and the service and savings are there.

'The only real limitation is member participation. If every member that we are presently doing business with bought **both** his petroleum and farm supplies from us — our sales would be increased by 33% — or nearly eight million dollars. In other words, eight million dollars more — without adding a single new member. This extra volume could be accommodated without any significant addition to our physical facilities and with a relatively small addition in operating costs. Think of the savings we could make for our member then. How do we convince our own members that they should use all of our services. This, gentlemen, is the key challenge facing you and your management. Let's ensure that the challenge is met in the 70's."



*Left to right — Alfred Hammer, Herbert Plain, Edouard Brulotte.  
(New Delegates) more on pages 8 & 9*



## OPERATING REPORT IN BRIEF

(For fiscal period from August 1st to December 1st, 1969)

Sales . . . . .	\$11,616,000
Earnings Available for Distribution . . . . .	1,073,000

### UNITED FARMERS DISTRIBUTES THESE EARNINGS AS FOLLOWS:

Patronage Dividends . . . . .	\$ 800,000
Increase in Expansion Reserve . . . . .	78,000
Rebate on Farm Supply Purchases . . . . .	195,000
<b>TOTAL . . . . .</b>	<b>\$ 1,073,000</b>

### UNITED FARMERS WILL PAY IN CASH:

Rebate on Farm Supply Purchases . . . . .	\$ 195,000
Dividends to Associations . . . . .	124,000
Cash Portion of Current Dividend . . . . .	136,000
Payment on Deferred Dividends . . . . .	312,000
To Retirements and Estates . . . . .	46,000
<b>TOTAL . . . . .</b>	<b>\$ 813,000</b>

### Summary Of Cash Payouts For The Seventeen Month Period

(August 1st, 1968 - December 31st, 1969)

Preferred Share Dividend . . . . .	\$ 7,400
Rebate on Farm Supply Purchases . . . . .	460,100
Dividends to Associations . . . . .	377,400
Cash Portion of Current Dividend . . . . .	412,500
Payment on Deferred Dividends . . . . .	312,000
To Retirements and Estates . . . . .	175,700
<b>TOTAL . . . . .</b>	<b>\$ 1,745,100</b>

In full awareness of the economic stress being felt by the agricultural industry, every attempt has been made to pay out as much cash as possible.



# ELECTIONS

## NEW DIRECTORS

The election of delegates in the 28 even numbered subdistricts resulted in twenty-five acclamations and three elections. In the election of delegates to represent the affiliated co-operatives, **Mr. Sarden Semenuk**, formerly the delegate from the Westlock area, became the affiliated co-operatives delegate from Pembina.

There are four new delegates: **Mr. Edouard Brulotte** of Falher; **Mr. Albert Hammer** of Olds; **Mr. Marcel Hochstein** of Pincher Creek; and **Mr. Herbert Plain** of Pibroch.

**Mr. Neil Mowatt**, Parkland and **Mr. Ernie Cooper**, Sangudo retired from the Board of Directors.

The new directors are **Mr. Howard Haney** of Picture Butte and **Mr. John Onyschuk** of Radway.

Announcements will shortly be made as to the delegates who will replace Mr. Haney and Mr. Onyschuk.

At the board meeting, on the morning of Friday, March 13, the directors of U.F.A. elected the following executive: **Mr. George Sayle**, President; **Mr. Andrew Silver**, 1st Vice-President and **Mr. Clare Anderson**, 2nd Vice-President.



*John Onyschuk  
Radway, Alberta*

Mr. Onyschuk was elected a director to United Farmers at the Annual Meeting held in March. He has been a delegate since 1964. His farming enterprise is mixed and is located at Radway.

Mr. Onyschuk has held executive positions in many organizations. For eleven years, he served on the board of the Radway Co-op and for six years, on the Thorhild Alberta Livestock Co-op. For four years, he acted as president of the Radway Church and now holds the position of vice-president.

