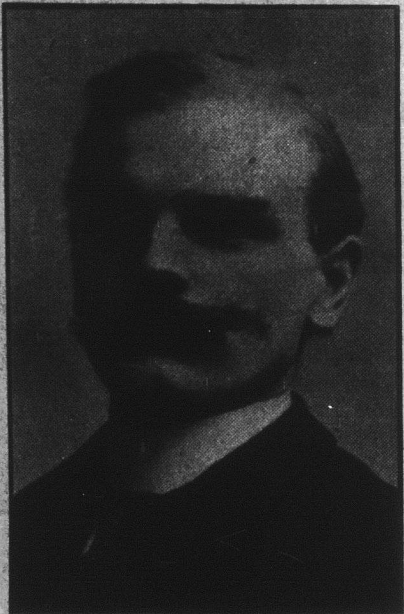
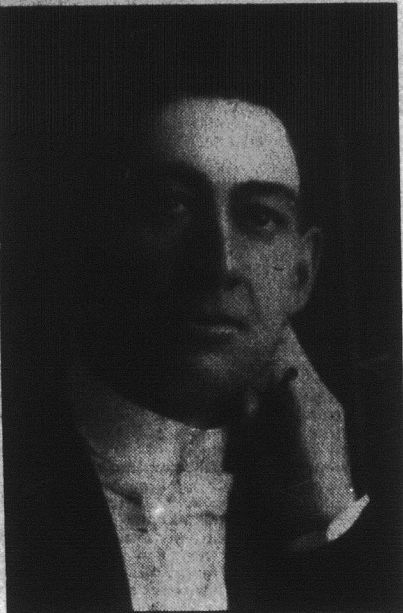


and stationers. Their store is at 412 Main street, Winnipeg, in the McIntyre Block. They carry in stock blank books, fine stationery, school supplies, fancy goods and leather novelties, inks, files, type-writer supplies, etc., in great variety. The latest books and magazines from the most prominent and popular publishers are kept. The officers of the company are Messrs. C. H. Black, John A. Hart, and W. Pratt, all of them well known men. They do a mail order trade which they are carefully developing along safe lines.



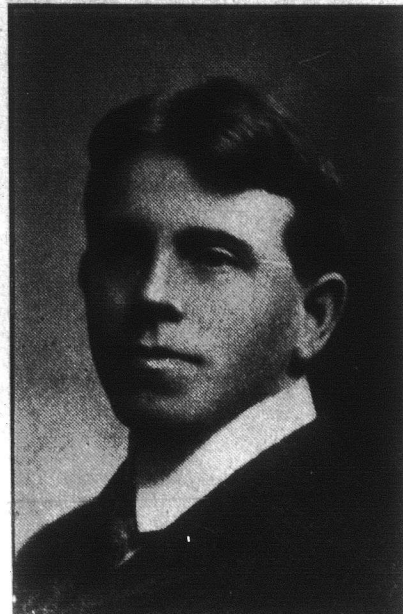
**E. J. HOOVER,**  
Manager Mail Order Department, Hudson's Bay Co., Winnipeg.

The mail order department of a large departmental store is to-day a most important position to fill, as it involves a vast amount of detail and organizing ability of a high order, coupled with a thorough knowledge of business methods. The mail order branch of the Hudson's Bay Company is now an important adjunct to the vast business done by this company as a whole. Mr. Hoover had many years' experience with the T. Eaton Co. in Toronto prior to coming to Winnipeg. He is a past master in his methods of selling goods by mail, giving each order his prompt personal attention and directing the large staff of which he is the head.



