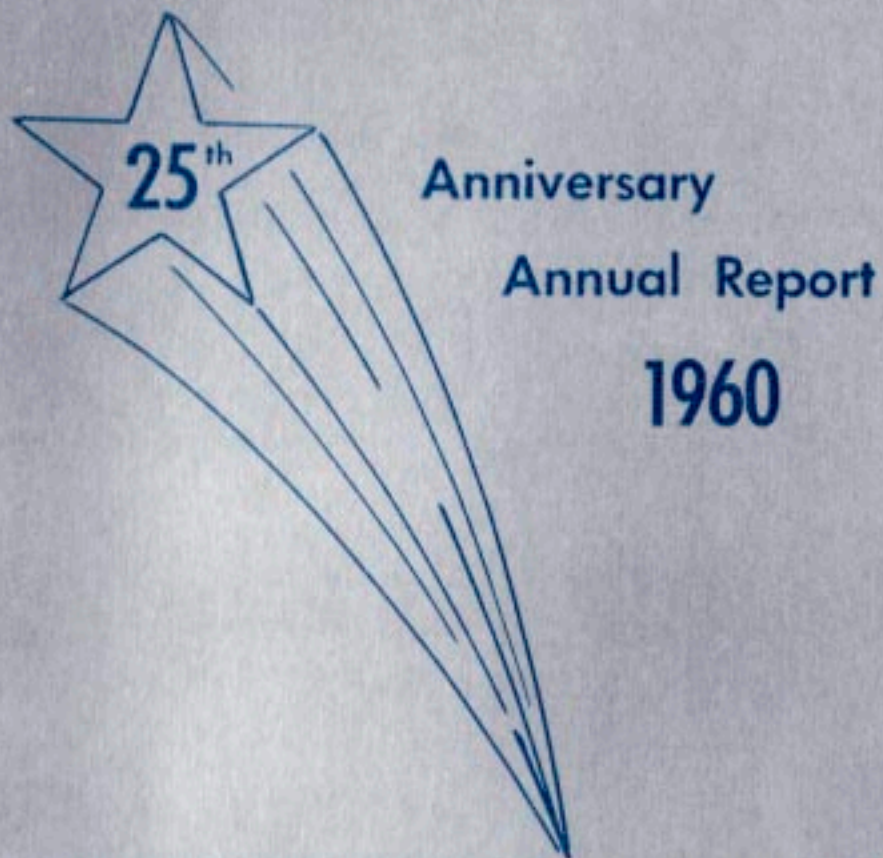


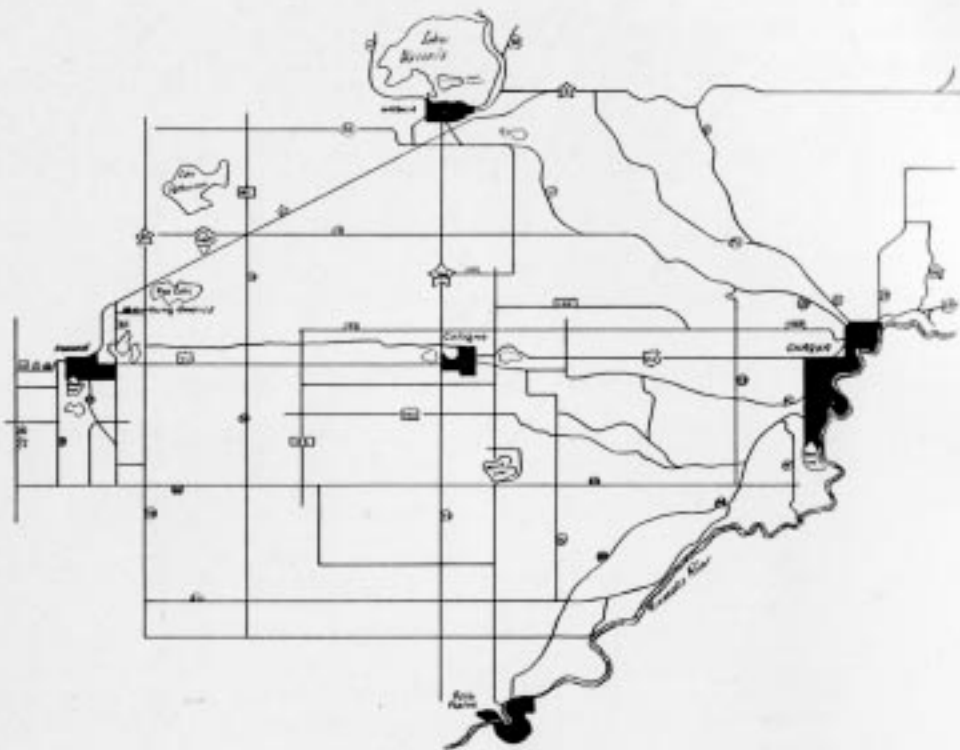
*On Consumers' Side*



It is this phrase that sums up the real heart of a cooperative. These words describe what it is about the relationship of a co-op to its patrons that is different from other businesses. And why? Simply because cooperatives are owned by their customers!



**Mid-County Cooperative Oil Association**  
Cologne and Waconia, Minn.



### BOARD OF DIRECTORS

*Front row:* Frank Karnitz, Paul I. Olson and Ben Hallgren.

*Back row:* P. J. Mueleners, Charles Eggers, Gordon Wickenhauser, Nicholas Eiden Jr.

### LOOKING BACK AND LOOKING AHEAD

As we stop and look back twenty-five years, we realize the courage and foresight that the pioneers of our organization had. We have come a long way from the original investment of \$890.00 up to now to a total of \$198,619.09 in net worth.

True it has not been easy. Many times the first Board of Directors had to meet and figure out ways to pay for the merchandise received. There were many skeptics those days, as there are now, but fortunately, these proved to be wrong.

As of now, we find our cooperative an established citizen of our community. We pay our share of taxes, we keep business locally and endeavor to do our part for the community in general.

The total sales of \$3,668,289.72 in prior years and \$352,711.91 this past year, have all been voluntary with no high pressure selling. As the saying goes, "the best customers in the world pass through our doors."

As we look to the future, we realize that it is up to the newer members to work for the principles upon which this organization was founded, and the only thing that can stop us from growing is the patrons themselves.

PAUL I. OLSON  
President



### FIRST BOARD OF DIRECTORS

Front row: Herman Wittsack (inset) deceased, Frank Louis, Edward C. Johnson, L. T. Vos.

