



Doing Business with Yourself!

A few days ago we happened to be talking over the Grain Growers' movement in Western Canada with a business man, well known throughout Western Canada and the Northwestern States, who has closely followed its progress. His observations were intensely interesting to us, as we believe they will be to every Western farmer, and, at our request, he wrote the following advertisement for us.

Much has been written and said regarding the Farmers' Co-operative movement in Western Canada. In fact, the Grain Growers' movement is being watched all over the world. Many of the States are moving to form similar organizations. Why? Because The Grain Growers' Grain Company was the first successful farmers' organization in America.

The Grain Growers' Grain Company is a farmers' organization. Its stock is owned by the farmers. The Directors are farmers and are elected by the stockholders, who are farmers. So, if the Managers are elected or hired by the farmers, they are the farmers' servants and subject to their control.

Now, then, the farmers own The Grain Growers' Grain Company. A farmer ships his wheat to The Grain Growers' Grain Company. He sells it himself through his own men. Just as much as he plows his own field with a hired man. He buys his Twine, Lumber or Machinery from The Grain Growers' Grain Company. He buys that from himself. Just as much so as a local implement dealer would buy from himself if he took a buggy from his own stock and used it in his own business. So, then, the stockholders of The Grain Growers' Grain Company, when they ship their grain to The Grain Growers' Grain Company, sell their own grain. When they buy their Machinery, Flour, Apples, etc. from The Grain Growers' Grain Company they buy from themselves. What does this mean? It means just this—that through their own men they have saved the handling charge on their grain. It is true they pay the one cent commission, but it is also true that they have this one cent in capital, or in other words, his. The Grain Growers' Grain Company, is worth that much more money. When he buys his implements or other necessities from The Grain Growers' Grain Company, he has saved through the purchasing power of The Grain Growers' Grain Company.

The Grain Growers' Grain Company can purchase goods at a very low price because they can buy in large quantities. It does not require a philosopher

to figure out that a large volume of business means low prices. Low prices on goods purchased mean a saving to you. The Grain Growers' Grain Company makes a small profit on your grain and one that covers the cost of handling on your merchandise. This small profit on many transactions makes a big capital. A big capital means a great purchasing power. A great purchasing power means better machinery, better twine, better lumber, etc., at a lower price; and all the time you are doing business with yourself and making a small profit on each article you buy through the farmers' company—The Grain Growers' Grain Company—and saving the big profit you would have to pay the other fellow if you did not have The Grain Growers' Grain Company.

So you see, by doing business with yourself you are making a profit on every transaction for your Company, and also saving on your purchases. Does that look good to you? Yes, of course it does, and think of the satisfaction of doing business with yourself.

Now, then, let us go one step further and save a little more money. Some one has truly said that the greatest pleasure in this world is in doing for others. I have shown you the pleasure and profits in doing business with yourself. Suppose, now, you enjoy at least a part of the world's pleasure by getting your neighbor to join your Company and do business with himself as you are doing with yourself.

Think this over. Just think what could be accomplished if every farmer in Western Canada was doing business with himself. The Grain Growers' Grain Company is your Company. It is the farmers' own Company AND WILL ONLY GROW AS THE FARMERS' PATRONIZE IT.

Think this over and help us by helping yourself. If you are interested in the welfare of The Grain Growers' Grain Company, talk it over with your neighbor. Get him to ship his grain to The Grain Growers' Grain Company and buy his Machinery, Flour, Coal, Apples, Lumber, etc. from them.

The Grain Growers' Grain Co., Ltd.
WINNIPEG CALGARY FORT WILLIAM NEW WESTMINSTER