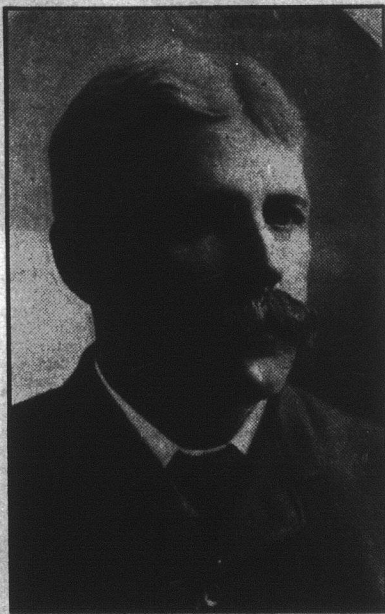
**J. W. KELLY,**  
President J. H. McLean Co., Ltd.

This firm established their business in Winnipeg many years ago. They occupy commodious quarters at 530 Main street and are both wholesale and retail dealers in pianos, organs, small instruments of all kinds, sheet music, instruction books, etc. They sell the Heintzman & Co., Wormith & Co. piano, and Sherlock-Manning organ. This concern does a large trade and has a splendid business connection throughout the West. In addition to J. W. Kelly, president and manager, the other officers of the company are J. Redmond, vice-president, and W. J. Ross, secretary-treasurer.



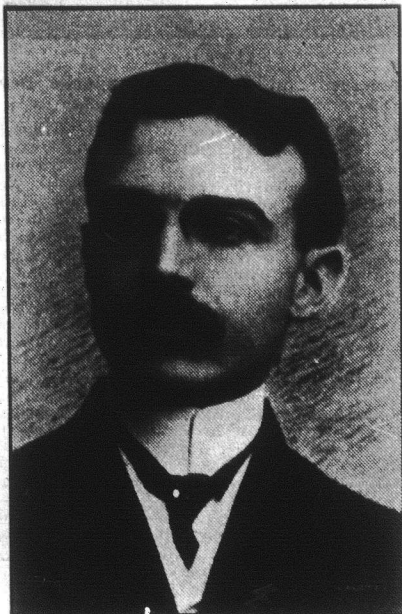
**LISGAR L. LANG,**  
Of the Firm of Russell, Lang & Co.  
The firm of Russell, Lang & Co., one of the largest

est wholesale and retail stationery emporiums of the West, was established in 1880. Thus for a quarter of a century this enterprising firm has experienced the vicissitudes necessarily attendant upon the vagaries of trade in a new and undeveloped country. For some years past the energetic manager, Mr. Lisgar L. Lang, whose photograph we reproduce, made the most of every opportunity which presented itself and to-day he can contemplate with gratification the magnificent emporium on Main street, Winnipeg, and a daily increasing trade both in the city and country. His far-reaching vision and keen business instinct, combined with an admirable power of organization and executive ability, have been the potent factors in shaping the destiny of the large business which he continues to direct. Mr. Lang is looked upon to-day as one of the foremost business men in our western metropolis. The firm of Russell, Lang & Co. are the largest importers of books in this country and do a large mail order business.



**JOHN LESLIE.**

John Leslie's furniture emporium is the Mecca for furniture connoisseurs of the West. There they can assemble at the shrine and worship all that is best in the furniture art. Mr. Leslie came to Winnipeg in 1880. In 1885 he formed a partnership with Mr. Scott, which firm conducted business until 1894. Then Mr. J. Leslie opened up on his own account and has since occupied his present magnificent building, containing 36,720 square feet floor space. He is a large importer of high class furniture and has achieved remarkable success with the better class of citizens. All the upholstery is done by his own workmen in a well appointed workshop. His warehouse, in which he stores his reserved stock, contains 24,000 square feet of floor accommodation. Even his large premises is not sufficient to meet the growing demands of business and he proposes erecting another store, 50 x 125 feet, seven flats, in the near future. Mr. Leslie carries a large and assorted stock and, although he has a large connection with the well-to-do classes, he caters to the working classes as well. Besides being proprietor of properties on Main and Garry streets, he is a large holder of real estate in other parts of the city.



