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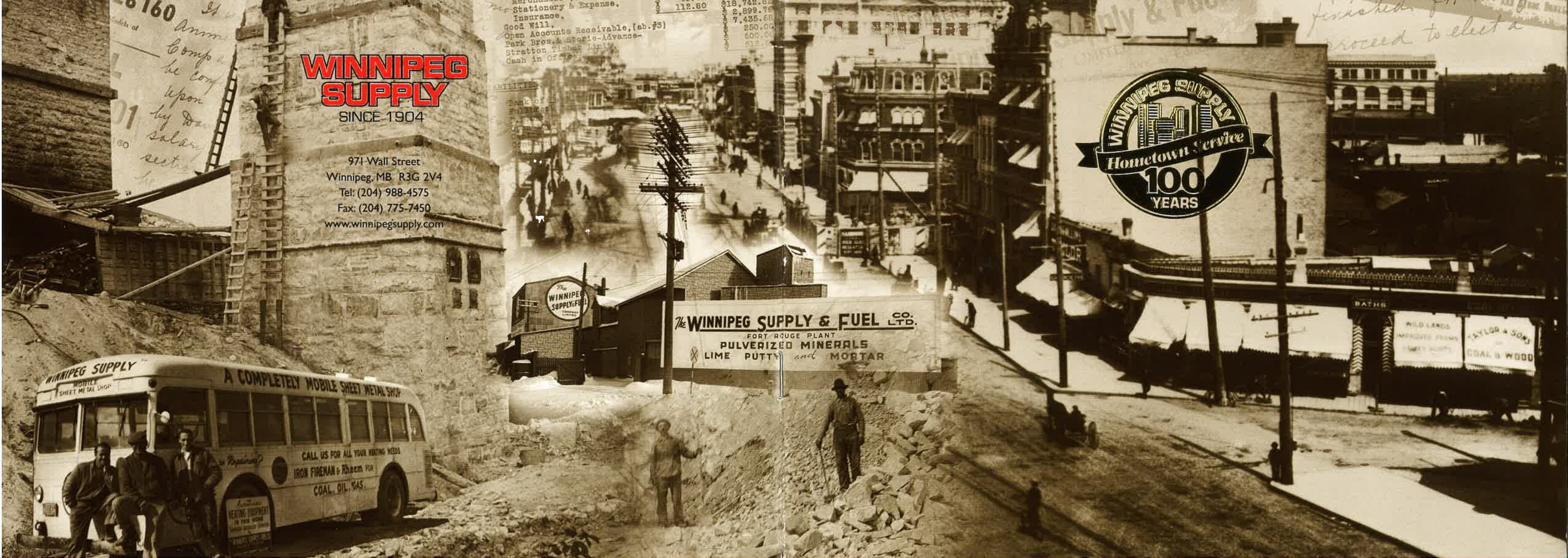
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Winnipeg, MB R3G 2V4
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Real Estate, (ab.#1)	5,000.00	
Stonewall Quarry,	5,000.00	
Winnipeg Yards,	500.00	
Jackson Property Deposit,	10,500.00	\$10,050.00
Less Mortgage,	450.00	
Equipment,	4,484.30	
General Plant (Inc. Bldgs.)	4,175.26	
Kiln,	2,877.75	\$11,801.81
Stable Equipment,	263.90	
Office Furniture,		
Inventories,	\$18,590.02	
Merchandise, (ab.#2)	40.00	\$18,742.82
Stationery & Expense,	112.80	2,899.76
Insurance,		7,435.68
Good Will,		250.00
Open Accounts Receivable, (ab.#3)		600.00
Park Bros. & Son's Advance-		575.00
Station Timber Limit		
Cash in Office,		



A CENTURY OF HOMETOWN SERVICE

The Story of Winnipeg Supply



Shareholders' Meeting.

The first annual meeting of The Winnipeg Supply Company Limited was held this 26th day of January, 1905 at the Head Office of the Company corner of Main Street and Portage Ave, Winnipeg Manitoba at two o'clock P. M.

Mr. D. D. Christie was in the chair. Moved by Donald S. Robertson seconded by D. D. Christie that J. E. Robertson act as Secretary pro tem. Carried.

The notice convening the meeting was read by the Secretary and the minutes of the Shareholders Organization meeting of last year were read and adopted.

In pursuance of the notice to Shareholders under date January 10, 1905 the following Shareholders were present viz:

D. D. Christie, Donald S. Robertson, David Bowman, John A. Henderson, James W. Fullbrook and James E. Robertson.

The following absent Shareholders were represented by proxies: Thomas Christie and J. Gordon Henderson each by John A. Henderson; Alexander Robertson and Duncan Robertson by James E.



A Century of Hometown Service



Our story begins in the heart of Winnipeg. In the spring of 1904, Winnipeg Supply opened for business on the northeast corner of Portage Avenue and Main Street, one of Canada's most celebrated intersections. It was a simple start to an enterprising journey that stretches over ten decades, four provinces and the careers of thousands of Winnipeg Supply employees.

The company has changed, but in many ways it remains the same. The Winnipeg Supply name has been associated with a myriad of resourceful endeavours – a limestone quarry in Alberta, coal mine in Saskatchewan, silica sand operation in Manitoba and building supply business in Ontario – but the true spirit of the firm is found in the respect and recognition it receives at home. Here, in the hearts of Winnipeggers, Winnipeg Supply continues to stand for the time-honoured certainty of trusted service.

