

About \$40,000 is invested in warehouse property. About 35 men are employed on commission or salary outside, and fifteen in city. The Winnipeg office has charge of all western business, and is under the management of W. W. Watson. The Ayr implement works is one of the oldest establishments of the kind in Canada, and has long had a reputation throughout the Dominion.

FROST AND WOOD.

This firm of implement manufacturers has its factory at Smith's Falls, Ontario. The headquarters for the firm in the west was first established at Emerson, Min., and about three years ago was moved to Winnipeg. The implements manufactured are: Single apron binder, Model mower, hay rakes, breaking and stubble plows. The Winnipeg department also handles Champion press drills, Champion broadcast seeder, disc harrows, Springfield wagons, and Abel's threshers, in addition to the goods manufactured by the firm. The Winnipeg department is headquarters for all the western trade. The office and city show room is on Princess street, with warehouse on track. These are rented premises, as are also most of the country branch warehouses, of which there are about thirty-five. No branches have been established out of Manitoba, in the west. The staff of employees in the city numbers eight, and forty in connection with country branches. The western business is under the management of J. E. Ruby, who has lately been appointed to this position.

H. S. WESBROOK.

In connection with the farm implement trade of Manitoba, no name is more widely known than that of Wesbrook. The business of Wesbrook & Fairchild, now continued by F. A. Fairchild & Co., is the oldest implement house in Winnipeg. Wesbrook & Fairchild commenced business in 1877, and continued for ten years, when the partnership lapsed by expiry of time. Mr Wesbrook then became manager of the now business of The Patterson & Bro. Co., established a little later in Winnipeg, which position he held for two years, when he again started for himself. For this purpose he secured the large warehouse on the corner of Princess and William streets, which for years was the home of the business of Wesbrook & Fairchild. He now handles the following goods: Case threshers and engines, Ajax and White engines, McCormick binders and mowers, Moline and Wilkinson plows, of all kinds, harrows, hay presses, hay rakes, road machines, scrapers, Van Brunt and Wilkins seeders and shoe drills, Sylvester combined broadcast seeder and press drill, Rutherford wagon, Stearn's wind mills, Lytel safes, etc. These goods are about all United States makes. Mr. Wesbrook's business is of a jobbing nature, consequently he does not have branch warehouses at country points. His city office and show room is on of the best in the city, size 45 by 70 feet, and his on track warehouse is 51 by 195 feet. His staff in the city consists of ten persons.

F. A. FAIRCHILD AND CO.

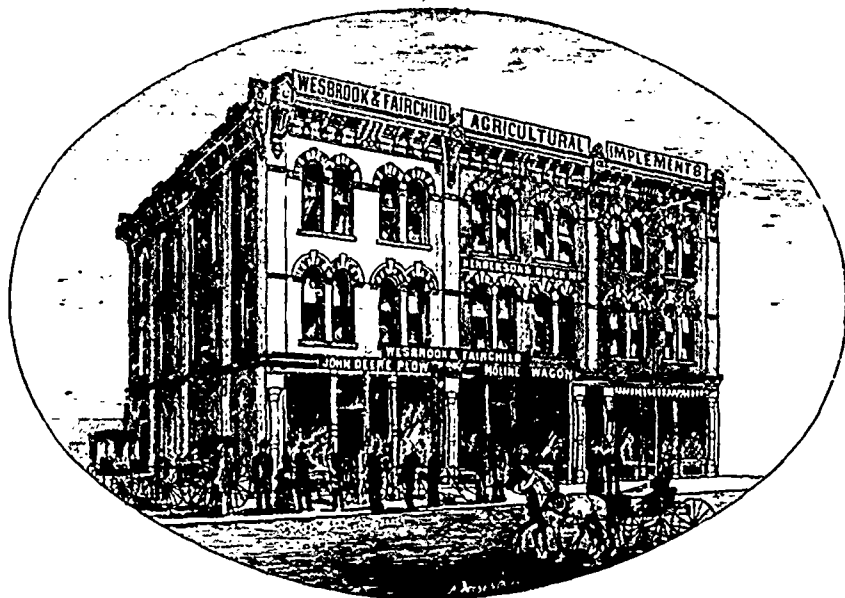
As previously stated, this business is a continuation of the old firm of Wesbrook & Fairchild, and is the oldest in the city. Like his old partner, Mr. Fairchild's name is known all over the west. Canadian and United States goods have been handled from the establishing of the business, and the aggregate sales for the total time have been about equally divided between the home makes and imported. The

