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"The House
Behind
the Goods"

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and it will always be our desire to uphold its high standard.

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THE GROWTH of the business can best be visualized by referring to a few facts: From a one-storey building, thirty-three feet in width, the Company has grown to occupy to-day a building of seven stories, one hundred and thirty-two feet square, representing a little less than three and one-quarter acres of floor space, and employing 150 persons. The distribution and delivery of goods was taken care of twenty-five years ago by one two-horse waggon. To-day we have, as you will notice from one of the cuts, seven auto trucks and two drays. This outfit enables us to ship with great promptness, and we try to live up to the formula of "Ship to-day is the Malkin way."

WE NOW have twenty-five commercial travellers continually in the field visiting every point at stated intervals from the Yukon in the north to as far east as Moose Jaw, Saskatchewan. We are very proud of our travelling representatives. We like to think that they represent not only the goods, but the character of the house, and we think we have been very fortunate in surrounding ourselves with the high type of men we have been able to secure. After all, personality and tact are two of the greatest factors in business, and we feel that our men are particularly well endowed in both these qualities, and we owe to them in a very large measure the good name we believe we enjoy in the various districts which they visit.

IN 1918 we started a branch in Nanaimo, to take care of Vancouver Island business from Victoria north. The branch is under the management of Mr. Geo. S. Pearson, a valued customer of the firm for many years, and is run under the name of The Malkin-Pearson Co., Limited. The business of this branch developed so satisfactorily that this year we have built a