Growing on the Edge of Opportunity

At the turn of the 20th century, the young city of Winnipeg bustled on the edge of the new Canadian west. As the stepping-off point for settlers and fortune-seekers and a marshalling site for wholesalers, Winnipeg stood tall among Canada's cities. By 1903, the city's population had surged to well over 70,000 and the value of its building permits reached beyond \$5 million. It operated its own waterworks, boasted 125 miles of graded roads, more than 57 miles of paved streets, 195 miles of sidewalks, 70 miles of sewers and 80 miles of water mains.

Against this backdrop of progress and profit, a group of Toronto-area lime manufacturers and contractors saw an opportunity to transfer their experience and expertise to Winnipeg's booming business community. On March 6, 1904, The Winnipeg Supply Company Limited was incorporated and its owners, Duncan Robertson,

David Darling Christie, Thomas Christie, Alexander Robertson, David Bowman and Donald Stewart Robertson, immediately set about developing a presence for the firm in the local marketplace. The company opened its first office at 349 Main Street and acquired a fuel business in Winnipeg and limestone quarry at Stonewall, Manitoba. Operating out of a warehouse and yard at 298 Rietta Street in Winnipeg's busy north end, Winnipeg Supply offered contractors and homeowners a wide variety of fuel supplies and building materials, including coal, wood, brick, lime, Portland cement, fire brick, fire clay, sewer pipe and stone.

By 1912, the company had expanded its Rietta yards, established a yard in Fort Rouge to service the south end of Winnipeg and broadened its operations at Stonewall to keep up with the increasing demand for lime. The Stonewall quarry was a competitive advantage for



In 1904, Winnipeg Supply acquired a limestone quarry in Stonewall, Manitoba.

Remembering Lime City

On April 29, 1903, part of the town of Frank, Alberta, was destroyed and 68 residents killed when the north face of Turtle Mountain gave way and roared over the community. The slide's limestone debris field attracted the attention of Joe Little, a local speculator, who erected a lime-burning operation on the site in 1909.

In 1912, Winnipeg Supply purchased Little's business and constructed three lime kilns near the town of Hillcrest. A narrow gauge railway hauled broken limestone from the Frank Slide to the kilns, where they were slowly baked to produce lime. The area became known as Lime City, with bunkhouses, lime sheds, a cooper shop, office and manager's house comprising the tiny community.

By 1918, the operation ceased to be profitable and was closed down. Today, the three kilns are still visible from Old Frank Road, a reminder of the days when the Winnipeg Supply name reached across the plains.

1904: The Winnipeg Supply Company Limited established. David Darling Christie elected chairman of the board.

1905: Head office relocates from corner of Portage and Main to 298 Rietta Street in Winnipeg's north end.

1910: To serve the south end of Winnipeg, a yard is built next to the Canadian National Railway tracks on Pembina Highway in Fort Rouge.



Delivery driver, William John McDougall, stops his team in front of Winnipeg's Holy Rosary Church (at the corner of Sherbrook Street and Bannatyne Avenue) in 1920.

Winnipeg Supply, because with a sales outlet in Winnipeg, the firm could sell directly to retail customers.

That same year, the firm was recapitalized and its name changed to The Winnipeg Supply & Fuel Company Limited to more accurately reflect the company's activities. In 1913, the company set up a yard in St. James, where the Canadian National Railway tracks crossed Portage Avenue.

Always searching for opportunities to expand its reach, Winnipeg Supply



In its early days, Winnipeg Supply provided building materials and heating supplies.

1912: Firm recapitalized and name changed to The Winnipeg Supply & Fuel Company Limited.

acquired a limestone-burning operation near Hillcrest, Alberta, in 1912. Four years later, when wartime restrictions on coal imports from the United States caused the firm to seek new domestic reserves, Winnipeg Supply became a partner in the Western Gem Mine in Drumheller, Alberta.

In 1919, Winnipeg Supply purchased limestone operations at Moosehorn, Manitoba. During the '20s, the firm continued growing in size and scope, establishing an industrial furnace department, general construction division and a limestone-crushing plant in Fort Rouge.

By the time Winnipeg Supply celebrated its 25th anniversary in 1929, the company was well established as one of the city's premier purveyors of heating fuel, lime products and building supplies. For this 'young' company spawned by opportunity, the future beckoned.

1912: Winnipeg Supply purchases lime-burning operation at the site of the Frank Slide near Hillcrest, Alberta.



Bowman's Enterprise

By the time David Bowman joined the ownership group of Winnipeg Supply in 1904, he had accrued 12 years of business experience with a Toronto coal company. As Winnipeg Supply's first treasurer and general manager, he capably guided the firm through its first years of development. He eventually left the company to launch a competing limestone operation at Oak Point, northwest of Winnipeg. When his endeavour failed several years later, Winnipeg Supply purchased the company.

The Bottom Line

Winnipeg Supply
Financial Statements
December 31, 1904

Assets	\$52,293.16
Liabilities	\$52,293.16
Profit	\$22,176.76
Loss	\$17,125.60
Net Profit	\$5,051.16

1916: Company becomes one-third partner in operation of Western Gem Mine in Drumheller, Alberta.