first goods handled were the Globe Works' London, reapers and mowers, Joseph Bros. horse powers and threshers, Jos. Shañon threshers, Boyd & Co. threshers, London wagons. All these Canadian firms have since failed. McCormick binders, and other United States makes of implements were also handled. The goods now handled make up a long list, and include the following John Deer plows, Wilkinson plows, Fleury harrows, Fisher & Irwin harrows, Preston disc harrows, Speight wagons, Adams wagons, Moline wagons, Gauanoqua carriages, Fleury straw cutters, crushers, land rollers, etc. Deering Chicago binder and mower, Advance thresher, of Battle Creek Michigan, F. C. Austin's Chicago railroad graders and road machines, Columbus Ohio, scrapers, Waterloo, Ontario, threshers. This year the control of the manufactures of D. Maxwell & Son's was secured, for the west, including the Maxwell binder, and mower, rakes and harrows. The Deering binder is also

loo plow, harrows, bent goods and carriage and wagon makers' supplies, Gu-lph carriage top Co.'s goods, etc.

JOHN O'DONOHUE AND COMPANY.

John O'Donohue has been connected with the implement trade of Winnipeg for about ten years. He established a regular business here for the Globe Works, of London, Ont., in 1882, but this concern went under a year or two later. He then represented the Dominion Bank here for some years, in handling the Haggart Bros. threshers, manufactured at Brampton, this concern having been in the hands of the bank, and at the present time is in liquidation. Mr. O'Donohue did quite a large business in threshers for a few years, until the implement firm of O'Donohue & Cochrane was formed. This firm was dissolved in the spring of 1890, and since then Mr. O'Donohue has continued the business alone. He now handles all kinds of wheeled and runner vehicles, plows, harrows, rakes, mowers, etc. He has



OFFICE AND SHOW ROOM OF H. S. WESBROOK, FORMERLY OCCUPIED BY WESBROOK & FAIRCHILD.

a new article added to the list this year. The trade in wheeled rigs is one of the most important features of this business. In wagons a considerable number of United States makes are brought in, but the carriage trade is nearly all in Canadian goods. The business is jobbing, and the only country branches are at Carberry and Brandon. Shipments of goods are made all over the country, as far as the Pacific coast. The office and fine large show room is on Princess street facing market square. The staff is composed of ten persons.

R. COCHRANE AND COMPANY.

This business was established in the spring of 1890. Mr. Cochrane, however, has been connected with the Manitoba implement trade for eleven years. He was formerly western manager for the Cochrane Manufacturing Company, at St. Thomas, Ont., which passed out of existence some years ago. The western headquarters of this company was first established at Portage la Prairie, in this province, in 1879, but later was moved to Winnipeg. The company ceased doing business here in 1886. Mr. Cochrane has since been connected with the implement trade of Winnipeg in other capacities. R. Cochrane & Co. handle principally wheeled and runner vehicles, from several well known eastern manufacturers; also the Water-

branches at Morden, Manitou, Boissevain and Brandon, and employs eight men. He erected a building of his own on King street, facing hay market square, about a year ago, which he now occupies for a show room and offices, size 30x90. His on-track warehouse is a rented property. He also owns his own warehouses at Boissevain and Manitou.

STEVENS AND BURNS.

Are manufacturers of threshers, engines and hay presses, at London, Ont. This is the only thresher manufacturing concern having its own business in Winnipeg. Other threshers are handled through other firms doing business here. This firm was represented here for some time in this way, but in 1888 opened a branch in Winnipeg, and John Stevens is now in charge of the business here. The Winnipeg office controls the western business, and looks after collections, etc. Branches have not been opened at country points this business being done through other implement agencies.

H. F. ANDERSON AND COMPANY.

This is a new implement firm, established in Winnipeg last year. The members are H. F. Anderson and F. J. Calvert. The firm occupy the building on Princess street lately used as an office and warehouse by John Elliott & Son. They handle the Mercer binder, Elliott War-