

THE UNITED FARMER

OCTOBER, 1970



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Head Office: 1119 - 1st Street S.E.,
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Editor: Alice Switzer



MEMBER OF THE CANADIAN INDUSTRIAL
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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

Combines at work near Red Deer, Alberta.

Photo reprinted courtesy of Canadian Pacific.

Make Mine Milk!!!

MILK IS MARVELLOUS

In 1968, the average milk production per cow in Alberta was 7,236 pounds . . . an increase of 573 pounds over 1967 . . . and an all time high. This was the first time production per cow in Alberta exceeded 7,000 pounds of milk per year.

This significant achievement is indicative of the improvements in dairy cattle management resulting from the specialization of dairy products.

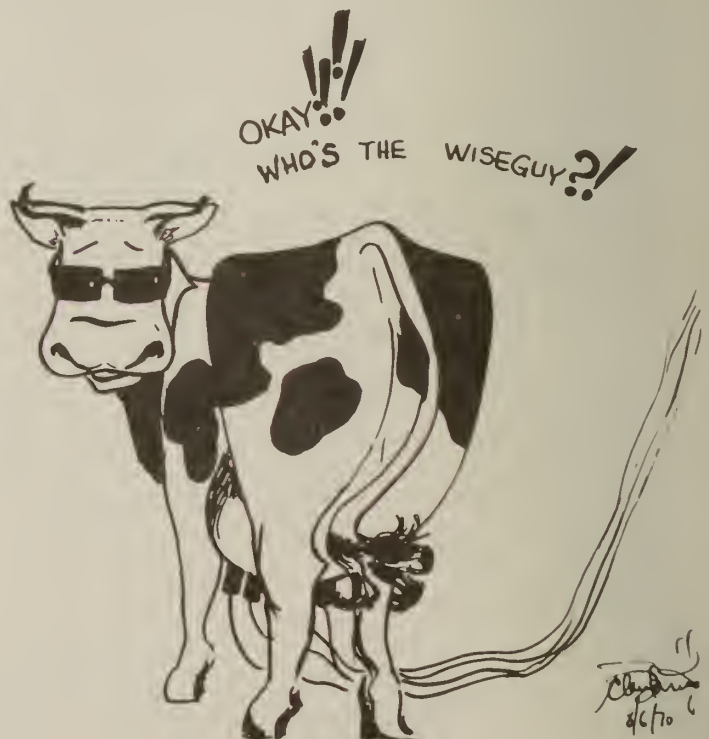
Although milk consumption in Canada has declined, dairy products contributed \$40 million dollars to the 1966 farm cash income. In the 1966 census, there were over 300,000 milk cows and heifers in the province of Alberta.

CALORIES

Eight ounces of homogenized milk contains 153 calories, two percent milk has 123 calories, skim milk has 84 calories, buttermilk has 85 calories and chocolate flavored milk has 178 calories.

HOW MUCH YOU SHOULD DRINK

In the Canadian Food Guide it is suggested that children up to 11 years of age drink 2½ cups of milk per day, adolescents — 4 cups, adults — 1½ cups, expectant and nursing mothers — four cups.



