Practising the Co-operation We Preach --



If co-operation between neighbors is a good thing—and we all know it is how much more helpfulness in all directions will come from the linking up of two farmer companies, both thoroughly organized and equipped to serve every individual farmer in Western Canada? A great stride in co-operation has been accomplished in the joining of—

The Alberta Farmers' Co-operative Elevator Company Limited

AND

The Grain Growers' Grain Company Limited

These two companies were organized with the single idea that two could buy cheaper than one; that a dozen could sell to better advantage than two; that a thousand could uphold rights better than ten—in short, that co-operation could do these things. This idea as developed by these companies has made good, not only by putting money into the farmer's pockets, but also by making him a better business man.

The two companies have made an equal success in serving the farmers. What was more natural than to make One Unequalled Farmer Service of the two?

> From the standpoint of handling the farmers crops, the consolidation will mean a big step in greater selling power, owing to the volume of grain handled.

The practical side of co-operation is shown in its most useful form when it comes to the handling of supplies like implements, farm machinery, fencing. lumber, and other necessities. Here we make one big order out of two smaller ones, one rock-bottom manufacturer's price out of two small order prices—a strength backed by over \$3,000,000 assets that demands the highest quality in its goods—and gets it. On the other hand farmers, by clubbing together and getting their orders shipped by the carload, secure a reduction in the freight charges. Here indeed, is practical co-operation.

Livestock can now be sold by the new Company through its offices at Edmonton, Calgary and Winnipeg Livestock Markets.

Thirty thousand old farmer shareholders insist that this big business of theirs shall work first, last and all the time in the interests of all farmers—whether they are shireholders or not.

Couldn't you confidently trust your business to such a concern?