Back row: Ben Hallgren, Victor Rolf, Harry C. Rolf.

### MILESTONES OF FIRST 25 YEARS

**March, 1935:** C. W. Anderson and Arthur Lueders met with Martin Larson of Midland Cooperatives, Inc., at Chaska city hall to discuss organizing a cooperative to serve Carver county with petroleum products.

**July 28, 1935:** Emmons Olson, C. W. Anderson, Arthur Lueders and Walter Lundborg met with Martin Larson at District 24 schoolhouse to follow up on first meeting. They agreed to incorporate and start selling 150 shares of stock at \$10 each.

**Sept. 14, 1935:** C. W. Anderson, William Willems, Fred Meuwissen, Harry Rolf and Gerhard Schneewind incorporated the association.

**Oct. 1, 1935:** First annual meeting was called to order at Cologne city hall by temporary chairman C. W. Anderson, with 47 of the 89 stockholders present. They elected as their first board of directors Edward C. Johnson, Frank Louis, Herman Wittsack,

Ben Hallgren, L. T. Vos, Harry Rolf and Victor Rolf. Theo Boehmke read the by-laws and they were explained by Al Howalt and Martin Larson of Midland. Members accepted them.

**Oct. 8, 1935:** At the first board meeting, Edward C. Johnson was elected president, Frank Louis vice-president, and Herman Wittsack secretary-treasurer. A meeting with Home Oil Co. was scheduled for Oct. 10.

**Oct. 10, 1935:** The secretary was authorized to advertise in the Chaska paper for truck drivers and a manager. The cooperative agreed to purchase from Home Oil Co. its bulk petroleum plant and truck tanks for \$2,500, with \$500 down and the balance to be paid at the rate of ½ cent per gallon of sales, 6% interest on the unpaid balance.

**Oct. 23, 1935:** Arthur Lueders was appointed manager and Arthur Am End and L. H. Wirtz bulk petroleum salesmen.

### FIRST EMPLOYEES

From left: L. H. "King" Wirtz, Arthur AmEnd, Manager Arthur Lueders.