In the last sixteen years he has served as either president or secretary of the Weasel Creek Local. He belongs to the Lions Club and to the Farm and Home Group.

Mr. Onyschuk has mentioned that he enjoys working in organizations. In addition to all his other community responsibilities, he has worked with 4-H clubs and served as an advisory member on the agricultural board in the county of Thorhild.

Mr. Onyschuk is married and has four boys and one girl.



*Howard Haney  
Picture Butte*

Mr. Howard B. Haney, who has been a delegate to United Farmers since 1962, was recently elected a director of United Farmers at the Annual Meeting held in Calgary.

Mr. Haney is a prominent rancher in the Picture Butte area and won the Master Farm Family award in 1960. On their large ranch, the Haney's are involved in beef fattening, hog raising, registered grain, registered Herefords, and sugar beets. They have won first prizes in both barley and oats for several years at the Lethbridge Seed Fair.

Mr. Haney is a member of the Alberta Sugar Beet Growers Association and the local Rural Electrification Association. He is president of both the Picture Butte Lions Club and the Iron Springs F.U.A. local.

Mr. Haney has been a very active and conscientious delegate, and was also the senior member of the Delegates Educational Advisory Committee.

He is married and has five children. His hobbies are music, reading, bowling and curling.

# DIRECTORS and DELEGATES 1970

Delegate	Address	Area			
<b>1A — GEORGE SAYLE, Sexsmith, Director</b>			<b>5E — PHIL DUBY, Ranier, Director</b>		
1 Oscar Gudlaugson	Beaverlodge	Grande Prairie West	29 Anders Anderson	Medicine Hat	Medicine Hat
2 Ed McIntosh	Grande Prairie	Grande Prairie East	30 Marshall Bingeman	Esther	Acadia
3 Norman Adolphson	Valleyview	High Prairie	31 Kermit Solberg	Sunnynook	Hanna
4 Edouard Brulotte	Falher	Smoky River	32 James Gaschnitz	Drumheller	Starland
5 Mike Nikolaychuk	Woking	Spirit River	33 Walter Risdon	Strathmore	Wheatland
6 John Lorencz	Manning	Peace	34 Peter Voroney	Tilley	Newell
7 William Eaglesham	Fairview	Fairview	35 Allan Sinclair	Vulcan	Vulcan
<b>2B — EWEN McDONALD, ALIX, Director</b>			<b>6F — ELMER JOHNSON, Chauvin, Director</b>		
8 Lawrence Henderson	Lacombe	Lacombe	36 Leslie Webster	Hay Lakes	Camrose North
9 Harmon Lueers	Ponoka	Ponoka	37 Mervin Giem	Ferintosh	Camrose South
10 William Runte	Brightview	Wetaskiwin	38 Glenn Luntz	Forestburg	Flagstaff
11 John Terlesky	Thorsby	Leduc	39 Herb Kruger	Stettler	Stettler
12 Elwood Galloway	Ft. Saskatchewan	Strathcona	40 George Fawcett	Consort	Paintearth
13 Gerald Schoepp	Stony Plain	Stony Plain	41 Glenn Valleau	Wainwright	Wainwright
14 Gilbert Getson	Chip Lake	Drayton - Edson	42 Robert Johnson	Amisk	Provost
<b>3C — ANDREW SILVER, Huxley, Director</b>			<b>7G — DANIEL MANDERSON, Ryley, Director</b>		
15 Archie Hogg	High River	Foothills	43 David Fedun	Andrew	Lamont
16 Morris Smith	Calgary	Rockyview South	44 Allan Zwierschke	Holden	Beaver
17 Harry Dunn	Balzac	Rockyview North	45 Metro Lukenchuk	Vegreville	Minburn
18 Alfred Hammer	Olds	Mountain View	46 Karl Marklund	Vermilion	Vermilion River
19 Paul Gelinax	Trochu	Kneehill	47 Stanley Magdiak	Myrnam	Eagle
20 Norman White	Kneehill Valley	Red Deer East	48 Sigvard Peterson	Lindbergh	St. Paul
21 Earl Grimson	Red Deer	Red Deer West	49 Paul Nowak	Goodridge	Bonnyville
<b>4D — HOWARD HANEY, Picture Butte, Director</b>			<b>8H — JOHN ONYSCHUK, Radway, Director</b>		
22 Marcel Hochstein	Pincher Creek	Pincher Creek	50 Andrew Klak	Athabasca	Athabasca
23 Raymond Hart	Claresholm	Willow Creek	51 Bill Fedoretz	Smoky Lake	Smoky Lake
24 Vacancy		Lethbridge	52 Vacancy		Thorhild
25 Robert Steen	Enchant	Taber	53 William Bocock	St. Albert	Sturgeon
26 Claude Stevens	Foremost	Forty Mile	54 Stanley Reid	Onoway	Lac St. Anne
27 Leo Ellert	Milk River	Warner	55 Albert Steinbring	Barrhead	Barrhead
28 James Hadfield	Owendale	Cardston	56 Herbert Plain	Pibroch	Westlock

