

# S. J. McKee Archives



## A.E. McKenzie Seed Co. Ltd. fonds

<http://archives.brandonu.ca/en/permalink/descriptions4309>

Part Of: RG 3 A.E. McKenzie Company fonds

Description Level: Fonds

GMD: multiple media

Date Range: 1887-1996; predominantly 1910-1974

Physical Description: 7.47 m of textual records  
500 photographs

### History /

#### Biographical:

The A.E. McKenzie Seed Co. Ltd. originated with the McKenzie family Flour, Grain and Seed business, started by F. B. McKenzie in the early 1880's. When F. B. McKenzie passed away in 1896, his son, Albert Edward McKenzie, assumed control of the company, and renamed it The Brandon Seed House. With its main office and plant in Brandon, Manitoba, the company specialized in the production and sale of field seeds and service exclusively to seed buyers in the prairie provinces and British Columbia. In later years, a complete line of products including garden seeds, lawn grass, and other allied lines was developed for sale across Canada.

In 1906, the company underwent a change of name when A. E. McKenzie determined that the growth of the country demanded a larger seed institute than could be managed by one man. As a result, the company was incorporated under provincial statutes and the federal Joint Stock Companies Act as A. E. McKenzie Seed Co. Ltd., and new personnel were hired.

Under the Joint Stock Companies Act, A.E. McKenzie Seed Co. Ltd. was required to elect a Board of Directors of not less than three, and not more than nine individuals. Only shareholders of the company were eligible for election, and election was to take place yearly with each shareholder entitled to as many votes as shares owned in the company. The Act also dictated that the directors were, from time to time, to elect from among themselves, a president of the company. They were also able to appoint and remove all other officers of the company and to create company by-laws. The directors were not obliged to pay any dividend on shares if the company should become insolvent. Under the Act, the stock of the company was deemed a personal estate and was only transferable as such. In addition, the company could acquire, hold, and transfer real estate, and was required to submit annual statements.

A. E. McKenzie was elected President of the newly constituted company. For the remainder of his natural life he remained in this position and supervised the operation of the company. S. A. Bradford, who was given responsibility for various company departments, filled the position of General Manager. H. L. Patmore became the Vice-President, overseeing the nursery business, while W. A. McCracken was put in charge of the warehouse stock, and shipping department. McCracken also supervised the mail order department.

The Company was initially comprised of three divisions: The Brandon Seed House, Brandon Nurseries, and Brandon Greenhouses. Each division was registered under Dominion Patents. Later, the company was divided into Retail Mail Order, Wholesale and Commission Packet Trade divisions. It also undertook some export business.

By registering the divisions of the company under federal legislation affecting trademarks and industrial designs, McKenzie and the Board, were able to register both the company's trademarks and to protect the company's industrial techniques. The company could thus patent the methods and processes of its operations so that no other individual or business could duplicate them.

Located at 30 9th Street, the head office and plant of A.E. McKenzie Seed Co. Ltd. housed all the facilities and staff of the company, with the exception of the regional sales offices and warehouses. The business of the A. E. McKenzie Co. Ltd. was conducted from a frame warehouse until the current McKenzie building was constructed on the same site after a fire destroyed the original premises. Designed by architect Thomas Sinclair, and built by the Brandon Construction Company, the new building opened in 1911. In time, The A. E. McKenzie Co. Ltd. came to be known as Western Canada's Greatest Seed House.

During the 1930's, before a new building was erected in 1945, the A. E. McKenzie Co. occupied space at five different locations in Brandon, including the Massey Harris Building, the International Harvester Building and the Security Building. The last of these premises was destroyed by fire in 1972. As a result of its proximity to the Security Building, the main McKenzie Building also suffered heavy fire and water damage. A. E. McKenzie Co. Ltd. also utilized a warehouse on the north side of Pacific Avenue alongside the Canadian Pacific Railway tracks between 5th and 6th streets. This building and its contents were destroyed by fire (1946). In May of 1949, the company purchased and erected a Quonset structure on the west side of 15th Street between Rosser and Pacific Avenues.

In 1908, the first branch of the A. E. McKenzie Seed Co. Ltd. was established at Calgary. In the following sixteen years, additional branches were established in Edmonton and Saskatoon (1923), Moose Jaw, Toronto (1934) and Winnipeg (1935). Both the Edmonton and Saskatoon branches were seasonal, operating for a four-month period, March to June inclusive. Business in the Maritime Provinces of Prince Edward Island, Nova Scotia and New Brunswick further extended the company's operations by the mid 1940's. In 1946, the company purchased property in Gilbert Plains, Manitoba, 120 miles north of Brandon. This purchase enabled the company to handle larger quantities of Sweet Clover, a popular crop that was grown in the surrounding area. Additional offices were opened in Vancouver and Quebec City in rented premises by the early 1960's.

In the years 1944-1945, the McKenzie Foundation was created. Through the Foundation, arrangements were put in place to transfer shares of the company to the Manitoba Government for the benefit of higher education, specifically Brandon College. In return for this gift, which included 90% of all capital resources of the company together with all of the income earned each year, except for the amount retained annually to ensure sufficient operating capital, the A.E. McKenzie Co. Ltd. received exemption from paying Corporate Tax.

Prior to the establishment of the McKenzie Foundation, in 1945, the National Trust for the benefit of the College held the shares of McKenzie Seeds. On April 7, 1945 the Manitoba Legislature passed legislation whereby A. E. McKenzie retained effective management control of his company, but 1031 shares out of 1145 issued shares were gifted to the Provincial Government. In return, the government agreed that all financial benefits from the shares would go to Brandon College through the A. E. McKenzie Foundation. When Mr. McKenzie passed away in 1964, the primary responsibility of appointing the Board of Directors for McKenzie Seeds passed to the Provincial government.