**Nov. 7, 1935:** First delivery of gasoline to patrons, obtained from Glencoe Co-op Ass'n.

**Nov. 25, 1935:** Closed deal with Skelly Oil Co. to buy bulk plant inventory.

**Dec. 3, 1935:** With Secretary Wittsack in hospital, Ben Hallgren was appointed secretary pro tem.

**Jan. 7, 1936:** Directors authorized to attempt to set up outlets for gasoline in Carver and at creamery in Waconia. Passed motion to deduct accounts more than 90 days old from drivers' pay checks.

**March 3, 1936:** First stock certificates issued.

**March 7, 1936:** Purchased inventory of Home Oil Co. from Harold Bongard for \$198.65.

**April 7, 1936:** Agreed to pay secretary \$15 a month. Allen Luetke will get two gasoline pumps and underground tanks at his Waconia station.

**May 5, 1936:** The board elected A. O. Anderson to the board to replace Herman Wittsack, who had died.

**June 2, 1936:** L. T. Vos elected first delegate to Midland annual meeting.

**Sept. 29, 1936:** 6% interest paid on outstanding stock.

### INCORPORATORS

From left: C. W. Anderson, Harry Rolf, Fred Meuwissen.

Inset left: William Willems. Inset right: Gerhard Schneewind (deceased)





FIRST SERVICE STATION, COLOGNE

**Oct. 6, 1936:** Fifty stockholders present at first annual meeting. Cy Howalt and John Vandermyde of Midland were speakers. Sales were \$19,550 and savings totaled \$975.

**Dec. 8, 1936:** Applied for loan to St. Paul Bank for Cooperatives. Granted loan of \$2,500 June 18, 1937.

**Jan. 25, 1937:** Discussed with Watertown area people the idea of installing a bulk plant at Watertown.

**Jan. 27, 1937:** Charles Johnson, John P. Cebulla, Carl Lemke, Albert Felt and Mike Neaton were named to help organize members at Watertown.

**July 6, 1937:** Watertown members subscribed \$800 in stock, and bulk tanks were ordered from Midland.

**Oct. 5, 1937:** At the second annual meeting, all directors resigned to give Watertown representation on the board. Johnson, Vos and Hallgren were elected to represent Cologne; Felt, Meyer and Lemke were elected from Watertown, and A. O. Anderson was elected member-at-large.

**Dec. 9, 1937:** Manager Lueders resigned to take job with Sauk Centre co-op.

**Jan. 12, 1938:** Henry Leikam hired as manager at \$100 per month, with request he attend Midland managers'

school for five weeks, co-op paying half the cost.

Home Oil Co. cancelled contract for service station.

**May 11, 1939:** Otto Schroeder hired at \$65 a month.

**June 18, 1940:** Installed 12,000-gallon tank at Watertown.

**Sept. 12, 1940:** Members voted to increase authorized capital stock from \$7,500 to \$20,000. Carl Lemke resigned from the board because he was going into the Navy and Alfred Milschewsky was elected to replace him.

**Dec. 12, 1940:** Directors voted to stay with Midland as petroleum supplier, turning down offer of W. H. Barber.

**June 16, 1941:** Papers signed for Waconia service station. G. Quass hired as operator.

**July 10, 1941:** Joe Salden hired at Cologne for \$75 a month.

**May 5, 1942:** Members elected P. J. Meuleners to replace L. T. Vos, who resigned as a director.

**April 15, 1943:** Invested \$450 in war bonds.

**May 4, 1943:** Otto Hoese replaced Albert Felt as director.

**Spring, 1944:** Joe Salden and Henry Leikam left for military service. Hector Hanson hired as manager.

**Sept. 14, 1944:** Nannard Anderson became manager succeeding Hector Hanson.

**Dec. 12, 1944:** Paid mortgage in full on Waconia station.

**May 1, 1945:** Members voted to raise authorized stock to \$50,000 and interest on stock reduced from 6% to 4%.

**Sept. 13, 1945:** Contracted with Home Lumber Co. to build addition to Waconia station. Eugene Lindner manager succeeded Quass.

**Jan. 10, 1946:** Directors authorized to buy Cologne service station if not over \$5,000. Another bulk petroleum truck purchased for Watertown. Leikam returned from service, rehired as manager and sent to Universal milker school.

