

The Story of The Grain Growers' Grain Company

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can succeed in business as well as on the farm, and that to work out his own destiny his earnest co-operation with his fellows alone is necessary.

Without the loyal support of the farmers of Western Canada this Company never could have won its way through the thicket of difficulties with which it was beset. Without the unselfish devotion of its leaders and their wisdom in planning ahead, it never could have become a power for good, because many of its fighting muscles would have been undeveloped, if not overlooked entirely.

Wise Leadership

In the choice of executive heads for The Grain Growers' Grain Company the farmers have been fortunate. The energy and enthusiasm which fired the Company's first President in the opening year was a priceless asset; only those who fought shoulder to shoulder with E. A. Partridge can appreciate the full extent of his services. In fact, it was this outpouring of himself in the struggle which finally forced him to retire in favor of a younger man. The wisdom which he showed in choosing his successor in office has been more and more apparent as the years have passed; for in T. A. Crerar the Company discovered the right man for the tasks ahead. Before the end of the first year he was elected President and for the past year and a half has been General Manager of the Company as well.

The Assistant General Manager is J. R. Murray, who started with the Company as a clerk.

The other members of the Executive are: John Kennedy, Vice-president; John Morrison, second Vice-president, and John F. Reid, Orcadia, Sask. Mr. Reid has occupied a prominent place in the affairs of the Saskatchewan Grain Growers' Association, for many years being on the directorate. Mr. Morrison has been a director of The Grain Growers' Grain Company since 1912. Mr. Kennedy was one of the original officers of the Company, and from the beginning he has been a loyal and conscientious



MR. MURRAY

worker in the interests of the farmers. It was John Kennedy who proposed that the Executive pledge their personal property to save the Company and continue the fight when the Exchange suspended them in 1906-7. His courage and faith, his tireless energy and fighting spirit—these have chalked up a debt to Mr. Kennedy that can never be repaid in full.

It is possible that many farmers in the West, even some who are shareholders or have done business with this Company, may not fully realize the size and scope of the Company's facilities for giving the greatest measure of service that can be had in the grain trade to-day. In ten years that service has gone on from one improvement to another until every detail has been perfected and in the pages which follow will be found brief descriptions of various departments into which the Company's organization has been divided. The limits of space make it impossible to deal very fully with the work of these departments; many booklets of this size could be filled from cover to cover. The Company has on file thousands of letters and other proofs of the money satisfaction obtained by farmers in Saskatchewan, Manitoba and Alberta because they shipped grain and live stock to The Grain Growers' Grain Company or purchased farm machinery or farm supplies through this farmers' co-operative agency.

Aside from the direct saving in dollars and cents, it is good for a farmer to know that his business is being carried through speedily and thoroughly, his best personal interests guarded at every turn by fellow farmers who know what to guard against. It is good to feel that the highest possible prices will be obtained for what is sold, and the best quality and value in what is to be bought. When the farmer does business with The Grain Growers' Grain Company he can be sure positively that the single aim of the whole Company is to give him the largest measure of satisfaction throughout—that at all times he will get full value and a square deal.