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"The House
Behind
the Goods"

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goods of local production, and it is satisfactory to note that we are able to handle ever-increasing quantities of local British Columbia goods, such as jams, marmalade, canned fruits, honey, dried peas, beans, canned vegetables and confectionery.

WE HAVE already mentioned something of the character of our travellers who come in contact with our customers, and we should like to say a further word in reference to our employees generally. We have at all times endeavored to make The W. H. Malkin Co., Limited, not a mere place in which to work, but an organization of contented, loyal people, and we hope that our efforts have borne some fruit. Some indication of our success, perhaps, may be found in the "Old Guard," the hockey and baseball teams, and the picnics of our employees and their families which have been held from time to time. We believe that no organization ever got together has developed a finer spirit of loyalty and *esprit de corps* than is to be found in our organization.

THE "OLD GUARD" is a body of which we are more than ordinarily proud. It now numbers fifty employees and represents those who have been in the Company's service over four years and up; some have been with us, we are glad to say, for nearly twenty years, and nearly a dozen more than ten years. To members of the "Old Guard" we give a bonus for faithful service amounting to the same percentage as the declared dividend of the Company and paid on an amount equal to fifteen per cent. of the employee's wages from the time he entered the employ of the Company.

WE CANNOT speak too highly of our "Old Guard" and we feel that they, in a large measure, have been responsible for any success we may have secured during the last twenty-five years. This Association has a visiting, social and welfare committee, and a banquet is held