**April 11, 1946:** Salden returned from service and sent to milker school.

**July 11, 1946:** Let bid to Mayer Lumber Co. for \$1,833 to build service station at Mayer.

**Nov. 14, 1946:** Herbert Luetke appointed to replace A. O. Anderson, who resigned as director.

**May 6, 1947:** Members voted at the annual meeting to send a heifer to Europe as a war relief project.

**Sept. 25, 1947:** Leased out Mayer station to operators.

**Feb. 12, 1948:** Directors asked for authority to sell \$25,000 worth of preferred stock to build Cologne service station.

**April 19, 1948:** Authorized sale of Mayer station at \$5,000 less pumps.

**May 4, 1948:** Paul I. Olson elected as director to replace Ben Hallgren, who declined to run. Authorized capital stock was raised to \$70,000 common and \$30,000 preferred. Board elected William Hoernemann as president. The 10-share limit was cancelled and all earnings to be paid in stock.

**June 11, 1948:** Alfred Milschewsky resigned as director, Hallgren appointed to fill vacancy and resumed position as secretary-treasurer.

**Jan. 10, 1950:** Closed deal with Paul Effertz for \$8,500 for garage and exchange for frontage on Highway 212.

**May 9, 1950:** Let contract for Cologne service station, \$13,833.

**Nov. 14, 1950:** First directors' meeting in new station.

**Jan. 8, 1952:** Voted to pay 4% interest on preferred stock, 3% on common.

**March 11, 1952:** Walter Schmidt appointed as director to replace Edward C. Johnson, who resigned.

**May 6, 1952:** Annual meeting and open house at new station. Authorized increase in capital stock to \$150,000 common, \$50,000 preferred. Interest no longer paid on common stock.

**Jan. 13, 1953:** Hoernemann resigned, Olson replaced him as president. Harley Cederstrom appointed as director. Issued call to revolve stock given as patronage refunds up to and including 1938, for cash.

**Jan. 5, 1954:** Called in \$6,000 in preferred stock.

**Feb. 9, 1954:** Retired more common stock issued in 1939, 1940 and 1941.

**Sept. 21, 1954:** Called in common stock issued in 1942 and 1943.

**Jan. 11 and March 8, 1955:** Called in \$8,000 worth of preferred stock.

**August 9, 1955:** Frank Karnitz appointed to replace Walter Schmidt.

**Oct. 21, 1955:** Called in 1944 stock.

**Jan. 10, 1956:** Called in final \$12,500 of preferred stock.

**March 6, 1956:** Called in 1945 common stock issue.

**May 1, 1956:** Alvin Hilk elected to replace Herbert Luetke on board.

Sept. 15, 1956: Agreed to build fertilizer warehouse at Cologne for \$2,500.

Nov. 13, 1956: Called in 1946 stock.

March 12, 1957: Called in 1947 stock.

June 1, 1957: Completed negotiations to separate Watertown bulk plant from our organization. They joined Watertown Cooperative Grain and Fuel Ass'n.

Aug. 1, 1957: Nicholas Eiden, Charles Eggers and Gordon Wickenhauser appointed to fill director vacancies when Watertown members resigned.

Nov. 13, 1957: Called in 1948 stock.

Jan. 14, 1958: Gale Anderson hired to replace Nannard Anderson who resigned as truck driver after 14 years.

Oct. 24, 1958: 1949 and 1950 stock retired.

June 9, 1959: Decided to sell land on Highway 212 east of Wirtz tavern for \$250.