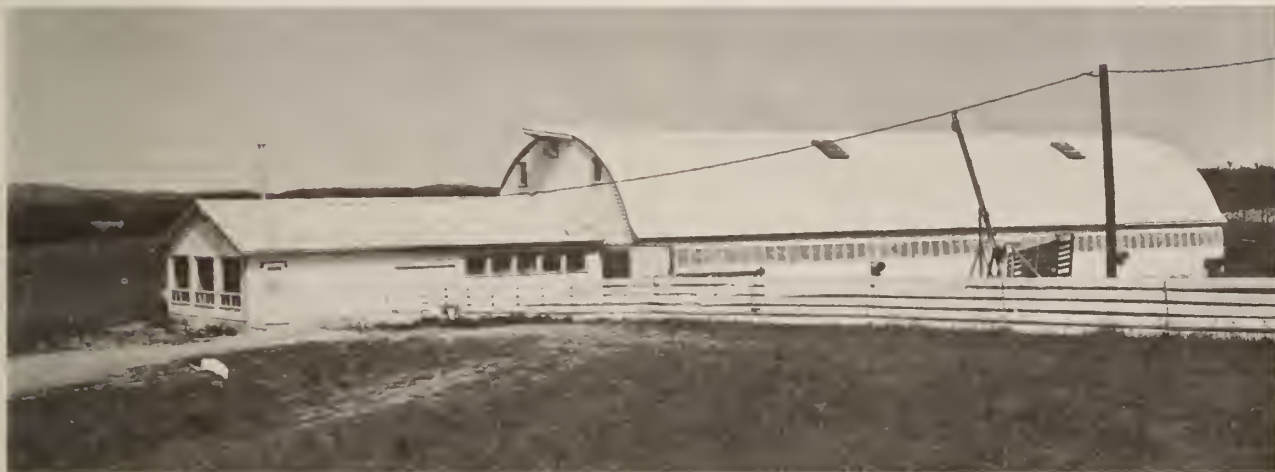
Cows Cater To Comfort

Clanking milk pails . . . chaff on the ceiling . . . a tail in the face . . . flies in the milk . . . those are nostalgic minutes out of yesteryear.

Today, it's herringbone parlors, pipeline milkers, stainless steel bulk tanks and environmental control.

Recent years' experience has proved without a doubt that cows cater to comfort and put their best yield forward when leading the good life.

Progressive dairymen are making the necessary moves to put cow comfort foremost and at the same time, they're adding convenience features that make life easier for themselves. In short, they're taking the carry out of dairying and leaving more management time.



Attractive and Highly Efficient—The Jespersen Dairy—where coddled cows put their best yield forward.

PLANNING

When planning for the successful milk production facility, many features must be considered — efficiency — climatic conditions — labour situation.

EXPECT TO GROW

Buildings should meet short range needs, but future plans should include a sizable addition to the herd.

With reliable farm labor growing increasingly scarce and expensive, it is necessary to handle more and more chores. The plans should include a low maintenance housing system. Present farm buildings should be utilized, but it is important not to jeopardize the efficiency of the dairy housing system or block future expansion by trying to modify old buildings that cannot meet the demands of the modern dairy farmstead.

The greatest use of stalls will depend upon a comfortable temperature with no draft, uniform light levels and convenient locations.

F.D.D.

United Farmers' Farmstead Development Department takes pride in the Norman Jespersen Dairy at Stony Plain. All the buildings were

erected and the systems completely installed by the Farmstead Development Department.

Why Mr. Jespersen Is Satisfied

The fact that Mr. Jespersen has doubled his herd and cut back on labor . . . the fact that the cleaning is practically nil . . . the fact that the cows are certainly much more contented now and producing more . . . the fact that production as a whole is up . . . the fact that the milking time is now cut in half and twice as many cows are milked in approximately the same time as it previously took . . . these are some of the reasons why Norman Jespersen is very satisfied with his dairy operation.

THE NEW BUILDING

The brilliant white barn is 114' x 36' and skillfully planned. The hay storage is above the barn. Emphasis is on efficiency. Consideration was, of course, given to renovating and adding to the old barn but it was decided to turn to a whole new facility rather than try to make do with a remodelling job.

The new building has helped to make the whole farmstead more attractive. This isn't something that you can cash in at the bank, but personal pride is very important too.

"TAKING THE CARRY OUT OF DAIRYING"

THE JESPERSEN FAMILY

Norman Jespersen was raised in Stony Plain and attended the Glory Hill School. He has a section of land from which he utilizes the grain in his dairy operation. He and his charming wife, Loretta, have five boys, Derek — 14; Mark — 13; Lorne — 11; James — 9; and Todd — 4.

Mr. Jespersen's sons are proud of their progressive father and of his very attractive and automated farmstead. Mr. Jespersen mentioned that about two weeks after the system was installed he found it necessary to go on a trip and his sons were able to competently take care of the farm.

The Farmstead Development Department considers the Jespersen Dairy a worthy showplace.

Mr. Jespersen is quite satisfied with the dairy facilities and buildings that the Farmstead Development Department has erected and installed for him. Facts are facts . . . the herd has been doubled . . . labor has been cut because of the automated feeding and automated milking . . . cleaning is practically nil . . . the cows are more contented now and producing more . . . milking time has been cut in half . . . twice as many cows are now being milked in the same period of time.

Mr. Jespersen, as one of Alberta's progressive dairymen, knows it is important to put cow comfort foremost — take the carry out of dairying and leave more time for the management phases of milking.



The Stanchion Barn — Pedlar Stalls — Cow Trainers — Patz Barn Cleaner — Fiberglass Windows — all designed to keep cows comfortable.