## Affiliated Co-ops — CLARE ANDERSON, Barrhead, Director

1 Alphy Johnson	Schuler
2 Jack Riddle	Carstairs
3 John Malmas	Wetaskiwin
4 Romeo Belanger	Edgerton
5 Robert Slack	High River
6 Sarden Semenuk	Westlock
7 Eugene Girard	Girouxville



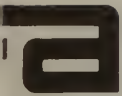
# CONDENSED B

As at Decem

## Assets

What United Farmers Owns	
	<b>CURRENT</b>
	Cash . . . . . \$ 251,664
	Short term notes receivable . . . . . 1,950,000
Accounts owed by members and others	Accounts receivable and conditional sales and lien agreements due within one year . . . . . 1,792,232
Cost of products and supplies in inventory	Inventories — valued at lower of cost or net realizable value . . . . . 4,029,620
Things paid for but not as yet received	Prepaid expenses . . . . . 45,562
	<u>Total Current Assets . . . . . 8,069,078</u>
	<b>CONDITIONAL SALES AND LIEN AGREEMENTS RECEIVABLE Less:</b>
Accounts owed to United Farmers not due for over year	included in current assets (115,176) . . . . . 325,316
	<u>INVESTMENTS AND LOANS . . . . . 851,804</u>
	<b>FIXED AT COST</b>
Cost of land, farm supply centres, bulk plants, delivery units, equipment, head office bldg., etc.	Land . . . . . 514,278
	Buildings, plant and equipment less accumulated depreciation . . . . . 2,239,942
	<u>2,754,220</u>
	<u><b>TOTAL ASSETS . . . . . \$12,000,418</b></u>





# BALANCE SHEET

December 31, 1969

## Liabilities & Members' Equity

### CURRENT

What United Farmers owes  
plus members' investments

Accounts due on normal  
terms to business  
suppliers and others

Provincial and federal  
taxes that company  
owes (estimated)

Cash portion of patronage  
dividend for year ended  
July 31, 1969, to be paid  
April, 1970

Amounts owed by United  
Farmers not due for  
one year

Amount owned by members

Allocated Dividends —  
payment of which has  
been deferred to provide  
the working capital for  
inventories, etc.

Non Voting shares

Tax paid earnings that belong  
to membership as a whole

Earnings to be distributed to  
members in the next year

Accounts payable . . . . .	\$ 1,719,022
Fuel Oil Taxes Payable . . . . .	338,627
Income taxes payable . . . . .	33,125
Patronage dividend payable . . . . .	<u>276,939</u>
Total Current Liabilities . . . . .	<u>2,367,713</u>

DEFERRED LIABILITIES . . . . . 106,993

### MEMBERS' EQUITY

Patronage loans . . . . . 3,986,626

### Capital

4% preferred shares . . . . . 164,750  
Ordinary shares . . . . . 2,979,839

Expansion reserve . . . . . 1,417,341

Undistributed earnings . . . . . 977,156  
9,525,712

TOTAL LIABILITIES and  
MEMBERS' EQUITY . . . . . \$12,000,418

# NEW DELEGATES



*Mr. Marcel J. Hochstein  
Delegate, subdistrict #22*

Mr. Hochstein, who was recently elected a delegate from the Pincher Creek area, was born and raised in this area.