**NORMAN J. LINDSAY,**  
Western Manager Mason & Risch Piano Co.

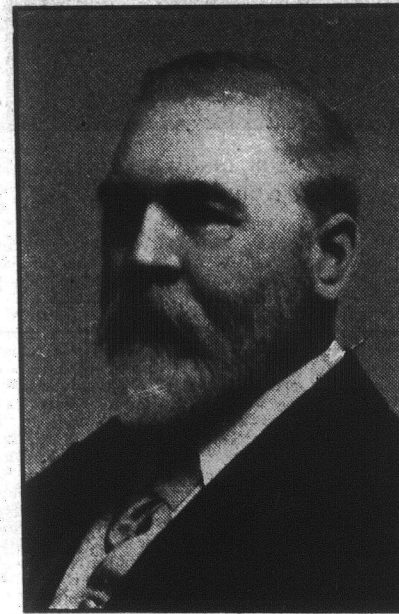
Mason & Risch pianos are represented in Winnipeg and western district by Norman J. Lindsay, a popular and energetic business man. Their warehouses are situated at 356 Main street and their showrooms are the equal of any west of the Great Lakes. Mason & Risch pianos are manufactured in Toronto, and are great favorites among the music-loving public in the Queen City. The company make special claims for the perfect structural construction of these instruments, which accounts in a large measure for the instrument remaining so well in tune. The Mason & Risch pianos are meeting with a great increase of popularity in the West and the sales recorded during last year show a large increase over those of preceding years. Mr. Lindsay has a large staff of agents under him to assist in the management of this rapidly expanding business which he so ably presides over. The company anticipate a large trade during the present year and have laid their plans to take care of it in a proper manner.

**HUGH MACCOLL,**  
Manager Winnipeg Mantel Co.

The Winnipeg Mantel Co. is the pioneer business of its kind west of the Great Lakes. They handle exclusively wood mantels, floor and wall tile and



fire place trimmings. Hugh MacColl, the manager, is a thoroughly practical man at his business, with many years' experience in Montreal, New York and lately in Ottawa, Canada, the capital of the Dominion, where he conducted a large similar business prior to coming to Winnipeg. This firm carry a standard line of mantels constantly in stock and can supply any design on short notice. They are practical tile setters, employing none but competent experienced men to do this class of work. Their handsome store is in the Steele Block, Portage avenue, Winnipeg.



**GEORGE D. MCKAY.**

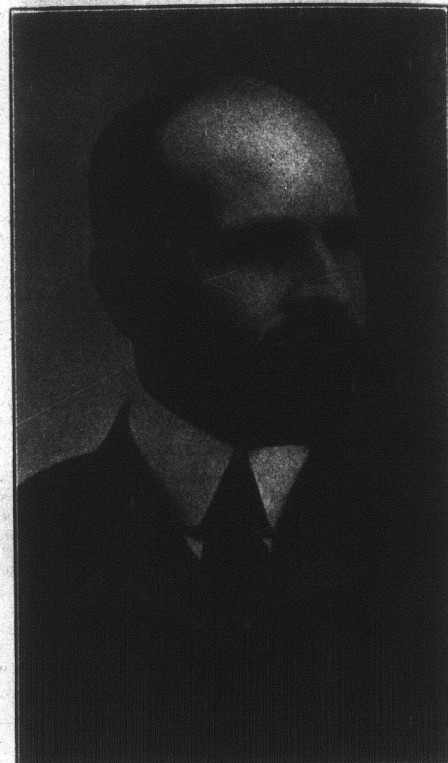
Mr. George D. McKay is a native of Scotland, but emigrated to Canada about thirty years ago. Arriving in Montreal in 1874, he obtained employment with S. Carsley, of Montreal, where he remained for nine years. He then, with John Murphy, formed the firm of John Murphy & Co., and was instrumental in building up the business of this great firm. After twenty years' active work he severed his connection with the firm and made a tour of Western Canada. The favorable impression made upon him by the City of Winnipeg decided his fate and he opened a large business house in this city, which he has conducted in a most successful manner up to the present time. It is customary for Mr. McKay to pay an annual visit to the great European centres, where he personally inspects and purchases his select stock. At the present time he is on one of his extended purchasing tours through European countries. Catering to a high class trade and manufacturing ladies' and children's wearing apparel on the premises, he is in a position to supply the wants of his customers on short notice. His high-class ladies' tailoring and millinery emporium at 227, 229 Portage avenue is a model in furnishing and tasty arrangement. The firm name is G. D. McKay & Co.