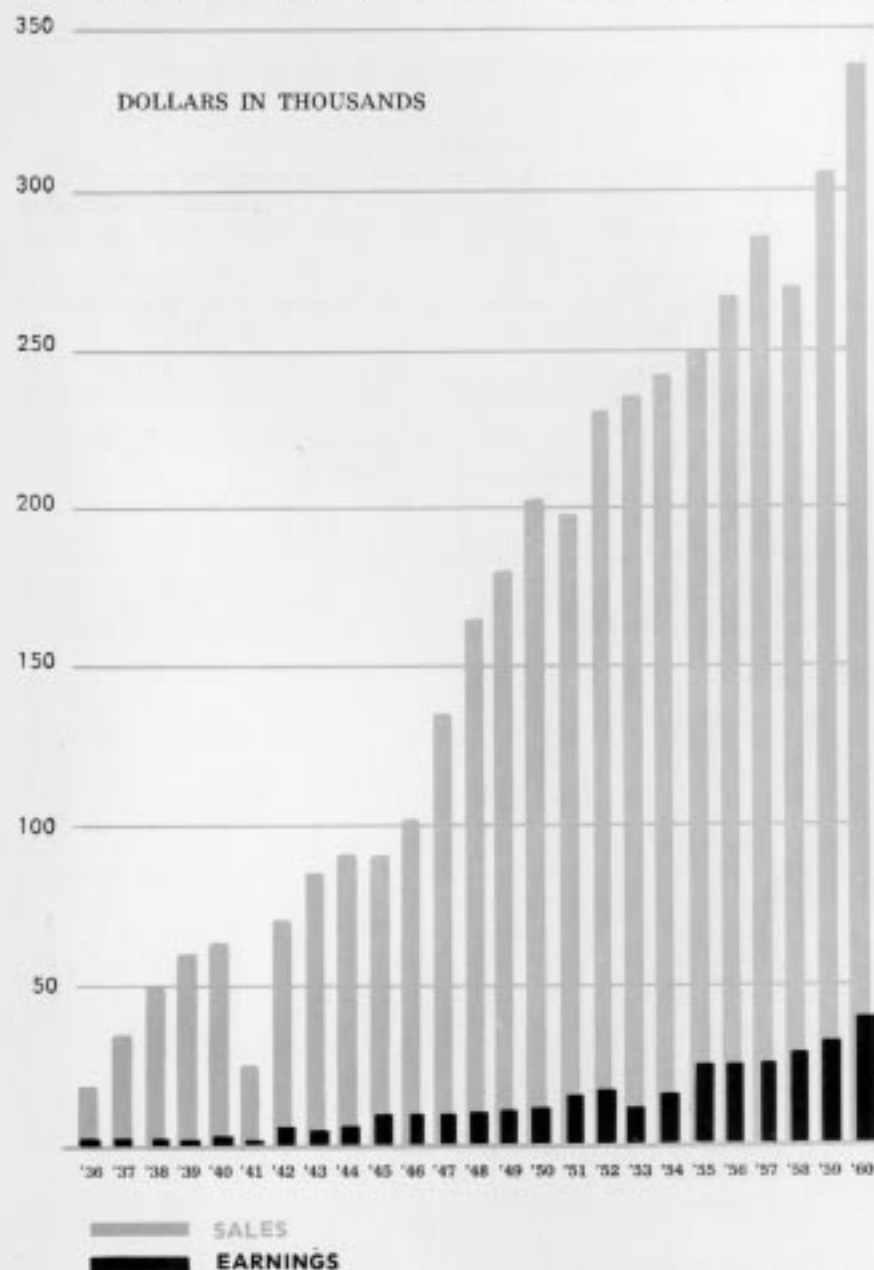
Oct. 24, 1959: Called in 1951 and 1952 common stock for cash.

### TAXES PAID, 1936 - 1959

Year	Local Taxes	State Income Tax	Federal Income Tax
8-1936	\$ 32.00		
8-1937	100.70		
8-1938	125.00		
8-1939	173.28		
8-1940	197.86		
2-1941	87.58		
2-1942	216.29		
2-1943	347.55		
2-1944	389.38		
2-1945	285.34		
2-1946	413.48		
2-1947	363.28	94.06	524.05
2-1948	689.36	74.16	445.76
2-1949	908.46	83.13	504.43
2-1950	1,072.02	132.36	652.36
2-1951	1,090.05	52.69	458.18
2-1952	954.99	209.46	1,282.38
2-1953	1,148.02	32.65	670.40
2-1954	1,317.16	122.94	1,052.08
2-1955	1,452.24	157.97	1,217.33
2-1956	1,524.32	163.48	1,175.74
2-1957	1,425.00	103.52	912.81
2-1958	1,369.41	144.06	972.67
2-1959	755.92	223.69	1,319.49