The Stonewall Story

One of the first decisions made by The Winnipeg Supply Company when it was formed in 1904 was to acquire a limestone quarry in Stonewall, Manitoba. The community, located 32 kilometres northwest of Winnipeg, was built on a ridge of dolomitic limestone that produced some of western Canada's highest quality lime products. The firm purchased J.W. Fullbrook's small but successful quarry on the edge of town. The acquisition marked the beginning of a unique relationship between company and community that would last 63 years.

Supplying the Market

Work in Winnipeg Supply's first quarry began in June, 1904. The quarry employed up to 60 men and burned lime in five large kilns. The operation ran day and night to supply the market with high quality lime and crushed stone.

A Hard Life

A quarryman's life was never easy. Before the advent of mechanized rock shovels, horse-drawn scoops stripped away the overburden and men often hand-loaded limestone destined for the kilns.

Perpetual Production

Fifty feet high and 20 feet wide, Winnipeg Supply's draw kilns burned constantly, producing 15 tons of white lime per day. Stones were dumped through the top as cooked lime fell through a chute to the bottom of the kiln, where it was shoveled out, cooled and packaged in barrels. Workers wore thick clothing to protect themselves from the corrosive lime.

Lime Applied

Previously used as a bleaching agent for whitewash, mortar and plaster, Winnipeg Supply lime became an important industrial ingredient, used to refine sugar, bleach paper, manufacture glass, shingles and detergent and as a flux in steel foundries. The lime was also used on construction and road building projects to stabilize soil through moisture removal.

End of an Era

Once considered inexhaustible, Stonewall's producible limestone was depleted by the mid-'60s. The future of the formation was revealed when a test hole discovered impurities in the next layer of limestone. The company continued operating the kilns for a short time with rocks shipped from a nearby quarry, but the process proved uneconomical. Winnipeg Supply wrapped up its Stonewall operations in 1967.

Tribute to Prosperity

In 1985, the town of Stonewall opened Quarry Park on the site of the Fullbrook quarry, Winnipeg Supply's first enterprise in the area. An interpretive centre overlooking the quarry details the social and economic impact of the industry on the community. Now cool and silent, the lime kilns still tower over the landscape as they did a century ago, permanent tributes to an era of hard work and prosperity.

1919: Spearhill quarry and lime plant in Moosehorn acquired from Manitoba Gypsum Company.

1920: To provide better service to fuel and building material customers, head office moves to the Avenue Building, 265 Portage Avenue.

1921: To help market Plibrico, a monolithic fire brick, company establishes refractory, or industrial furnace, department.

1923: Winnipeg Supply acquires Manitoba Quarries Ltd. in Stonewall. Company becomes sole operator of all Stonewall quarries.

1926: Stone-crushing plant established in Fort Rouge to manufacture high calcium poultry grit from processed lime.

1937: Iron Fireman Manufacturing Company of Cleveland, Ohio, grants exclusive franchise to Winnipeg Supply to sell its line of coal stokers in Manitoba and Saskatchewan.



Frank Pearson Collection

Leadership in Action

Alex Robertson was president of Winnipeg Supply from 1945 to 1972. Born in Milton, Ontario, and educated at the University of Toronto, Robertson came west in 1929 to join the firm his father helped found. R.K. Northey, a longtime director, said of Robertson in 1954: "During his era, the economy of Canada has gone forward with leaps and bounds and we are fortunate in having him at the helm today, directing, inspiring and striving for an even greater future than our past."



Custom Built Promotion

In 1962, Winnipeg Supply opened the Better Homes Centre at 404 Portage Avenue. Unique in Canada, the store was designed to promote home sales in Winnipeg's growing subdivisions. The BHC featured photos of custom built homes and included a 'home planning idea bar,' which offered information about housing trends, construction costs and financing.

A Future Filled with Passion and Promise

Alex Robertson was 20 years old when he launched his career with Winnipeg Supply in 1929. The son of Donald Stewart Robertson, one of the company's founders and its second president, Alex Robertson was fresh out of school and filled with the passion and promise of a young businessman.

When Robertson joined the firm, the world was only months away from the Great Depression. Like many other Canadian businesses, Winnipeg Supply suffered and survived the turmoil. By the late '30s, it was positioned to pioneer automatic heating in Winnipeg. Recognizing the market potential of automatic coal stokers

(mechanical augers that automatically fed coal into furnaces), Winnipeg Supply acquired a franchise to sell Iron Fireman equipment in Manitoba and Saskatchewan.

From his downtown Winnipeg office, Robertson watched as the company's heating operations rapidly expanded. By the time he was appointed to Winnipeg Supply's board of directors in 1941, the firm had launched a peat-producing facility at Shelly, Manitoba, and established a

strip mine at Roche Percee, Saskatchewan, to extract lignite coal. In the midst of the Second World War, the Canadian Emergency Coal Production Board asked Winnipeg Supply to open a strip mining operation at Castor, Alberta. In 1943, Castor Creek Collieries Limited was incorporated.