THE HOUSING AREA

The housing area which is a Stanchion Barn is 48' x 24' and holds over 50 cows.

The well contained barn interior reflects the high standard which Mr. Jespersen maintains with his herd. Plenty of natural daylight enters the barn through the fiberglass windows which line both sides of the building and makes the inside bright and airy.

The large open interior allows for not having to plan everything around support poles. In this way, movement inside the buildings is unrestricted.

Pedlar Stalls and Cow Trainers are used in the Stanchion barn. In addition to the other equipment in this barn, Mr. Jespersen has a Patz Barn Cleaner. Once a day, the stalls are cleaned into the barn cleaner — the switch is flicked on and the Patz Barn Cleaner goes to work and cleans the barn — an effortless way to remove manure.



All the equipment — herringbone stalls — Universal Milking System — Feed-a-Meter — Milk-a-Meter — ready and waiting for the star performers to come on stage.

THE MILK PARLOR

The milking parlor is 28' x 24' — and it is a pleasant place to work. The work is simplified and sanitation is easy. A Universal Milking System is used here.

Before the milking starts, the milking system is automatically rinsed . . . washed . . . scrubbed . . . rinsed and then sanitized. In total, the machine goes through three washing cycles and in the last one a sanitizer is used.

As the cows come in from the holding area into the milk parlor, their teats are rinsed down



The dropped work area in the milking parlor eliminates any bending as Norman Jespersen attaches the automatic milker.

and the automatic milkers are attached. The dropped working area, in the milk parlor, is a real back-saver. The working level is at the right height so that no bending is necessary. Eight cows can be milked at one time in the herringbone stalls.

Production is recorded individually by a Milk-o-Meter. The cow is fed extra rations from the Feed-o-Meter in proportion to the milk production she gives.

Mr. Jespersen is satisfied that the Universal Milking System milks the cows well and helps keep them more content.

THE MILK HOUSE

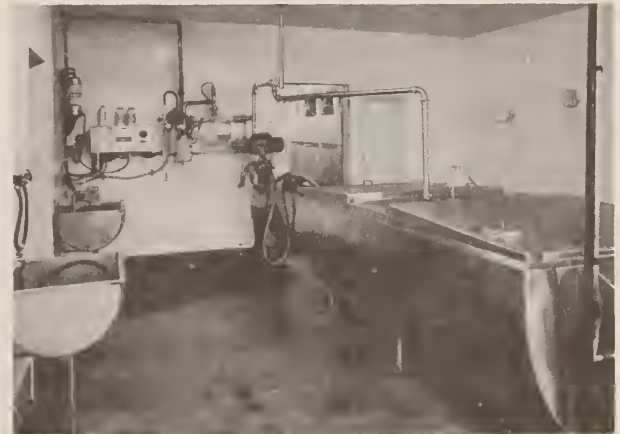
The spic and span milk house is an addition just off the milking parlor. It is covered in White Guard Paneling. Installation was simple as only the joints had to be taped. This paneling has a bright and shiny appearance. In order to keep it so, it is only necessary to hose it down.

The Milk Room

Mark Jespersen and the Universal Milking System — getting ready to milk — in a way that cows appreciate.

PLANNING A NEW LAYOUT

Planning included, to name only a few discussion points — how the building would bear wind and snow loads — temperature control — where to add a foot and perhaps double the building potential — where to cut non-essentials and



keep costs down. These are just a few of the many ways in which the Farmstead Development Department and Mr. Jespersen worked and planned together to make this building the highly efficient one that it is and to fully utilize the systems to meet the goals that are necessary in a modern dairy.

Farmstead Development Department



*Ivor Baldwin
Northern Sales Supervisor*

Ivor, who was born in Saskatoon, Saskatchewan, farmed his uncle's farm before the war. After serving in the Royal Canadian Air Force, he worked in the construction industry.

He completed courses in estimating, blueprint reading and drafting as well as completing a course at the Alexander Hamilton School of Business Administration.

Ivor continued in the construction industry and was the Edmonton area construction supervisor for houses and farm buildings for the Veteran's Land Act.

In August, 1966, Ivor joined U.F.A. He is now the Northern Sales Supervisor of the Farmstead Development Department. His office is in Edmonton. On staff in Edmonton are: Walt Bulva, Oliver Gay, Miriam Garland, Mike Liwczak and Wally Wensel.

