

was opened in the spring of the year named, by Wm. Taylor, and in the fall of the same year was placed in charge of T. J. McBride, who still remains at the head of the business. Since that time this business has been pushed energetically, and branch agencies have been opened wherever new settlements have been formed, under the management of the Winnipeg office. The business at Winnipeg was continued by the Massey Manufacturing Company up to the first of January, 1890. A new company, known as Massey & Co., was formed and took over the business at that date, and it is now continued as a separate corporation from the Massey Manufacturing Company, of Toronto. The Toronto company holds a large amount of stock in the Winnipeg company, and the balance is held by T. J. McBride, and the members of the firm of Van Allen & Agur. The latter firm did business in Winnipeg in implements and vehicles, from 1882 to 1890, when it was merged in Massey & Co.

Massey & Co. control the sale of the goods of the Massey Manufacturing Company in Western Canada. These are: Toronto binder, Toronto mower, Warrior mower, Sharp's double or single horse rake. The company also handles the fol-



OFFICE AND SHOW ROOM OF MASSEY & CO.

lowing lines: Massey-Sawyer threshers and engines, Courtland carriages, Chatham Manufacturing Co.'s wagons, W. A. Verity plows, of all kinds, Cortin disc harrows, binder twine, etc., also a full line of all other implements used on a farm.

The company has over sixty branch agencies throughout Manitoba and the territories. The following new agencies have been opened: Treherne, Carman, Miami in Manitoba, and Duck Lake and Prince Albert in Saskatchewan territory. New ware rooms have been erected at Carberry, Elkhorn, Plum Coulee and Maniton, and new agencies will be opened at Red Deer, Alberta, and Melita, Man. At the branch warehouses two men are usually employed, while at some points as many as four or five are employed. In the city 23 hands are employed in the offices and warehouse, and over 100 men in connection with branch agencies. The company owns its own warehouses, and has about \$125,000 invested in these, including \$45,000 in Winnipeg. The Winnipeg property consists of a warehouse on track, and the city office and show-room on the corner of Princess and William streets, as shown in the accompanying cut. T. J. McBride is vice president and manager of the company, E. W. H. Van Allen, assistant manager, and R. H. Agur, secretary-treasurer. H. A. Massey, of the Massey Manufacturing Co., Toronto, is president of Massey & Co., Winnipeg. To show the extent of the company's business, it may be stated that over \$50,000

was paid in freight last year. Massey & Co. own 60 feet of land on William street, adjoining their city office, upon which are two frame buildings. It is now contemplated to extend the main building over this property, same size as present head building.

A. HARRIS, SON AND COMPANY.

This company, which carries on a large implement manufacturing industry at Brantford, Ont., was early in the field to look after the western trade. The company opened a regular office and warehouse in Winnipeg in 1879, having erected a large building on the corner of Main and Market streets. E. M. Jones was appointed manager. About that time binders were not manufactured in Canada, and the old style combined mowers and reapers were in use. This firm was the first to manufacture binders in Canada, first to use wire, and later cord binders were made. Besides the Winnipeg warehouse, branches were opened at Portage and Emerson, about the same time. Previous to establishing a regular business in Winnipeg the company was represented here for a number of years through agents. As early as 1872, the company was represented at Winnipeg by the late Mr. Banning, and it continued to be represented by agents up to 1879, when a regular branch was opened here and Winnipeg was made the headquarters for the western trade of the company. Their business has increased steadily, until now they have about thirty-five regular branches in the west. The following are new branches for this year: Elkhorn, McGregor, Souris and Griswold in Manitoba, and Edmonton in Alberta. The company employs an office staff in Winnipeg of 17 men, and through the country fully 75 men. The investment in warehouse property in the city and country amounts to \$95,000, at a close stock taking valuation. The company erected a handsome new building on Princess street, Winnipeg, in 1882, which is used for offices and city show room. A large warehouse was also established on the railway track, the two city buildings representing an outlay of \$50,000.