Alex Robertson became Winnipeg Supply's fourth president in 1945, taking over from W.P. Gamble, who had ably guided the company through the Depres-

sion. Under Robertson's stewardship, the company grew and diversified. In 1949, Winnipeg Supply established Northern Builders Sales Limited in Fort William to serve northwestern Ontario's con-

tractors and consumers. That same year, Winnipeg Supply began delivering fuel oil to customers in Winnipeg, further establishing the firm as the city's largest fuel supplier.

To take advantage of Winnipeg's post-war expansion, Winnipeg Supply moved into real estate development. The firm built several suburban housing projects, including the neighbourhoods of Westwood, Westdale, Victoria Park, Glendale Park and Tuxedo Park.



Rose Kamins Collection

Before it was destroyed by fire in 1951, Winnipeg Supply's stoker and oil burner department was located at the corner of Portage Avenue and Spence Street.



Frank Pearson Collection

For many years, the Fort Rouge yard served south Winnipeg. The adjacent limestone plant manufactured lime putty and a poultry grit called Double Duty Eggshell Maker.

Spurred by the increase in local building, Winnipeg Supply opened a concrete-batching plant in 1953 and a year later, became part owner of Pressur-Crete Limited, a concrete block manufacturer. It eventually acquired sole ownership of Pressur-Crete.

To better serve the growing market for building materials, the company opened a new retail supply centre in 1959 at 1651 Portage Avenue. Three years later, Winnipeg Supply launched its innovative Better Homes Centre to assist people in buying new homes.

In the late '50s, Winnipeg Supply took its legacy of supply and service to northern Manitoba. When Inco Limited discovered a rich reserve of nickel and proposed a

mine and town site 700 kilometres north of Winnipeg, the firm established Thompson Supply Company to serve Inco and the emerging community of Thompson.

In 1961, Winnipeg Supply became a publicly traded company. By the end of the decade, it had grown signifi-

cantly. A respected fuel dealer, building materials retailer and heating service supplier, Winnipeg Supply was also an influential land developer, business leader in northern Manitoba and prominent western Canadian business with branches from Thunder Bay to Vancouver. Rich in assets and broadly based in operations, Alex Robertson's company was about to write a new chapter of its history.



Rose Kamins Collection

In 1949, the company purchased a delivery truck and began supplying fuel oil.



Inco, Thompson Operations

Northern Opportunity

When Inco Limited discovered nickel deposits in northern Manitoba in the mid-'50s, an era of opportunity emerged. President Alex Robertson and Winnipeg Supply responded to the economic possibilities the way the founders of the company did in 1904 – they formed a new business, Thompson Supply Company, to outfit Inco with construction materials for the underground mine, processing facility and town site.

Thompson Supply provided Inco with 132,000 yards of concrete, 5,700 yards of which was used to build the 502.5 foot smelter smokestack which towers over the city of Thompson. When the Inco mine project was complete, the company extended its services to residents of the community and businesses in the region. Thompson Supply provided ready-mix concrete and crushed stone, construction equipment rentals, fuel oil delivery and furnace service, new home construction, landscaping and residential milk delivery. As well, a subsidiary, Thompson Motors, offered new car sales and service.

1939: Winnipeg Supply opens Roche Percee Coal Mining Co. Ltd., a strip mine in Saskatchewan.

1943: After being approached by the Canadian Emergency Coal Production Board, company establishes Castor Creek Collieries Limited in Alberta.

1945: Alex Robertson becomes president of Winnipeg Supply.

1948: To position it for the advent of oil heat, Winnipeg Supply agrees to distribute Lennox heating equipment.

1949: Company begins delivering fuel oil in Winnipeg.

1949: Winnipeg Supply establishes Northern Builders Sales Limited in Fort William to serve contractors and consumers in northwestern Ontario.

Lennox's Legacy

By the time Lennox heating products began selling in Winnipeg in 1948, the Iowa-based company was recognized as the world's largest furnace maker. When Winnipeg Supply signed an agreement with the Lennox Furnace Company to carry the firm's revolutionary line of forced-air furnaces, it set the stage for a business relationship that has endured and prospered. Today, Lennox and Winnipeg Supply are synonymous with four-season home comfort.

Successful Start

In 1895, Dave Lennox began manufacturing the first Lennox furnaces in Marshalltown, Iowa. The steel furnaces became popular and in 1904, a group of businessmen led by David Windsor (D.W.) Norris purchased the business and formed the Lennox Furnace Company. In their first year of operation, the owners and their craftsmen sold 600 furnaces.

Leadership through Innovation

With its innovative forced-air heating system (blowers pushing warm air through pipes), developed during the late 1920s and early '30s, the Lennox Furnace Company revolutionized home heating. In 1952, the company launched its first residential central air conditioning system. Today, Lennox remains an industry leader in heating, cooling and indoor air quality.

Why chill warm friendships with cold floors?



Prime Supply

To help position itself for the advent of oil heat, Winnipeg Supply secured an agreement in 1948 to sell Lennox products, including forced-air furnaces. A year later, the firm began delivering fuel oil to customers in Winnipeg. The availability of oil and the opportunity to purchase the world's finest furnaces helped establish Winnipeg Supply as the city's prime supplier of fuel and heating equipment.

Outstanding Performance

When Winnipeg Supply received its first Dave Lennox Outstanding Dealer Award in 1985, president John Doole turned it over to the people whose hard work played an important role in winning it – the proud staff of the firm's mechanical division.