### SALES AND EARNINGS — 25 YEARS

SALES (IN GREEN) AND EARNINGS (IN BLACK), 1936—1960



# BALANCE SHEET

AS OF FEBRUARY 29, 1960 and FEBRUARY 28, 1959

CURRENT ASSETS:		ASSETS	
		Condition This Year	Condition Year Ago
Cash on Hand	\$ 111.11	\$	\$
Cash in Bank	30,109.34	30,220.45	24,065.28
Advance Payments to Suppliers		10,000.00	
Total	14,142.46		
Less: Allowance for Doubtful Accts.	1,213.32	12,929.14	9,827.51
Notes Receivable	\$ 9,982.15		
Less Notes Sold	9,982.15		
Interest Receivable		200.00	
Fed. Tax Receivable		461.10	33.00
Merchandise Inventories		33,784.74	33,256.25
Prepaid Expenses		2,691.57	1,704.32
Total Currents Assets		\$ 90,290.00	\$ 68,886.34
INVESTMENTS:			
Equities in Other Cooperatives		75,350.03	65,711.74
FIXED ASSETS:			
Land		2,400.00	2,650.00
Cologne Service Station	\$ 39,841.42		
Station Equipment	7,186.91		
Bulk Plant	3,055.96		
Delivery Equipment	7,616.11		
Pumps & Tanks	3,148.75		
Office Equipment	2,020.75		
Trucks	5,327.70		
Waconia Station	6,235.77		
Total Cost—Depr. Fixed Assets	\$ 74,433.37		
Less: Allowance for Depreciation	43,854.31	30,579.06	35,199.59
TOTAL ASSETS		\$198,619.09	\$172,447.67

AS OF FEBRUARY 29, 1960 and FEBRUARY 28, 1959

CURRENT LIABILITIES:		LIABILITIES	
		Condition This Year	Condition Year Ago
Accounts Payable		\$ 5,564.40	\$ 1,759.95
Reserves for Old Checks		20.90	20.90
State Gas Tax Payable		2,231.90	1,726.80
Provision for Income Tax		1,981.17	1,724.35
Payroll Deductions		83.40	73.30
Accruals:			
Taxes—Per. Prop. - Real Estate	\$ 955.92		1,021.86
Taxes—Payroll	\$ 186.54		85.41
Directors' Fees	\$ 310.20		548.90
Wages	\$ 3,668.16	5,120.82	3,315.84
Total Current Liabilities		\$ 15,002.59	\$ 10,277.31
CAPITAL EQUITIES			
SHARES:			
Common Stock	\$112,630.00		\$103,540.00
Share Credits	10,854.91		10,406.79
Patronage Refunds Pay. in Shares	36,053.81		28,123.68
RESERVES:			
Statutory or Permanent	24,077.78		20,099.89
Total Capital Equities		183,616.50	162,170.36
TOTAL LIAB. AND CAPITAL EQUITIES		\$198,619.09	\$172,447.67
QUANTITIES SOLD			
	This Year		Last Year
Gasoline	725,300 Gals.		614,330 Gals.
Fuel Oils and Tractor Fuel	284,128 Gals.		311,589 Gals.
Lubricating Oil	6,627 Gals.		4,416 Gals.