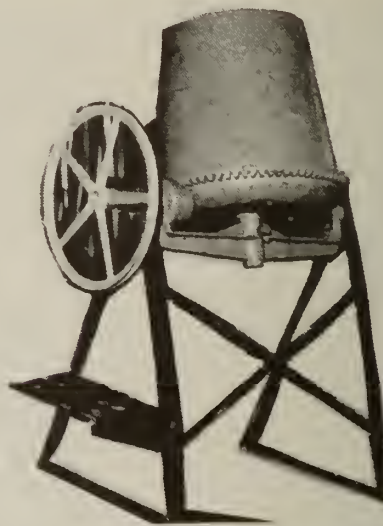
In addition to the many, many fields that Ivor is knowledgeable about, his calm approach, his keen interest in his work have proven to be definite contributions to the Farmstead Development Department.

How A Good Equip

High-cost equipment which gets used for one week or even less per year is just one of the crosses a farmer has to bear.

Or is it?

Many equipment rental schemes have been started by farmers and small businessmen in the past. Almost as regularly as they appear, they seem to fold. The most popular reason for this lack of success is that "everyone wants it at the same time, then it sits idle on the lot for months".



Cement Mixer

This may be so for the strictly seasonal items like combines, but an Alberta organization reports good initial success with a rental service for lines with a somewhat longer use-period.

United Farmers of Alberta began a pilot rental service at a few of its 14 farm supply centres in 1968. Acceptance by farmers was encouraging and the service has since been expanded to include all 14 U.F.A. centres. The range of equipment available is also being expanded.

Most popular rental items include farm scrapers, rock pickers, and post drivers.

Rental Service Can Benefit Farmers

Reprinted through the courtesy of Good Farming

Complete cattle-handling corrals and pens are offered through the service, with U.F.A. personnel to provide on-site service. This equipment has proven very popular at cattle auctions and bull sales. Renters like to be able to use a set-up built for their specific requirements.

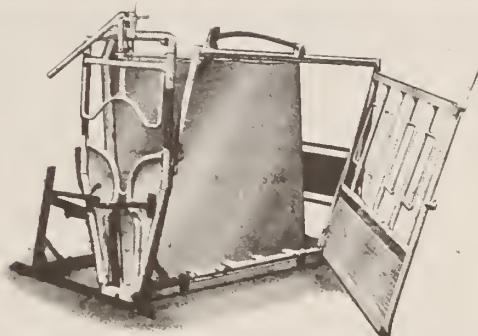
Portable weigh scales and chutes are also available.



Portable Weigh Scale

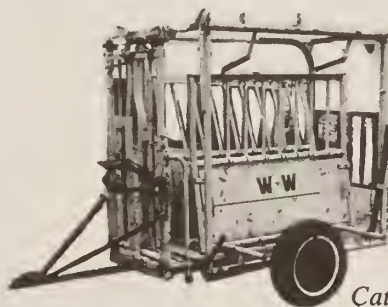
A cost comparison for some of the rental items offered by U.F.A. is given below. It shows the difference between capital cost investment and rental investment for short-term use on the average Alberta farm.

A quick calculation shows that at today's high interest rates a farmer would pay less for a week's rental than he would in finance charges were he to purchase the machine outright.



Calf Cradles

U.F.A. feels that the benefits of renting are three-fold. The farmer enjoys the use of quality equipment lines, he pays only for the time he needs the machine, and he doesn't have to worry about repairs or breakdowns.

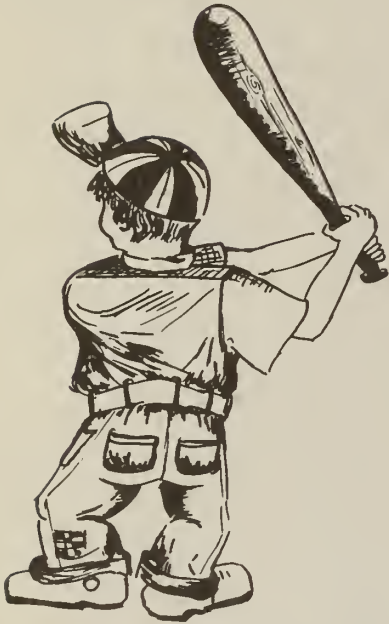


Cattle Chutes

Under the U.F.A. scheme, the renter is given an option to purchase in which the rental costs are applied to the purchase price should he decide after using the machine that he would like to own it.