In his agricultural enterprise, Mr. Hochstein is involved in grain, hay and cattle. He has won awards for his livestock.

Like many of our delegates, Mr. Hochstein has been prominently involved in farm organizations as well as in community life. He served on the Municipal District of Pincher Creek Council for seven years and was Reeve for four years. He also served as the president of the Pincher Creek Co-op Board for seven years and has been active for 24 years in community auction sales.

Mr. Hochstein is a member of the Roman Catholic Church and has belonged to the Knights of Columbus for 42 years. He has also taken an active part in the Lions Club and in 4-H work. He is married and has four children.



*Herbert M. J. Plain  
Delegate, Subdistrict #56*

Mr. Plain, the recently elected delegate from the Westlock area, is actively engaged in mixed farming. His farm is located N.W.  $\frac{1}{2}$  of 4 TWS 61, R26 West of 4th.

Together with his father and brother, he farms 1400 acres. Their enterprise has 600 hogs and a 200 beef feedlot with 100 mother cows.

At the Westlock Fall Fair, their seed has won prizes in grain and rape.

Mr. Plain was for two years president of the local F.U.A. and recently served on the board of directors as well as acting as secretary of the sub-district.

Mr. Plain is 29 years of age, is married and has two children — a boy and a girl. One of his favorite hobbies is welding.



*Edouard L. Brulotte  
Delegate, Subdistrict #4*

Mr. Brulotte, who was recently elected the delegate from the Smoky River area, can claim the same distinction in the delegate body as did his predecessor, Raymond Rey. At 24 years of age, he is United Farmers' youngest delegate.

Girouxville is his birth place and he now farms in the Falher area. For the past two years, Mr. Brulotte has worked for the Municipal Office of Smoky River as the Assistant Agricultural Fieldsman.

He is an active member of the Farmers Union and the Alberta Wheat Pool.

Mr. Brulotte has two brothers and two sisters. A particularly favorite hobby of his is reading.

## *At The Annual Meeting*



*Mr. Alfred G. Hammer  
Delegate, Subdistrict #18*

Mr. Alfred Hammer is a well known farmer in the Olds area. However, at the Calgary Head Office of United Farmers, the first reaction to his election was, "that's Lorraine Hammer's dad."

In addition to being the father of vivacious Lorraine Hammer, of our Farm Supply Accounting Department, Mr. Hammer has many other distinguished achievements to his credit.

He has been a director of the Olds Co-op since 1961 and served as president from 1964 to 1967. He holds directorates in the Olds Agricultural Society and the Olds Barley Growers. Mr. Hammer is a member of the Bechton local of the F.U.A., the A.F. and A.M., Olds Masonic Lodge, and the Elks Lodge.

His wife Amelia and he have three other children in addition to Lorraine — a son Eldon and two daughters Edna and Grace.

Mr. Hammer is interested in the promotion of junior hockey and is on the executive of the Cascade Junior B Hockey Club.





# Provincial Awards

# PETROLEUM

The Petroleum Division of United Farmers recently presented awards to the agents and petroleum association members who achieved THE BEST VOLUME INCREASE, THE MOST IMPROVED OIL RATIO, or THE FARM CALL CHAMPION AWARDS in their respective territories.

United Farmers salutes all the agents and petroleum association members of U.F.A., whose productive performance achieved another successful year for the Petroleum Division.

These people are the front line representatives — MR. U.F.A. in their community — who in a large measure are responsible for the excellent reputation enjoyed by United Farmers with our members.