**Operating Statement**  
MARCH 1, 1959 TO FEBRUARY 29, 1960

	This Year		Previous Year	
	Amount	% of Sales	Amount	% of Sales
Total Sales .....	\$346,416.80	100.00%	\$306,374.82	100.00%
Net Cost of Sales .....	272,454.51	78.65%	242,154.19	79.04%
Gross Margins .....	\$ 73,962.29	21.35%	\$ 64,220.63	20.96%
<b>OPERATING EXPENSES:</b>				
<b>Merchandising:</b>				
Salaries and Wages .....	\$ 15,336.81	6.58%	14,739.51	6.99%
Bulk Wages .....	7,445.77		6,671.33	
Truck Expense .....	2,310.66		1,774.85	
Truck Depreciation .....	1,164.26		1,329.17	
Supplies Used .....	418.40		500.80	
Fuel, Light, Power, Water .....	1,250.28		1,186.97	
Repair and Maintenance .....	1,054.19		763.08	
Rent .....	50.00		25.46	
Advertising & Donations .....	830.94		929.95	
Drums and Cans .....	126.10		131.00	
<b>Total .....</b>	<b>\$ 29,987.41</b>	<b>8.66%</b>	<b>\$ 28,052.12</b>	<b>9.16%</b>
<b>Administrative:</b>				
Directors' Fees and Exp. \$ .....	315.50		339.20	
Managmt. & Office Sal. .....	2,425.00		2,290.00	
Office Sup. & Postage .....	471.53		415.03	
Telephone & Telegraph .....	189.17		189.74	
Auditing & Tax Serv. .....	620.94		601.78	
<b>Total .....</b>	<b>4,022.14</b>	<b>1.16%</b>	<b>\$ 3,835.75</b>	<b>1.25%</b>
<b>General:</b>				
Local Taxes .....	\$ 1,406.40		\$ 1,461.84	
Payroll Taxes .....	710.96		560.84	
Insurance .....	1,411.35		1,255.28	
Depreciation .....	3,660.91		3,729.32	
Employee Group Ins. .....	326.24		270.07	
Educational Expense .....	443.66		419.89	
Bank Charges .....	104.50		88.90	
Unclassified Expense .....	897.26		862.02	
<b>Total .....</b>	<b>8,961.28</b>	<b>2.58%</b>	<b>8,648.16</b>	<b>2.82%</b>
<b>Total Operating Exp. ....</b>	<b>42,970.83</b>	<b>12.40%</b>	<b>40,536.03</b>	<b>13.23%</b>
<b>Net Operating Margins ....</b>	<b>\$ 30,991.46</b>	<b>8.95%</b>	<b>\$ 23,684.60</b>	<b>7.73%</b>
<b>OTHER REVENUES:</b>				
Patronage Refunds .....	\$ 11,768.73		\$ 9,692.73	
Purchase Discounts .....	1,632.24		1,560.08	
Interest and Dividends .....	543.47		207.98	
Other .....	800.00		983.94	
<b>Total .....</b>	<b>\$ 14,744.44</b>		<b>\$ 12,444.73</b>	
<b>OTHER COSTS:</b>				
Cash Discounts .....	\$ 5,493.56		4,743.69	
Provision for Bad Debts .....	182.56		137.11	
<b>Total .....</b>	<b>\$ 5,676.12</b>		<b>\$ 4,880.80</b>	
<b>Net Other Rev. - Costs ....</b>	<b>\$ 9,068.32</b>	<b>2.61%</b>	<b>7,563.93</b>	<b>2.47%</b>
<b>NET MARGINS FOR PERIOD .....</b>	<b>\$ 40,059.78</b>	<b>11.56%</b>	<b>\$ 31,248.53</b>	<b>10.20%</b>



**PRESENT EMPLOYEES**

Front row: Henry Leikam Jr.; Joan Salden, Joe Salden.  
Back row: Gale Anderson, Anton Aretz, Roman Pieper.



**WACONIA STATION**



**COLOGNE BULK PLANT**



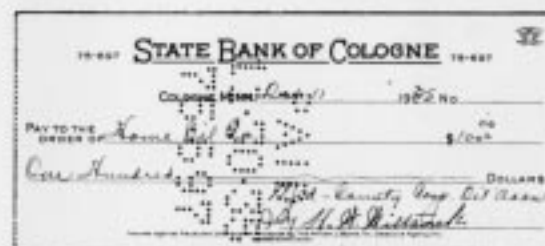
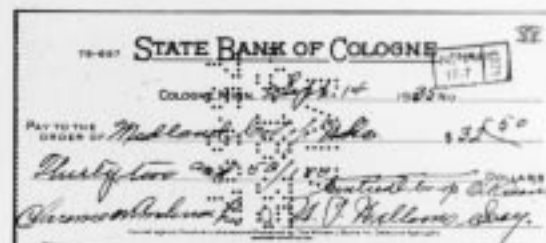
## FIRST STOCKHOLDERS