**E. D. MARTIN,**  
Martin, Bole & Wynne Co.

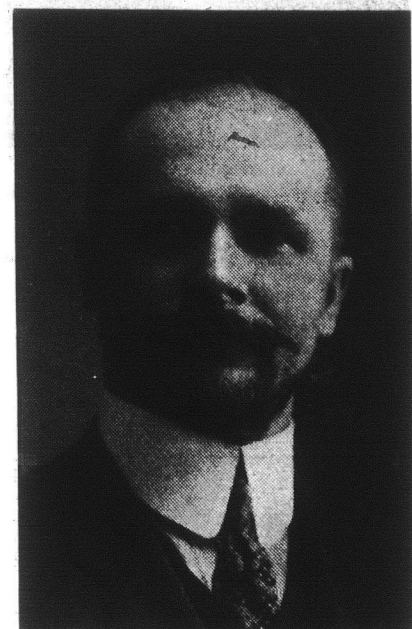
This well-known firm of... designers...

an extensive business throughout the West from the head of the Great Lakes to the Rocky Mountains and down through the Boundary country. Their large staff of travellers invade every portion of Western Canada. The business was established some 15 years ago, when the business of Mitchell & Co. was purchased. The name of the new firm was Martin, Rosser & Co., which afterwards was changed to E. D. Martin & Co., followed by an amalgamation with Bole, Wynne & Co., and known since as the Martin, Bole & Wynne Co. The present firm manufacture a full line of pharmaceutical and proprietary articles and their goods are in demand all over the West. They are one of the largest firms in their line in Canada. Last year the Martin, Bole & Wynne Co. were obliged to enlarge their premises, corner of Princess and Market streets, Winnipeg, by putting two additional storeys on their building. Mr. E. D. Martin, the active man in the business, is well known, he having served this city in a public capacity in past years and was president of the Pharmaceutical Association of Manitoba. Mr. Martin is a brother of the Hon. Joseph Martin, ex-attorney general of the Province of Manitoba, and now a resident at the Pacific coast.



**C. N. MAYWOOD.**  
Winnipeg Piano and Organ Co., Ltd.

The subject of our illustration organized this company; the other members of the company are J. A. Grundy and A. E. Grassby. Their showrooms are located in Manitoba Hall, 295 Portage avenue, Winnipeg. They are wholesale and retail dealers and handle the "Bell" pianos and organs, piano players and self-playing organs, high-grade American pianos and pipe-organs, while pianos are stored, rented, polished, repaired and tuned. This firm is doing a large business and conduct it on aggressive and progressive lines. They are after a country as well as a city trade.



**E. B. NASH,**  
Of Nash, Carson & Naylor, Limited.

This business was started five years ago by Mr. E. B. Nash, and in November, 1903, moved into their present premises. In October, 1904, the present firm was formed, Mr. Nash forming a partnership with J. H. Carson and H. P. Naylor, and since then the style of the firm has been as stated above. Recently they secured the store on the corner of Alexander and Main streets, Winnipeg, immediately alongside the store they now do business in and are having the entire premises rebuilt and remodelled. This will give them a frontage on Main street of seventy-five feet and a depth of one hundred and thirty-two feet on Alexander, three storeys high with basement. The plans for the new front present the finest show windows of any one establishment in the West. When the alterations are completed this firm will carry a full line of everything usually found in a departmental store. It is the intention of the firm to get after a mail order trade as well as a large local business. Now they carry a full and complete line of staple and fancy dry goods, clothing, men's furnishings, furs, hats, caps, etc. The alterations to their store is completed.