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 Made In Canada
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Are taking part in good road building everywhere in Canada.

RUGGLES MOTOR TRUCK COMPANY, LIMITED.
 "Canada's Largest Exclusive Truck Builders."
 LONDON CANADA.

LONDON BUSINESS INTERESTS

PLACE TRADE AT CANADA'S DOORS

Many Inquiries Being Made for Canadian Products

INFORMATION AVAILABLE

Details Given of Requirements on Foreign Markets

Many inquiries have been received from various parts of the world asking for Canadian products. Many attractive offers are being made. The names of the firms making the following inquiries, with their addresses, can be secured by those specially interested in the respective commodities from the local Chamber of Commerce or by application to the commercial intelligence branch of the department of trade and commerce, Ottawa:

FOODSTUFFS.
 Produce and canned goods.—Glasgow provision merchants of high standing, who do a very considerable import business, particularly as buyers, in Canadian bacon, hams, lard, butter, cheese and canned goods, and who are agents for a firm of butter and cheese shippers in Montreal, are very keen on developing the business still further and would be willing to undertake further agencies in this direction.

Canned goods, etc.—An old-established London firm of brokers are prepared to undertake the sale of canned goods generally, salmon, lobsters, fruits, meats, extract of meat and also cereals. Offers required on a basis of c. i. f., United Kingdom, ports, Havre, Hamburg and Rotterdam.

Spring wheat flour.—A Danish firm wish to get into touch with Canadian manufacturers of hard spring wheat flour.

Flour.—Established Jamaican importers and exporters of many years standing desire to secure representation for an eastern Canadian miller. References from Canadian banks. Apples and pears.—The only cold storage company at present operating in Jamaica wish to secure a permanent connection with Canadian shippers of apples and pears.

Bloaters, flour.—A New York firm are anxious to get in touch with Canadian exporters of bloaters and flour.

MISCELLANEOUS.

Cattle and sheep.—An old established firm of live stock salesmen and auctioneers in Glasgow, Forfar and Coatbridge (Scotland), who do a large live stock business, and also have a stall in the Glasgow stock market, desire to hear from Canadian exporters of cattle and sheep with a view to business in Scotland on a commission basis.

High-grade dairy cattle.—A Jamaican importer desires to obtain small number of high-grade or pedigreed Holstein dairy cattle. Would consider offers for one bull and several cows in full pregnancy in spring of 1922. Number purchased will depend on price quoted. Price to be f. o. b. Canadian ports, or preferably c. i. f. Kingston, Jamaica.

Lumber.—An established importer and exporter of many years standing in Kingston, Jamaica, invites offers of schooner loads of Maritime Provinces spruce for delivery in the new year.

Carriage, woodware and hardware.—A manufacturers' representative in Kingston, Jamaica, wishes to obtain representation for Canadian manufacturers of carriage, woodware and hardware.

Glass bottles.—An independent purchaser in Kingston, Jamaica, desires to buy a gross of one pound glass bottles in Canada. Would prefer to buy directly from the manufacturer and will take further orders if initial shipment is satisfactory. Offers should be submitted to Canadian trade commissioner at Kingston.

Personal furnishings.—An established manufacturers' representative in Kingston, Jamaica, wishes to obtain connections with Canadian manufacturers of footwear, neckwear, hats and underwear, cotton piece goods and ribbons.

Papers, ropes, twines, trunks and suit cases.—A manufacturers' representative in Kingston, Jamaica, seeks agencies in Canadian lines of printing paper, fancy stationery, wrapping paper, paper bags, ropes and cordage arrangements and suit cases. (Particularly anxious to be placed in touch with a Canadian manufacturer of wicker suit cases.)

Match splints.—An English firm would like to get into touch with Canadian exporters of match splints, unrepresented in England, who are in a position to quote c. i. f. United Kingdom or other ports.

Opera chairs.—A Cape Town agent, covering the Union as a specialist in church and hall furniture, makes inquiry for the supply of steel frame, wood back and seat, full roll front open chairs.

Wire nails.—A Glasgow firm of old standing would like to hear from Canadian exporters of wire nails.

Steel products.—A Glasgow firm of iron and steel merchants are open at any time to purchase quantities from Canada of soft steel billets for rolling, wire rods, angles bars (in mild steel), and also rails, if prices can meet continental. This firm are revising their agency arrangements, and applications will be welcome. They are understood to possess lengthy experience in the specification and manufacture of heavy "heavy" goods, their inspection, and testing, shipment, insurance and sale, etc.

Fleece underwear.—A Glasgow firm who state that there is a very large market in Great Britain for fleece underwear, at present imported mainly from the United States, would like to get in touch with some Canadian business houses making these garments, with a view to acting as agents or buying outright.

Brass goods.—A London agency firm would like to hear from Canadian manufacturers of brass goods and other engineering supplies seeking business in the United Kingdom.

Glaze kid.—A London firm of leather merchants are open to represent Canadian producers of glaze kid, black and colored.

HARRY AKED
 690 KING STREET.
 Plumbing and Heating.
 PHONE 2244-W

Carmichael Coal Co.
 Best wishes for Christmas and the New Year from



Further the Industrial Expansion of District; Secure British Firms

Becoming Keynote of Strong Movement Among Municipalities of Western Peninsula.

The desirability of furthering the industrial expansion of Western Ontario by the setting up of Canadian branches of British industries forms the keynote of what is becoming quite a strong movement among the municipalities of the Western Peninsula. In other words, the cities and towns of this district, realizing the immense opportunities it offers for industrial development, which will result in the maintenance of a standard of living of which Western Ontario is, and has always been, justly proud.

There is every reason to hope that at the coming meeting of the Western Ontario Boards of Trade at Woodstock some definite plan may be launched which will result in the establishment of a number of British industries in this section of the country.