*Gib Paradis, Edmonton agent — Triple Award Winner, and Gordon Chisholm, Petroleum Marketing Co-ordinator.*



*George Brown  
Fort Macleod*



*Mike Stasyk, Glendon agent — Triple Award Winner, and Gordon Chisholm.*

## PROVINCIAL BEST VOLUME INCREASE

In the 1968 Award Program, Gib achieved the Highest Volume Increase in Territory #6. In 1969, he not only repeated this performance in his territory, but was also the recipient of the Most Farm Calls Award.

To top this, Gib was the Alberta Champion for the Best Volume Increase. To top this, the Edmonton agency in 1969 achieved the unique distinction of being the first agency to go over the 2 million gallon mark — and no one has topped that.

Gib's record has been a real pace setter for the Petroleum Division. He increased his light product sales this year by 16% and his motor and gear oils by 14.4%. This has been a fantastic year for Gib Paradis. It'll be interesting to see what he is going to achieve in 1970 — and anyone who knows Gib Paradis knows he won't be standing still!!

## PROVINCIAL MOST IMPROVED LUBE OIL RATIO

Being in the winner's circle in not new to George. He has been doing that in local and district horse shows since 1953.

Since joining U.F.A., George has also been in the winner's circle. In 1968 he was the Farm Call Champion in Territory #1. In 1969, George again won this award and was also declared the provincial winner of the Most Improved Lube Oil Ratio.

His light product sales in 1969 showed a 22% increase.

George has been producing top results at Fort Macleod and his winning of three awards in 1969 certainly verifies this.

## ALBERTA FARM CALL CHAMPION AWARD

The former mayor of Glendon has achieved a prominent place in the Awards Program since he joined United Farmers' Petroleum Division. In the 1968 Awards, Mike won the Most Farm Calls Champion and the Best Volume Increase in Territory #7.

In 1969, Mike again won both these awards and climaxed this achievement by winning the Alberta Farm Call Champion.

In order to become a three-event winner, Mike made 87 farm calls in 1969 and increased his light product gallonage by 234,000 gallons or 144% — an average increase of 2700 gallons per call.

# AWARDS

# Mr. U. F. A.



*Doug Keown  
Spirit River*

**1969 Award — Territory #8  
— MOST FARM CALLS**

Doug increased his 1969 light product sales to achieve the high gallonage of 819,651.



*Joe Bonertz  
Pincher Creek*

**1969 Award — Territory #1  
— BEST VOLUME INCREASE**

Joe Bonertz is the Manager of Pincher Creek Co-op Oils. In 1969, this member-association of United Farmers topped the 1/2 million gallon mark with an increase in light product sales of 119,184 gallons. Healthy increases were also shown in sales of motor and gear oils.



*Bill Martin  
Oyen*

**1969 Awards — Territory #3  
— BEST VOLUME INCREASE  
— MOST FARM CALLS**

Bill's increase, in 1969, of 18% in light product sales saw him go over the 1/2 million gallon mark. He also increased his motor and gear oils sales.

In 1968, Bill was the Farm Call Champion in his territory.



*William Nowek  
Hines Creek*

**1969 Award — Territory #9  
— MOST IMPROVED OIL RATIO**



*Ed Heck  
Bawlf*

**1969 Awards — Territory #5  
— BEST VOLUME INCREASE  
— MOST FARM CALLS**

Ed successfully increased his light product sales, in 1969, by 16.7%.

In 1968 he was the Farm Call Champion in his territory.



*George Canaday  
High Prairie*

**1969 Awards — Territory #9  
— BEST VOLUME INCREASE  
— MOST FARM CALLS**

George achieved light product sales, in 1969, of 679,755 gallons, an increase of 102,774 gallons or 17.8%. He also showed an increase in motor and gear oils.



*Bob Matthews  
Eckville*

**1969 Award — Territory #4  
— BEST VOLUME INCREASE**

Bob increased his light product gallonage in 1969 from 448,413 to 524,625, an increase of 17%. Bob also increased his sales of motor and gear oils.