Edw. C. Johnson	Eggers Ed.	Herbert Meuwissen
Frank Louis	Walfred Felt	John Meuwissen
Ben Hallgren	Jos F. Fomer	Marcus Meuwissen
L. T. Vos	John B. Hall	Walter Mumm
Harry Rolf	*Carl Hallgren	*Joe Meuwissen
Victor Rolf	Ernest Hollin	Elmer Neumann
*Herman Wittsack	Otto Hartung	Fred Nord
*Elmer Almquist	Henry Herrmann	Olander Bros.
C. R. Anderson	Carl Herrman Jr.	*Ben Olson
C. W. Anderson	Clyde Hillstrom	Emmons Olson
Herbert Anderson	Walter Harms	Henry Peltz
Nannard Anderson	Ralph Herrmann	John Pofahl Jr.
C. J. Amst	William Ische	Henry Proehl
Robt. J. Anderson	Edgar & Roy Johnson	*Rev. A. J. Rinke
Edw. Aretz	Peter Johnson	William Sauter
Chas. O. Aue	*Geo. A. King	George Sauter
Arthur AmEnd	Fred Knorr	*Gerhard Schneewind
*Rev. Herman AmEnd	*M. J. Knotz	Schmidt Bros. Walt.
Elmer Bahr	L. H. Koepf	G. F. Steinhagen
*Henry Bahr	Paul Koepf	Herman Stieve
Bellquist Bros.	Peter Lenzen	Gerhard Streukens
Theo Boehmke	Henry Leikam Sr.	Henry Storms
*O. A. Brahee	John Leikam	R. F. Sprengeler
Walter Brahee	Arthur Lueders	*Martin Schwartz
Edw. W. Brueschhoff	Wm. Lueders Jr.	Gilbert Tengblad
Henry Bureau	Luedeloff Bros	Fred Vinkemeier
Geo. J. Bell	Oscar Luedeloff	Archie Wanquist
Harold Bongard	Allen Luetke	Eugene Wanquist
William Born	Theo. Lundborg	Wm. Willems
F. E. Dutoit	*Joe & Oscar Lundborg	H. P. Wirtz
H. G. Dols	Carl Lundborg	L. H. Wirtz
C. W. Dettle	*Ernest Lindemeier	Otto Zellmann
Harold Dettle	Ellsworth Lundgren	Waconia Implement
*Stanley Edblom	P. J. Meuleners	Rev. Robert Gale
Eiden Bros. Nick & Joe	Fred Meuwissen	George Peltz

\*Deceased

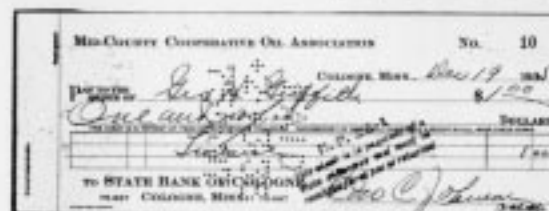
## SOME CHECKS THAT MADE HISTORY

Check to Midland  
for incorporation



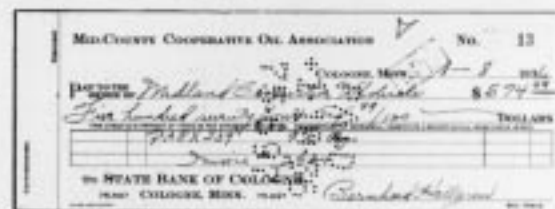
Down payment on  
Cologne bulk plant

Check to Midland for minute  
book, grease drums, supplies



First check issued for  
distributor's license.

Check for first tank car  
of gasoline





## DIRECTORS, 1936-1960

Edw. C. Johnson	Carl Lemke	Otto Hoese
Frank Louis	A. O. Anderson	Wm. Hoernemann
Herman Wittsack	Albert Felt	P. J. Meuleners
Bernhard Hallgren	Henry Meyer	Paul I. Olson
Harry Rolf	R. F. Sprengeler	Alvin Hilk
Victor Rolf	Frank Karnitz	Nick Eiden Jr.
L. T. Vas	Alfred Milschewsky	H. Cederstrom
Walter T. Schmidt	Herbert Luetke	Chas. Eggers
		Gordon Wickenhauser

## EMPLOYEES, 1936-1960

Arthur Lueders	Harold Dettle	Hector Hanson
Arthur AmEnd	Charles Wirtz	Nannard Anderson
L. H. Wirtz	Richard Wirtz	Joan Salden
Henry Leikam Jr.	Carl Beiersdorf	Tony Aretz
A. A. Schafer	Richard Schafer	Gale Anderson
Allen Luetke	Joe Salden	Roman Pieper
Otto Schroeder	Edward Paul	



1939 parade (Manager Leikam in front, Otto Schroeder in back). Slogan says "Times have changed. See your Co-op first."

## Photos Through The Years



Leikam delivers gasoline by row-boat to dragline draining swamp.



1945 county fair display, Waconia.



First pancake day and new station open house, 1952.

## Pioneers



"King" Wirtz in first office.



First board of directors holds meeting.