

Alberta Farmers

Find Cooperation in Business Profitable

The Proof of the Pudding

That it is paying the Farmers of Alberta to cooperate has been proved in many ways. We not only are often able to buy goods from our own company at much lower prices than we could procure similar goods for elsewhere, but the mere fact that we are in business leads business firms all over Alberta to sell goods to farmers on better terms. Competing elevator companies, also, handle the farmers' grain on better conditions than they would, but for our presence in the field and live stock buyers pay better prices. Thus tens and hundreds of thousands of dollars are saved by us each year.

The Cooperative Supply Department

The farmers of Alberta appreciate the service we are giving them. This is shown by the growth in the volume of the business they are doing through our company. Take our Co-operative Supply Department: It is through this department that we enable Alberta farmers to purchase supplies on the best possible terms. This Department was started in a small way in 1913-14. It grew rapidly. The following year, 1914-15, the business transacted was 400 per cent greater than during the first year. In all \$400,000 worth of goods were handled, not including binder twine. This represented a total of 705 cars. Last year, 1915-1916, there were 998 car loads of goods shipped. This included 133 car loads of binder twine, 160 cars of flour and feed, 204 cars of posts and 372 cars of coal. During the first 10 months of this year we have handled 1,825 cars of goods, worth \$858,488. Thus we have demonstrated that it is possible for farmers to conduct a big business in general supplies with success.

Live Stock Handled on a Large Scale

It used to be hard for our farmers to sell their live stock to advantage. Now we are helping them and they appreciate it. In 1913-14, when we opened our Live Stock Department, we handled up to June 30, 1914, 141 cars of stock, or about 11,000 hogs and 6 cars of sheep. During 1914-15, farmers sent us 344 cars of live stock, including 27,529 hogs, 897 cattle and 91 sheep. Between August 1, 1915 and August 31st, 1916, there were sold 628 cars, representing 36,224 hogs, 3,545 cattle and 659 sheep. In 10 months this year, there have been handled 1,367 cars, or 56,750 hogs, 10,709 cattle and 2,260 sheep, which were sold for \$2,092,409. This business represents a large saving in expense and better prices to the farmers, and a profit to ourselves. Thus it has been proved that farmers can sell live stock cooperatively and successfully.

Grain Handled with Great Success

It is in the handling of grain that we have laid the foundation of our business that has made our other undertakings possible. The first year we started, 1913, we had 52 elevators; in 1914 the number grew to 79, in 1915 to 87, and in 1916 to 103. This year we will have 143. In 1913-14 our farmers shipped through us 4,119,813 bushels of grain, in 1914-15, we handled 5,149,092, and last year 19,123,486. Year by year, as the farmers of Alberta find ever more clearly the benefits of cooperative shipping they are enabling us to handle for them, a rapidly increasing percentage of the total grain crop of the province. Thus our cooperative handling of the grain crop has proved a great success.

Cooperative Efforts a Financial Success

Our aim has always been to give our farmer-shareholders and patrons better service, and at less expense than they could obtain elsewhere. Through their loyal cooperation, we have succeeded. This is shown by the growth of our business. In 1913, when our company was organized, we had 3,500 shareholders. To-day we have 15,640. In 1913, our subscribed capital stock was \$360,000. To-day it is \$1,315,500. In 1913 our paid-up capital stock was \$72,000. Now it is \$552,179. Three years ago our assets were \$953,849. On July 31, 1917, they were \$2,580,078. But better even than this; we have not only given the farmers of Alberta better service and enabled them to save and earn many millions of dollars more than they otherwise could, but we have done it on sound business principles, and at a liberal profit to ourselves. In 1915 our net profits on all our operations were \$36,229. Last year they were \$282,484. Thus we have further demonstrated that farmers can both work and stick together in cooperative efforts, and do so at a substantial profit to themselves.

The great cooperative movement among the farmers of Canada is only in its infancy. It has not more than nicely started. As we progress we discover many new lines along which we should advance as opportunity permits. Our success, so far, has been largely due to the fact that we have not hesitated to pay liberal salaries in order that we might secure and retain the services in our business of men of marked ability. The progress made so far has but laid the foundation for future enterprises, the size and scope of which no one can estimate or foresee. Thus we hope the day is at hand when farmers' sons will no longer leave the farms of Canada to make names for themselves in business in our great cities, but, instead, will identify themselves with our own great undertakings, and thereby assist in making farmers the most prosperous, contented, progressive class of citizens in Canada. In the accomplishment of this ideal we ask for your cooperation.

The Alberta Farmers' Co-operative Elevator Supply Co., Ltd., Calgary, Alta.