Enterprise and Innovation

In 1999, Lennox Industries Canada purchased Winnipeg Supply's mechanical division. Today, Winnipeg Supply is a vital part of Lennox's Service Experts network, providing quality service to residential and commercial customers. Dedicated to hometown service, Winnipeg Supply reflects the principles of enterprise and innovation that were forged over 100 years ago in Dave Lennox's Iowa furnace factory.

1953: Winnipeg Supply opens ready-mix concrete plant on McPhillips Street at Jarvis Avenue.

1954: Inaugural Long Service Club dinner held at Royal Alexandra Hotel in Winnipeg to honour longtime employees.

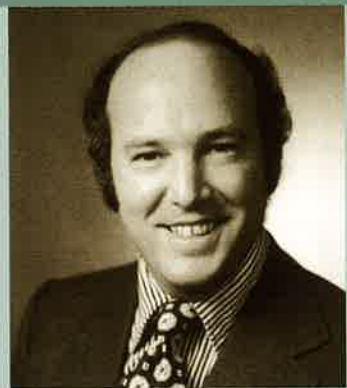
1954: In association with four other leading masonry dealers, Winnipeg Supply forms Pressur-Crete Limited to manufacture and sell concrete blocks.

1957: Thompson Supply Company launched to serve Inco Limited during construction of nickel mine and Thompson town site.

1959: Building Materials Centre opens at 1651 Portage Avenue; includes shopping consultants to assist 'housewives' in selecting home building supplies.

1960: Engineering department devises new technique of stabilizing clay with lime to solve complicated soil problems in construction projects and road building.

Focused on the Strength of Traditional Service



Winnipeg Supply Archives

Baker's Success

A successful financier and stock-broker when he acquired Winnipeg Supply in 1971, Neil Baker transformed the expansive and unwieldy company into a lean, manageable firm by refocusing on core strengths. "The homeowner, contractor, commercial or industrial business concern can call on us for anything in the building maintenance or service field," Baker said in 1974.

At Winnipeg Supply's annual meeting in April, 1970, the company announced sales of \$20 million in 1969, the 65th straight year that the firm had experienced growth in facilities or services. While it had discontinued lime-processing operations in Stonewall in 1967, the company remained active in building materials, heating services and residential development and boasted several concrete plants north of the 53rd parallel. However, the firm had accumulated significant liabilities caused by two years of northern division losses.

Listed on the Toronto Stock Exchange, Winnipeg Supply was an attractive investment because its shares were trading below asset value. Neil Baker, an eastern Canadian businessman and former Winnipegger, engineered the purchase of Winnipeg Supply and in August, 1971, the firm was sold to Baker's company, Bakham Holdings Limited.

While Winnipeg Supply was successful, its widespread operations created challenges. To streamline operations and increase profits, Winnipeg Supply sold its industrial products and industrial minerals divisions, which included lime facilities in Winnipeg and Fort Whyte, a silica plant at Selkirk and several quarries in the Stonewall area. The firm's Thompson-based operations were scaled down and in Winnipeg, the company ceased developing real estate.

Rolling Board Room

In 1976, Neil Baker purchased a private rail car that once belonged to Prime Minister Mackenzie King. A collector of Canadiana, Baker had the 75 year-old rolling apartment hauled to Winnipeg, where it was refurbished and used as a meeting room at Winnipeg Supply's Cole Avenue head office.

Winnipeg Tribune Collection, U of M Archives & Special Collections

1961: Winnipeg Supply becomes a public company; offers common shares on the Winnipeg Stock Exchange.



Winnipeg Supply Archives

One of Winnipeg Supply's core strengths was its building supply centres.

A private company once again, Winnipeg Supply refocused on its traditional strengths – heating services and building materials. When Alex Robertson retired in 1972, Neil Baker became the company's fifth president. Under his leadership, Winnipeg Supply expanded operations in concrete products, sand and gravel, building materials and heating and mechanical services.

In 1974, the company opened a concrete-batching plant on Cole Avenue in Elmwood to replace its existing McPhillips Street facility in north Winnipeg. Two years later, Winnipeg Supply moved its head office from the Mall Building on Portage Avenue to its Cole Avenue complex. In 1977, the firm purchased the assets of another pioneer company, Winnipeg Paint &

1962: Better Homes Centre opens at 404 Portage Avenue to assist families in buying or building new homes in Winnipeg subdivisions.



Winnipeg Supply Archives

Throughout the 1980s and '90s, the landmark Portage Avenue building centre was a favourite of contractors and home decorators.

Glass, to add strength to its paint and hardware lines.

As an entrepreneur, Neil Baker embraced opportunities. When he became a partner in a Toronto-based enterprise, Baker offered to sell Winnipeg Supply's building materials, fuel oil and mechanical service divisions to John Doole, a longtime employee who had overseen the company as president and general manager since 1975. John Doole took ownership of Winnipeg Supply in 1982 and set to work polishing its image and strengthening its presence in the marketplace.

A second 28,000 square foot building materials centre was opened at 925 Portage Avenue to complement the firm's 12,000 square foot Nairn Avenue location. The corporate

office and mechanical services division were relocated to Portage Avenue. Doole extended a long-running, radio-based marketing campaign that featured a catchy whistling theme. The ads helped solidify Winnipeg Supply's brand in the minds of consumers.

