

shoe findings, etc., and a large lot of fine English uppers. These goods he will offer at a greatly reduced price.

In addition to the large Main street building, Mr. Hutchings also occupies another large building on Market street east, a little distance from his warehouse, which is used mainly for manufacturing horse collars. This is a very important department of his business, his home manufactured collars being a special feature, while in harness and saddles he also turns out a great quantity of home manufactured goods, giving employment to as many as 50 to 60 men. This shows the importance of the industry to the city.

The business is one of the very oldest in the city, having been established as early as 1867 by the late Mr. Stalker, who was later joined by Mr. Hutchings, and for many years the business has been carried on by Mr. Hutchings alone, during which time the present large wholesale trade has been built up.

OUR PORTRAIT PAGE.

THE fine portraits on one of the illustrated pages of this number represent men who have been prominently connected with the Winnipeg Board of Trade and Grain Exchange in the past, and who with one exception are still prominent in connection with the city's trade, and the grain trade of the Northwest, and to enlighten our readers it is necessary to give a few historical notes about

THE WINNIPEG BOARD OF TRADE.

Away back in the early seventies the young city of Winnipeg had many internal dissensions and among the contending institutions were two independent Boards of Trade, neither of which were properly chartered and accredited, and both of which were mere buttressing institutions for opposition political or municipal candidates. This state of wrangling continued for some years, until in 1878 the purely trade element had grown strong and divorced itself from politics and other outside influences, and early in 1879 a regular and properly constituted Board was organized with Hon. A. G. B. Bannatyne as President. The choice was a suitable one as Mr Bannatyne was long a member of the first firm which dared openly to oppose the Hudson's Bay Company in the trade field, which the firm did away back in the early forties. Mr Bannatyne was therefore the pioneer and father of free trade in Manitoba. His career was a long one, and when some three years ago he died he was lamented as few men ever were. His portrait is the central one of the page above referred to.

Mr. J. H. Ashdown, another of the portraits, is an ex-President of the same Board, and is now the pioneer merchant of the Canadian Northwest having been in business in Winnipeg (then Fort Garry) in 1860, and he is now the only remaining business man who was in business as early as that date. He is still a young man comparatively, although he can show a business career of twenty-five years here, during which time he has advanced from a very small beginning to the sole control of probably the largest mercantile business west of Lake Superior outside the Hudson's Bay Co.

Another portrait is that of Mr. R. J. Whitla, head of the wholesale dry goods firm of R. J. Whitla & Co. He is also an ex-President of the Board of Trade, and

can boast of a business career in this city of over sixteen years, during which time he has risen from a comparatively small beginning to the head of a large concern with business connections extending from Lake Superior to the Pacific coast. He, too, is comparatively a young man, and indeed the Winnipeg Board of Trade is remarkable for the youth of its membership, there being less than ten out of the one hundred and fifty members on the roll, who are over fifty years of age.

The list of other parties who have held the position of President of the Winnipeg Board of Trade are Messrs. A. F. Eden, W. H. Lyon, J. Mulholland, C. J. Brydges, K. McKenzie, Geo. F. Galt, James Redmond, Stephen Nairn, James E. Steen, F. W. Stobart, and W. B. Scarth the present occupant.

THE WINNIPEG GRAIN EXCHANGE.

Is a separately chartered, but at the same time a valuable adjunct of the Board of Trade. This institution was organized in 1887, the Hon. D. H. McMillan, now Provincial Treasurer, being the first President, since which time the Presidential chair has been filled in succession by Messrs. Samuel Spink, N. Bawlf, F. W. Thompson, James Mitchell, Arthur Atkinson and S. A. McGaw the present occupant, whose portrait will be found on the page already referred to. He is one of the managing directors of the Lake of the Woods Milling Co., and manages the grain buying, handling and forwarding arrangements of that corporation.

The other picture of the group is that of W. W. Ogilvie, of Montreal, President of the Board of Trade of that city. He is the head of the large Ogilvie Milling concern, and has from an early date taken a deep interest in the development of the grain trade of Manitoba. But we shall refrain from saying further regarding him here, as we have in another portion of this number published a lengthy article from the *Northwestern Miller*, of Minneapolis. We will only add that the firm, of which he was a member during the seventies, were the first to export Manitoba grown grain for milling purposes in the east.

THE MANITOBA FUEL SUPPLY.

FOR some years after rapid settlement of the Canadian Northwest set in, the question of an adequate fuel supply for an increasing population was a burning one, but as years passed the subject became gradually one of less concern. In the days when excessive railway freights brought the price of Anthracite coal from the Pennsylvania fields up to \$18 a ton to the Winnipeg consumer, there were many who despaired of ever securing coal cheap enough to make it the standard fuel of the city of Winnipeg, while towns in the western portion of the province were in even a worse plight so far as prospect was concerned. In these days the hope of deepening the Red River, so as to secure by water and by low rate of freight a wood fuel supply from the practically inexhaustible resources around Lake Winnipeg, was the great foundation of hope, and in fact there is one side of the fuel supply of the city of Winnipeg which never will be solved until this waterway for cheap transit to and from the lake is an accomplished fact.

A western city like Winnipeg cannot dispense altogether with wood fuel without great inconvenience, and still the inconvenience would be much greater, if