The subject is one which will receive full discussion at the annual meeting of the Western Ontario United Boards of Trade, which will be held at Woodstock on the 19th and 20th of January.

A wealth of information on the subject has been collected from various sources, all of which tends to show that the movement is indeed timely. The fact that his countrymen were to meet with a sympathetic reception, among the manufacturers of the old land, many of whom are now facing the prospect of a very real and serious business depression, and quite naturally are looking to fields within the empire as possible locations for their branch plants. There is every reason to believe that they have in the past overlooked many golden opportunities in this part of the empire. In fact, a representative of a very influential body of British business interests who recently made an investigation of the possibilities of this part of Canada was so impressed with the fact that his countrymen were losing countless opportunities in this country, largely through lack of information, that he is preparing on his own initiative a book embodying some of the results of his investigation, and designed to bring out prominently the fact that Canada, and particularly this part of Canada, forms a field for manufacturing enterprise such as is not excelled anywhere in the world at the present time.

CLIMATIC CONDITIONS.
 There is much to back up this contention. One of the strongest arguments in favor of Western Ontario as a field for British manufacturing enterprise is the fact that climatic conditions, and living conditions generally, in this part of Canada, closely approximate those of Great Britain. One of the longest settled portions of Canada, Western Ontario retains in a marked degree every reason to feel at home in Western Ontario, and the British manufacturer is not only assured of an abundant supply of labor, but he will also find that throughout the Dominion there is a distinct preference for British goods.

It is true that this is a strong point, but also on the prestige which British workmanship has gained throughout the world. The Canadian department of trade and commerce at Ottawa is alive to the situation and has recently adopted measures to endeavor to bring before British firms the advantages of this part of Canada as a whole as a manufacturing field. The department points out that while strong efforts have been and are being made to attract branches of United States industries to Canadian centers, apparently no organized attempt has up to the present been undertaken to induce a similar movement among British manufacturers.

SEES OPPORTUNITIES.
 The American manufacturer has been quick to see the opportunities which have arisen in Canada during the past few years, during which there has been experienced a transition from a country almost wholly agricultural to one in which the manufacturing interests are of great importance. A transition brought about by a combination of cheap power, favorable living conditions and good markets, to which is added a preferential tariff in inter-empire trade. Largely, no doubt, because of their close proximity to Canada and their consequent accurate knowledge of conditions, American manufacturers have benefited very materially by the establishment of branch plants in Canada in immense quantities.

And yet, during which there has been consumed yearly, even in the face of adverse exchange and high tariff, Canada is actually short of the United States second largest customer, but, as already stated, there is a direct preference for British goods. Canada to-day is seeking British quality, British thoroughness, British reliability. The market is already made for British manufacturers, but it is a market of keen competition, which should preferably be met by local activity and not under the

handicap of several thousand miles of ocean travel. That the establishment of British industries in Canada is a thoroughly practical proposition is evidenced by the success of those British firms already established in the Dominion. The people of Western Ontario are imbued with the feeling that they feel assured that the British manufacturer will maintain in Canada his old standards, with the consequent attraction of a high class of labor and the maintenance of a standard of living of which Western Ontario is, and has always been, justly proud.

There is every reason to hope that at the coming meeting of the Western Ontario Boards of Trade at Woodstock some definite plan may be launched which will result in the establishment of a number of British industries in this section of the country.

The subject of building activities for 1922 are most bright, is the opinion of the Brick Manufacturing and Supply Company, 690 William street. Business during the present year, at least for this company, has been exceptionally good and, judging from the present situation, next year's business will be even greater.

The Brick Manufacturing and Supply Company affords contractors of the city and district every facility for securing materials of quality at reasonable prices. The company handles everything in this line, from cement to plaster.

With reorganization in 1905, the company has made steady progress. L. A. Boss is president, Ben Noble, vice-president, and John Noble, secretary-treasurer. These three officials, together with John Nutkins and John Banks, compose the board of directors.

SPLENDID YARD.
 The yard of the company is one of the finest in the city, situated on William street, at the C. P. R. Previous to four years ago the yard was half-owned by the city, and the other half by the C. P. R. and facilities were not the best. But now, with street frontage and a siding of its own, the company enjoys more extensive privileges. During the last four years also a modern office has been built, which speaks well for the business principles behind the firm.

Included in the stocks of builders' supplies can be found galvanized and painted lath, corner bead and splices, window sash, asphalt shingles, cedar's corrugated iron, Pedlar's shingles and garages are also kept. Sewer pipe, water pipe, and a variety of other building materials are also kept. The company is supplying the special brick for the interior decorating of the new Collegiate Institute and the new pumping station being built for the city. This brick is a beautiful example of enamel work, the colors being green and white.

BUILD NOW.
 According to officials of the company now is the time to prepare for work on new buildings. Prices recently took a drop and will remain where they are for some time. It is believed that the quotations will not be further reduced.

DISTRIBUTE CARS ON NEW POLICY
 A. M. Kennedy, Limited, distributors for Fiat tractors, trucks and automobiles, announces a new policy in connection with the marketing of Fiat tractors. The price, which was hitherto \$2,000, has been reduced to \$1,800. In order to assure dealers and farmers of a supply of repair parts, a unique method has been adopted. Dealers will be supplied with a complete set of parts, the parts to be paid for when sold. A farmer who buys a tractor directly from the distributor will also be supplied with a complete set of parts, the parts to be paid for when used. This policy has been considered necessary owing to the fact that the tractor made in Italy, and to allay any fear on the part of dealers or farmers regarding supplies of repairs. The Fiat Motor Show.

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 Provide you with necessary safety, at minor cost.
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 FIREPROOF STORAGE AT REASONABLE RATES.
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