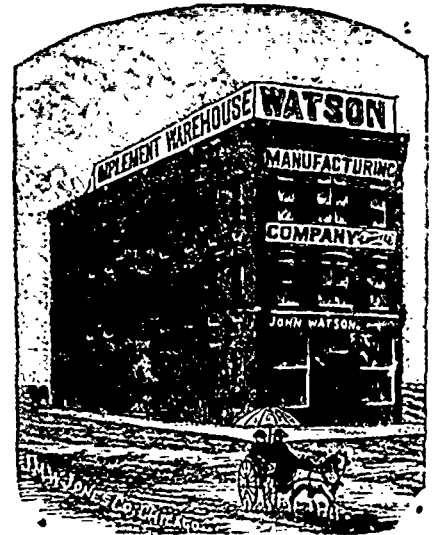
A. Harris, Son & Co. manufacture the following goods: Brantford binder, Brantford mower, iron harrows. The following goods are manufactured for and controlled by the company: Brantford hayrake, Brantford springtooth seeder, Brantford combined seeder and drill, Brantford walking, gang and sulky plows, Brantford Bin wagons. Sleighs, engines, and threshers are also handled through the Winnipeg business, besides the lines named. This year a special brand of binder twine—the blue tin tag brand—will be manufactured for and handled exclusively by the company, and sold with its guarantee. Winnipeg is the headquarters of the company for all its western business, and J. H. Houser is the manager here.

THE PATTERSON AND BRO. COMPANY.

It is only recently that this company, which has its manufactory—one of the largest in Canada—at Woodstock, Ont., undertook to work for business in the west. In the latter part of the seventies, the company did some business here, but between 1881 and 1883, no attention was given to the Manitoba trade. In the fall of 1883 the company established business in Winnipeg as headquarters, and proceeded to work up a trade. H. S. Wesbrook was appointed general manager, and under his energetic direction, the business was worked up to a really wonderful extent within the first year,

the amount of business done during 1890 exceeding several of the older established concerns. Mr. Wesbrook continued as manager for the seasons of 1889 and 1890, and was succeeded by A. S. Patterson last November, who is also treasurer of the company.

The manufactures of the company are: Steel binder, mower, rakes, seed drill, feed grinder, feed cutter, farm sleighs, spring tooth harrow, spring tooth cultivator, drag harrows, plows. Through the Winnipeg business the following articles, not manufactured by the company are handled: Minneapolis Threshing Machine Co.'s Victor threshers and engines, Acma hay ricker and loader, hay presses, Pease fanning mill, Ayeremotor Co.'s goods, of Chicago, Ayr, U. S., plows and Snow Ball wagon. The principal trade is in the company's own manufactures. Sixty-two branch warehouses have been established under the control of the Winnipeg



OFFICE AND SHOW ROOM OF WATSON & CO.

office, most of these being in Manitoba. Some of the country warehouses are owned, but a number are rented properties, the latter including the offices and warehouses in Winnipeg. The company is now negotiating to purchase the property on Market square, occupied by David Maxwell & Sons. New warehouses this year have been established at McGregor, Austin, Birtle, Melita, Oak Lake, and Niverville, all in Manitoba. Fourteen hands are kept busy in the city offices and ware-room, and about 75 men are employed in connection with outside branches. The most westerly branch is at Calgary.

THE WATSON MANUFACTURING COMPANY.

This company, which owns a manufactory at Ayr, Ont., opened in Winnipeg in 1878. The western trade increased, and in 1881 a large office and show room was built on William street, market square. The same year a warehouse was established on track. The manufactures of the company are: Binders, mowers, rakes, and a full line of stock raisers implements, such as grinders, crushers, etc. A specialty is made of the latter lines. Horse powers are also made. In addition to the articles enumerated, wagons, seeders, plows, harrows, threshers, etc., are handled at Winnipeg, these goods being all Canadian makes, from various eastern manufactories. About twenty branch warehouses have been established at western country points, and at some other points goods are handled through agents.