In 1989, the company launched a Home Environment Centre at 955 Portage Avenue. The showroom displayed equipment such as gas fireplaces, furnaces, air conditioners and air purifiers. With the launch of its Home Environment Centre, ongoing success of the building materials centre and a growing mechanical division, Winnipeg Supply continued to be a force in the market. The winds of change, however, were beginning to blow through the city.



Winnipeg Supply Archives

Throughout the 1970s and '80s, Winnipeg Supply was a leading concrete dealer.

1964: On occasion of Winnipeg Supply's 60th anniversary, first annual meeting is re-enacted with 'original' board of directors arriving in vintage automobiles.

1965: Thompson Supply opens aggregate plant in The Pas to supply concrete and crushed stone for construction projects throughout northern Manitoba.



Winnipeg Supply Archives

Initial Achievement

Ten days after emigrating from England in 1957, John Doole was hired by Winnipeg Supply as a cost accountant. Doole served two presidents before acquiring the company in 1982. About his approach to business, Doole remarked in 1985: "I initial every single one of the hundreds of purchase orders and accounts payable that we process every week."



John Doole Collection

Canadiana Collectibles

In 1972, John Doole travelled across the country acquiring early Canadian furniture and artifacts to appoint Winnipeg Supply's board room on Portage Avenue. Named the Red River Room, the area featured spruce walls salvaged from a barn built in 1887.

1967: Lime manufacturing at Stonewall discontinued.



Frank Pearson Collection

Pecking Orders

Winnipeg Supply constructed a limestone-crushing plant in Fort Rouge in 1926 when it discovered that its Moosehorn High Calcium Limestone was an ideal substitute for oyster shell poultry grit. In later years, the poultry product was called Double Duty Eggshell Maker and a similar item, ground to a fine flour, was sold as hog feed under the name, Bakn Makr.



Frank Pearson Collection

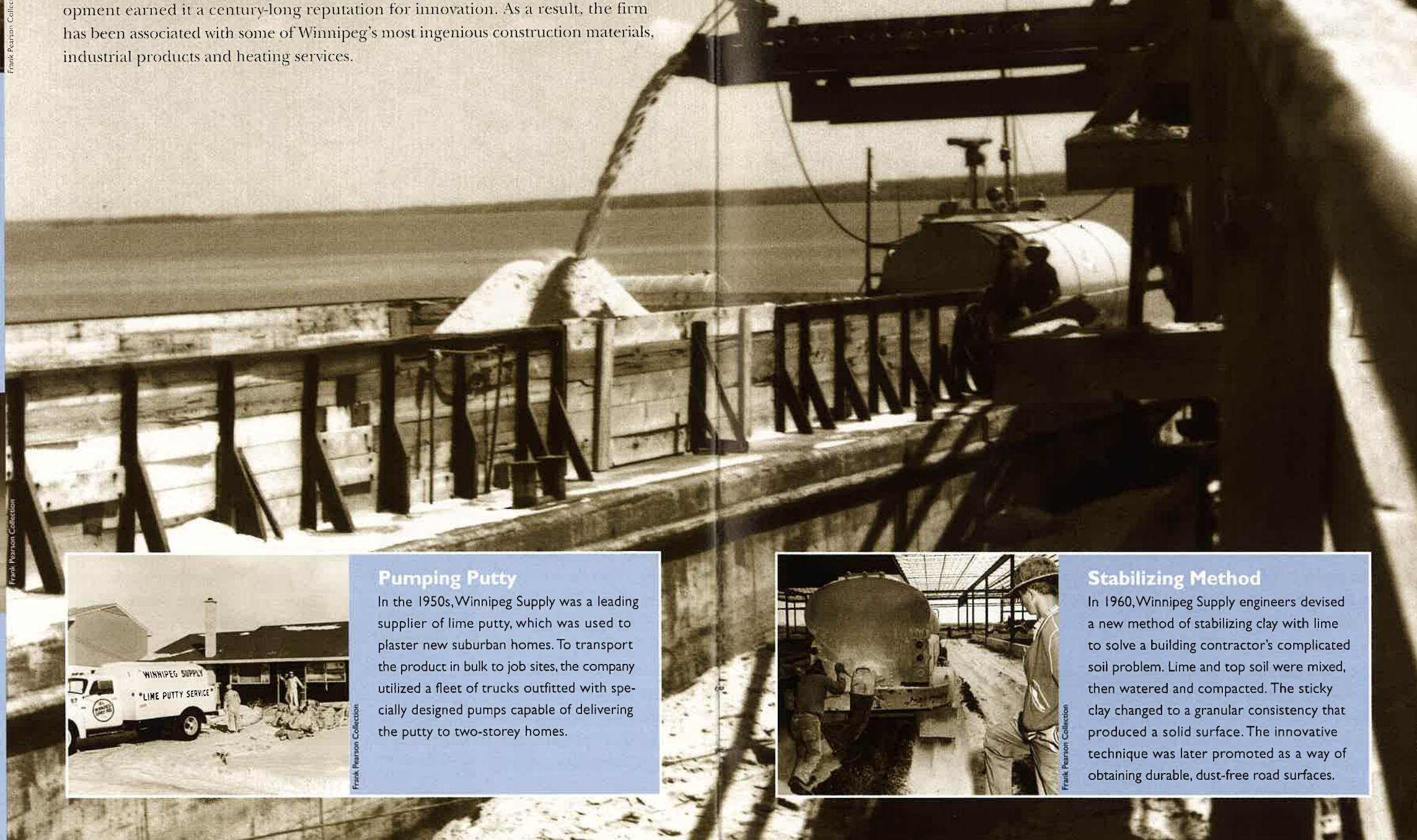
Pioneer Heating

Winnipeg Supply became a regional heating pioneer in 1937 when it obtained a franchise to sell Iron Fireman automatic stokers in Manitoba and Saskatchewan. The heating equipment complemented the company's market-leading coal sales.