Type of Equipment	Cost to Buy	Average Use Period Per Year	Rental Cost
Post driver	\$630	2 weeks	\$120
Portable cattle chute /weigh scale	900	1 week	75
Power trowel	400	3 days	36
Cement mixer	400	3 days	30
Farm scraper	2100	1 week	100
Lighting plant	300	1 week	45

LaGlace's Lively Little Leaguers



Ball players (12 and under) from the LaGlace area were scattered on various teams in the Sexsmith league.

In the spring of 1967, these ball players formed their own team. The LaGlace Little League Team became a reality as well as a strong contender in the Sexsmith League.

Ken Edgar, U.F.A. Agent at LaGlace and **Roy Maple** have played a vital role in the success of the team. They were the team coaches. In their initial year, the boys didn't win too many games, but as Ken Edgar noted, "The first night the team wore their new U.F.A. ball uniforms, they were a pretty proud bunch of boys. To top it off they won their game."

In 1968, Ken and Roy again coached the team. This was a very good year, as LaGlace won the league championship and also the play-off series. They also captured all but one of the individual trophies. **Rick Heiken**

was awarded the trophy for Leadership, **Lance Edgar** the trophy for Sportsmanship, and **Tim Vekved** the trophy for Rookie of The Year.

Last year **Roy Maple** with the help of **Glen Samuelson** coached the boys. They had a very good season and finished in 2nd place, losing out in their final game of the play-offs.

For some time, the feeling had been growing that there was a real need for a team to keep the boys playing ball after they left "little league". Again Mister U.F.A. in LaGlace, **Ken Edgar**, along with **John Heiken**, met with some interested people from Sexsmith, Clairmont and Bezanon. The result of this meeting was a league formed for 15 years and under. The initial year for this age group was very successful and showed a real potential for the future.

The 15 year and under boys were competently coached by **Chester Sandboe**, **Gordon Johnson** and **Ken Edgar**.

As Ken wrote in his excellent story on the LaGlace Ball Club, "Team spirit in all the teams has been very good. Some nights there would be 20 boys out to a game and they all got a chance to play at least two innings.

"Money to buy equipment was something that was not available to start with. The first year the boys sold tickets on a camping outfit. With good support, which they certainly deserved, they cleared enough to operate. Last year, a T.V. set was raffled. The proceeds from this bought the equipment for the 15 and under. **Mr. Dick Robinson**, local Co-op Store manager, was very helpful in providing supplies at cost, and this was certainly appreciated.

"Most of the parents drive at one time or another, but some

of our more faithful have been **Lloyd Sandboe**, **Dennis Nelson**, **Marvin Vatne**, **Stan Sandboe**, **John Heiken**, **Invald Vekved**, **Henry Siebert** and of course the coaches.

"Special mention must be made of our umpires **John Heiken** and **Dick Robinson**. This is a job not too many like to do, but of course it is very necessary. My wife, Jerri must also be commended for being the very faithful score-keeper in all the little league games.

"This year plans for our ball club are even more ambitious. It is planned to build a Little League Park at LaGlace that is big enough for two diamonds so that both teams can play their home games here. The LaGlace Ball Club also plans to sponsor their own tournaments this summer."



Ken Edgar, Roy Maple and the others that Ken has mentioned in his story are people who make their community important. To the parents who drive their children to the games, coach them, keep score, are in the background and make all the arrangements, you are giving your youth something that money can't buy.

Every success to the members of the LaGlace community and their lively little and bantam leaguers. It's this kind of team and this kind of teamwork that makes a community great!!!



*Ken Edgar
United Farmers' Agent
La Glace*

Ken has been associated with U.F.A. for twelve years. However, he has only been our direct agent for two years. Ken was the manager of the LaGlace Co-op Association when this association was our agent in LaGlace for ten years.

Before entering the oil business, Ken farmed for 15 years. He has remained a part-time farmer for the past 12 years.

U.F.A. is proud of Ken, their front line man in LaGlace, for his active and keen involvement in the LaGlace community.



l - r Back Row: Rick Heiken, Roy Maple (Coach), Darcy Sandboe, Eddie Sandboe, Wade Rude, Terry Sandboe, Eric Vatne, Brian Fast, Darcy Siebert, Lance Edgar, Ken Edgar, (Coach).