**MR. U.F.A.**



*Don Hennel  
Stettler*

**1969 Award — Territory #4  
— MOST FARM CALLS**

Don also recorded a good increase in his light product sales and in 1969 achieved a volume of 416,193 gallons.



*Helmer Olsen  
Holden*

**1969 Award — Territory #5  
— MOST IMPROVED OIL RATIO**

Helmer also increased his light product sales to 410,528 gallons. Congratulations to Helmer on receiving his 20-year Service Award. Al Carder, Petroleum Marketing Supervisor, and some of Helmer's co-workers and friends, recently honored him on this occasion at an informal gathering.



*Ken Edgar  
LaGlance*

**1969 Award — Territory #8  
— MOST IMPROVED OIL RATIO**

Ken also increased his light product sales to 430,118 gallons.



*Art Lysons  
Tolland*

**1969 Award — Territory #7  
— MOST IMPROVED OIL RATIO**

Art increased his light product sales in 1969 by 5.3%.





*Brian Gray  
Westlock*

**1969 Award — Pembina  
— BEST VOLUME INCREASE**

Brian Gray is the capable Manager of the Westlock Agency of Pembina Co-op Association. The Westlock agency is a pace setter in the Pembina group and this year's increase projected their light product sales to 844,611 gallons.



*Ralph Bishel  
Patricia*

**1969 Awards — Territory #2  
— MOST IMPROVED OIL RATIO**

Ralph also recorded a 11.6% increase in his light product sales in 1969.

**Manager  
Appointed**



*Jack McDonald  
Manager  
Vulcan Farm Supply Centre*

Mr. Ward Smith, Manager of the Farm Supply Division, recently announced the appointment of Jack McDonald as Manager of the Vulcan Farm Supply Centre.

Jack was born on the family farm at Empress, Alberta. His family moved to Craigmyle, where they still have their farm. Jack lived on the farm until he completed high school at Delia, Alberta.

He joined United Farmers as a salesman in 1965 at the Hanna Branch and then was promoted to Assistant Manager in Red Deer in April, 1968. In

February, 1970, Jack was appointed Manager of the Vulcan Farm Supply Centre.

Jack and his wife Louise are looking forward to living in Vulcan. Jack has played hockey with the Highway 9 Hockey League and will no doubt soon be involved in community activities in Vulcan. His particular hobbies are golfing and fishing.

Jack's enthusiasm, his dynamic personality, and his proven efficiency will certainly be an asset to United Farmers' Farm Supply Centre at Vulcan, Alberta.



*Vic Dales  
Valleyview*

**Due to space limitations, The  
May Issue will feature the balance  
of the Petroleum Award  
Winners.**

**1969 Award — Territory #8  
— BEST VOLUME INCREASE**

Vic expanded his light product sales in 1969 to 654,409 gallons, an increase of 13.5%.

In 1968, Vic was the winner, in his territory, of the Farm Call Champion Award.

## *In The Service*



*Gary Rushton, local farmer; Jim Davis, Manager of Stettler Farm Supply Centre; and (in the doorway), Don Hennel, U.F.A. agent at Stettler.*

Stettler has a ski chalet — and what a beauty it is! This community project is now in operation and turning out to be very successful, judging by the enthusiastic use of the facilities from the Stettler and surrounding area residents. The chalet also has a rope tow.

The ski chalet is 20 feet by 28 feet and is furnished with cedar shingles and siding. All the material used in the ski chalet — and that is all the material — from the pre-cut rafters to the Abitibi hardboard is from United Farmers' Farm Supply Centre at Stettler.

In the above picture, Gary Rushton, Jim Davis and Don Hennel are pictured in the process of devoting their time and effort into making this skiers dream a reality. Don and Jim are both on the Board of Directors of the Willow Creek Canyon Ski Club.

We are proud of Jim and Don, two very busy men who have taken the time for an active participation in their community. This type of active dedication is what makes communities great! !