1969: Company builds 99-suite apartment block, Westwood House, on Portage Avenue in St. James-Assiniboia.

Products and Innovations

Winnipeg Supply's history of success underscores its heritage of ingenuity and inspiration. Since its inception in 1904, the company has designed innovative processes, sourced unique products and developed leading edge services. Whether seeking an edge in the marketplace or adding value to existing products and services, Winnipeg Supply's approach to research and development earned it a century-long reputation for innovation. As a result, the firm has been associated with some of Winnipeg's most ingenious construction materials, industrial products and heating services.



Frank Pearson Collection



Frank Pearson Collection

Pumping Putty

In the 1950s, Winnipeg Supply was a leading supplier of lime putty, which was used to plaster new suburban homes. To transport the product in bulk to job sites, the company utilized a fleet of trucks outfitted with specially designed pumps capable of delivering the putty to two-storey homes.

1971: Neil Baker and company, Bakham Holdings, acquire controlling interest in Winnipeg Supply.

1974: Winnipeg Supply opens concrete-batching plant at 75 Cole Avenue, replacing McPhillips Street plant.



Frank Pearson Collection

Stabilizing Method

In 1960, Winnipeg Supply engineers devised a new method of stabilizing clay with lime to solve a building contractor's complicated soil problem. Lime and top soil were mixed, then watered and compacted. The sticky clay changed to a granular consistency that produced a solid surface. The innovative technique was later promoted as a way of obtaining durable, dust-free road surfaces.

1976: Company refurbishes vintage rail car and uses it as corporate meeting room.

1977: Winnipeg Supply purchases assets of Winnipeg Paint & Glass, adding retail strength through paints and hardware.



Frank Pearson Collection

Bulk Sand

Winnipeg Supply began mining silica sand on Black Island in 1961. Operations on the Lake Winnipeg island included washing and drying the sand, which was then floated by barge to the company's processing plant in Selkirk, 16 hours away in favourable weather. Eighty per cent of the sand was sold in bulk form to glass companies, foundries, sand-blasting firms and construction companies.



Atomized Mist

During the 1960s, Winnipeg Supply's Atom Jet Humidifier was a popular consumer product. Manufactured in Winnipeg by the company's heating services division, the units were attached to residential furnaces. The Atom Jet sprayed a watery mist into the furnace's warm air plenum, effectively distributing humidified air throughout the house.

Frank Pearson Collection

1981: To meet growing demand for antique-style cook stoves, Winnipeg Supply distributes line of wood or coal-burning, electric and gas-fired stoves.

Standing on the Cornerstone of Success

As the last decade of the 20th century dawned, Winnipeg Supply & Services was the city's largest independent building materials supplier and mechanical services provider. By the mid-'90s, the company's two building centres, fuel oil division and plumbing and heating department combined for annual revenues of \$12 million. The company also operated a wholesale hardware division from its downtown Winnipeg Paint & Glass location. As well, John

Doole briefly enfolded Mary Scorer Books, a popular local bookstore, into the corporation.

In 1994, the company expertly tended to 6,000 residential and commercial service contracts. The 14-point

heating and air conditioning maintenance packages proved popular with customers and helped Winnipeg Supply sustain its number-one position in the market. However, changes in hardware retailing inspired Doole to take action. Recognizing that Winnipeg Supply would have difficulty competing with the emergence of big box retailers, he wound down operations at the two building centres in 1999; first at the Nairn Avenue location and then at the Portage Avenue site. At the same time, he understood

that vertical integration in the heating, ventilation and air conditioning (HVAC) and plumbing industries was transforming the way independent contractors and service providers conducted business. To ensure that the Winnipeg Supply name continued to be a local force, Doole sold the mechanical division in '99 to Lennox Industries Canada, one of the firm's longtime suppliers.

Shortly after the sale, Winnipeg Supply opened a new showroom, office

and warehouse at 971 Wall Street and soon added Service Experts to its name. To earn the Service Experts designation, Winnipeg Supply participated in an intensive audit that analyzed the

company's entire market performance, from hours of operation to technician training to how it handled after-hours emergencies. As a Lennox Service Experts company, Winnipeg Supply has been able to provide the highest levels of service to residential and commercial customers.

While Winnipeg Supply's scope and scale have changed over the decades, it is still focused on delivering products and services that are practical and innovative, distinctive and essential. Today's



As a Lennox Service Experts company, Winnipeg Supply delivers the highest quality service.



John Pikel

As General Manager, John Pikel is entrusted with upholding Winnipeg Supply's vision and values and shaping the company's future.