Front Row: Ray Eady, Eugne De Vries, Wayne Nelson, Tim Vikved, Wade Sandboe, Darcy Sandboe, Cary Johnson, Bryce Foshaug, Kevin Robinson.



l - r Tim Vekved — Rookie Award; Rick Heiken — Leadership Award; Lance Edgar — Sportsmanship Award.



1967 Team

l - r Back Row: Ken Edgar (Coach), Darcy Siebert, Rick Heiken, (Coach).

Front Row: Tim Vekved, Wade Sandboe, Darcy Sandboe, Lance Edgar, Wayne Nelson, Terry Sandboe.

20 YEAR AWARD



Ralph Ward, Treasurer and Manager of the Administrative Division, receives his 20-year Service Award from Bill McCartney, General Manager of United Farmers.

On June 16, 1950, Ralph Ward joined United Farmers. He recently had finished articling with Harvey, Morrison & Company, Chartered Accountants.

In his 20 years with our Organization, Ralph has been integrally involved with the administrative division. United Farmers has an outstanding growth record and he has been the key man in the sophistication of our accounting procedures. He competently and decisively fills his responsible and dual position as Treasurer and Manager of the Administrative Division.

In any organization, the man who has the respect and friendship of his associates is usually a man who has a trait of liking people. This makes itself felt and radiates its own warmth. Ralph

Ward's friendliness and sense of humor may be an intangible asset that can't be evaluated, but it certainly is recognized by his associates, and definitely generates a greater efficiency and a higher morale.

Ralph and his wife Mary have three children, Terri — 19, Nancy — 17 and Jim — 13. Ralph is a member of the Administrative Management Society and the Ranchman's Club. The Wards belong to the Calgary Winter Club and Ralph is a past president of the swim committee.

He is an ardent swimming, football, and hockey fan.

Sincere congratulations from your many associates and friends, Ralph, on receiving your 20-year service award.

15 YEARS

Bill Clark, Petroleum Division Marketing Supervisor in the Grande Prairie area, recently presented Cliff Herrick, U.F.A.'s agent at Woking, Alberta with his 15 year service award.



Cliff Herrick

In addition, Cliff received a certificate of recognition from Mr. George Sayle, President of United Farmers and Mr. William McCartney, General Manager. Mr. McCartney also sent him a letter of appreciation for his years of service with our Organization.

Cliff has farmed on a part time basis for the past 15 years. He enjoys curling in his spare time.

Congratulations, Cliff, from the rest of your associates at U.F.A. on receiving your 15-year Service Award.

PROMOTION



*Robert B. Litani
Manager
Data Processing*

Mr. Ralph Ward, Manager of the Administrative Division, recently announced the promotion of Mr. Robert (Bob) Litani to the position of Manager, Data Processing.

Mr. Litani was born in Haifa, Israel, where he graduated from High School. He attended military college graduating in logistics and business administration. He further extended his training by completing a computer systems course at the Polytechnic College, Woolwich, England and courses on the following computers — IBM 1401, ICT 1900, LEO 111, IBM 360/30 and Honeywell 120.

Before joining United Farmers, Mr. Litani was systems analyst and programmer analyst with major firms both in Canada and abroad.

The extensive experience and knowledgeable background that Mr. Litani brings to his responsible position will be a valuable addition to the progressive systems and data processing functions within United Farmers.

Five Year Awards



*Roland Coderre, Salesman
Falher Farm Supply*



*Jack McDonald, Manager
Vulcan Farm Supply*



*Brian Taylor, Supervisor
Financial Accounting*



*Fred Parsons, Ass't. Mgr.
Credit Department*



*William Trejiak, Salesman
Vermilion Farm Supply*



*Gerry McKay,
Marketing Supervisor*



Alberta's farmers are some of the fishingest, huntingest, best-humored people around

(But you'd never know it from the signs on their land.)

Sometimes you might think the game they are after is human beings. However, there's a reason for those signs: trampled crops . . . torn fences . . . unfilled duck blinds and goose pits . . . even dead livestock. Sportsmen? Farmers don't think so. When the season opens, give the farmer a break: ask his permission to use his land; don't hunt on "posted" property; leave the countryside as you found it. The man under that other red cap or carrying a fishing rod is likely to be a farmer. Your co-operation gets his.



UNITED FARMERS OF ALBERTA

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