David Smith

The financial strength and ongoing stability of Winnipeg Supply is in the hands of Accounting Manager David Smith.



From its Wall Street facility, Winnipeg Supply's technicians work around the clock to install and maintain a wide variety of heating and cooling products.

company of dedicated employees works hard to provide a level of day-to-day customer support that reflects a century of service in Winnipeg.

A force of 27 technicians works around the clock to install and maintain a wide variety of heating and cooling products, including furnaces, air conditioners, heat pumps, humidifiers and natural gas fireplaces. Winnipeg Supply is also involved in plumbing and electrical as a service provider and commercial contractor. As well, the firm is a leader in the emerging field of indoor air quality. Positioned to take advantage of increasing public awareness of how

our health is affected by the environment, the firm offers the technical expertise and technology to help customers solve their air quality challenges.

One hundred years after Duncan Robertson, David Darling Christie, Thomas Christie, Alexander Robertson, David Bowman and Donald Stewart Robertson launched The Winnipeg Supply Company Limited, the firm remains true to one of its original cornerstones – to provide four-season comfort to its hometown customers. In Winnipeg, the company continues to be a trusted link to the city's treasured heritage of opportunity and success.



One hundred years after its inception, Winnipeg Supply still provides four-season comfort to hometown customers.



Hometown Delivery

When Rose Kamins and Frank Cammarata joined Winnipeg Supply in the late 1950s, the company was the city's largest fuel oil dealer. Coal was declining in popularity as a heating fuel and as Winnipeggers increasingly converted to oil furnaces, Winnipeg Supply was in position to provide them with a cleaner, more economical fuel at 17.4¢ per gallon. In those early days, the firm distributed oil to more than 18,000 customers.

Rose started her career as a typist, preparing 1,500 fuel oil orders per day. Frank's first job was stacking bricks at the Pressur-Crete plant. He soon became a truck driver, transporting goods across Manitoba.

Today, Rose and Frank continue Winnipeg Supply's tradition of delivering fuel oil. Using the time-honoured manual process of ordering, Rose ensures that Winnipeg Supply's remaining oil customers are kept on schedule. Frank drives Winnipeg Supply's fuel truck, delivering oil year-round to customers who still have oil-burning furnaces.

1982: John Doole purchases Winnipeg Supply's building materials, fuel oil and mechanical service divisions. Company is renamed Winnipeg Supply & Services Limited.

1989: Winnipeg Supply Home Environment Centre opens at 955 Portage Avenue. Showroom displays gas fireplaces, furnaces, air conditioners and air purifiers.

1994: With 38 trucks on the road and 6,000 service contracts, Winnipeg Supply is city's leading heating, ventilation and air conditioning provider.

1999: Lennox Industries Canada acquires Winnipeg Supply's mechanical services division. Hardware division closes.

1999: Company opens new showroom, offices and warehouse facility at 971 Wall Street.

2004: Winnipeg Supply Service Experts celebrates 100 years of hometown service.



Our Home Team

Back Row (left to right): Larry Hughson, Jim Mikolash, John Vidoni, Darryl Bereznycky, Bob James, Ben Santos, Paul Goodson, Gary Tetrault, John Jonah, Trevor Holman, Chris Wantzing
Third Row (left to right): Richard Feullatre, Pam Schultz, Frank Cammarata, Shelley Trices, Rob Marchand, Brian Matheson, Rob Alvater, Kim White, Jeff Dengle, Steve DeVries, Jeff Horsburgh, Dan Leonard, Randy James, Gilbert Vincent, Al Leitao, Richard Mathis
Second Row (left to right): Patrick Berard, Candy Nagamori, David Smith, Jim Kyrzyk, John Pikel, Ted Sullivan, Al Bewcyk, Phil Haynes
Front Row (left to right): Sebastian Zemla, Kelly McIvor, Nancy DeVries, Cindy Jonasson, Rose Kamins, Harold Gregory

The Future of Hometown Service



At the heart of every successful company are people. For 100 years, the owners, managers and employees of Winnipeg Supply dedicated their working lives to pioneering an enterprising business in a dynamic city in a vibrant region of Canada. Their collective efforts are reflected in the company's enduring status as a community builder and industry leader.

Winnipeg Supply recognizes the endeavours and honours the achievements of its people, past and present. Today, Winnipeg Supply is comprised of men and women committed to the founding value of success through service. Through their hands, they carry on the heritage of Winnipeg Supply. In their hearts, they hold the spirit of hometown service.

presented for the consideration of the meeting by the retiring President, Mr. D.D. Christie in a few fitting words begged to lay down his staff of office as President, and intimated that as his duties had now been finished for the year he desired the meeting to proceed to elect a chairman.

Upon Motion of Donald S. Robertson seconded by James W. Fullbrook Mr. D.D. Christie was elected as Chairman.

The reports and accounts were then discussed. After a full and free discussion the President seconded by Donald S. Robertson moved the adoption of the reports and the passing of accounts, carried.

It was also unanimously resolved that the Amendments made to the By-laws of the Company as set out in the Company's minutes be confirmed.

Upon Motion of Donald S. Robertson seconded by David Bowman the question of the Directors' salary was discussed. It was resolved that section 14 of the Organization Bylaws should be added to so as to read as follows:

"That Directors as such shall not receive stated salaries for their services by shall