The remaining 114 shares of the Company were turned over to the Crown on July 16, 1975 in accordance with an agreement between Brandon University, A. E. McKenzie Co. Ltd. and the Manitoba government. The same agreement also turned the McKenzie Foundation over to Brandon University. Therefore, since 1975 the crown has held all shares of the McKenzie Co. through the Province of Manitoba.

A.E. McKenzie died on September 25, 1964 at the age of 94 and was succeeded as President of the company by J. Lasby Lowes. When Mr. Lowes retired in 1968, A. R. Swanson was appointed by the government to fill the position and was responsible for all operations of the company under a Board of Directors comprised mainly of appointees of the government. It has proven impossible to establish a complete list of those individuals who held the positions of President/General Manager of McKenzie Seeds after 1964. A partial account is as follows: Anthony J. Maruca became President of A. E. McKenzie Co. Ltd. in 1972. In 1975, the Board of Directors appointed William Moore General Manager, creating a new position to relieve the President of the company from management of plant operations. At the same time, Pat Kelleher was named new interim President. Following the resignation of Kelleher, William Moore assumed the role of President as well. Moore left the company in the early 1980s. He was later convicted of criminal misconduct as President of the company. Keith Guelpa became President/General Manager in the mid 1980's; Raymond West was his successor.

Beginning in 1969, the A. E. McKenzie Seed Co. Ltd. began phasing out the Field Seed division of their company, including business related to forage crops and cereals. Seed cleaning equipment located in Brandon and the company's Calgary and Toronto cleaning plants was sold. The Company concentrated its resources on the production and sale of vegetable and flower seeds, and lawn and turf grasses. It acted as a wholesaler and conducted business through chain stores, grocery, hardware and general stores.

Late in 1971, A. E. McKenzie Co. Ltd. purchased its largest competition in packaged seeds - Steele Briggs Seed Co. from Maple Leaf Mills Inc. for two million dollars. At the time of the acquisition the company changed its name to A. E. McKenzie Co. - Steele Briggs Seeds, in order to benefit from the favorable reputation held by Steele Briggs Seeds across Canada. In the early 1970s, the acquisition of Brett-Young Seeds Ltd., a Winnipeg company that dealt exclusively in the production and sale of field seed, brought the A. E. McKenzie Co. back into the field seed market.

In 1994 the Manitoba Government sold the A.E. McKenzie Seed Co. Ltd. to Regal Greetings and Gifts, Canada's largest non-retail mail-order catalogue company, which is owned by MDC Corporation of Toronto.

In 2001, McKenzie Seeds is Canada's leading supplier of packaged seeds and related gardening products. It is divided into a Retail Consumer Products division which features well known seed brands including McKenzie Seeds, Pike Seeds and Thompson & Morgan Seeds from England. As well, this division also carries a complete range of lawn seeds and perishables. It also continues to ship the seed racks invented by A.E. McKenzie to numerous retail stores. The second division, Direct Mail, consists of the McFayden and McConnell catalogues which reach over 500,000 Canadian homes each year.

#### Custodial History:

Following the sale of the A.E. McKenzie Seed Co. Ltd. to Regal Greetings and Gifts, the records of McKenzie Seeds and its subsidiaries were retained in the McKenzie Plant on 9th Street. In April of 1997, the records were transferred to the McKee Archives at Brandon University. Because the company was a crown corporation, the records of McKenzie Seeds belonged to the Province of Manitoba and might have been placed in the Provincial Archives. However, Provincial Archivist Gordon Dodds permitted the retention of the records in Brandon at the S. J. McKee Archives. The minutes of the Board of Directors, previously transferred to the Provincial Archives, remain in Winnipeg. Until 1960 these minutes, by-laws of the Company, and the letters patent of incorporation (April 7, 1906) were in the possession of the Company's lawyers, Johnson, Garson, Forrester, Davidson, & Steen.

#### Scope and Content:

The fonds consists of textual records, photographs and artifacts from A.E. McKenzie Seed Co. Ltd. The textual records include minutes, documents, financial records, administrative records, by-laws, legal records, catalogues, sales literature, seed packets, newspaper clippings, appraisals, publications, scrapbooks and miscellaneous sections.

In addition, some of the records within the fonds relate to the operations of McKenzie subsidiaries -- Brett-Young Seeds, Steele-Briggs Seeds, Pike & Co. and McFayden Seeds -- and various properties owned by McKenzie Seeds.

Fonds contains approximately 500 photographs. These depict the operations and employees of McKenzie Seeds and the seed industry in general. Artifacts contained in the fonds include blueprints, newspaper clippings, copper printing plates, seed bags and plaques.

Fonds also includes an artificially created series of records dealing with Brandon College Inc., the A.E. McKenzie Foundation, the Brandon Allied Arts Council and the Brandon Board of Trade. These records stand outside the provenance of the McKenzie Seed Co.

Of particular interest within the textual records are the transcripts of various features of the company's history as dictated, researched and recalled by its second President/General Manager, J. Lasby Lowes. The fonds also contains a collection of company catalogue which is almost complete. Outside of the seed industry, the records dealing with both Brandon College Inc. and the McKenzie Foundation are significant records relating to the history of Brandon College/University and the City of Brandon.

Notes: Description written by Christy Henry (2001).

Name Access: A.E. McKenzie  
J. Lasby Lowes  
Irene Cullen  
Joseph Airey  
Alan R. Mundie  
Sandy Black  
Brett-Young Seeds/Sabetha  
McFayden Seeds  
Steele-Briggs Seed Co  
Pike & Co  
Davidson & Gowen  
Davidson Studio  
Frank Gowen  
Dean Photo Service  
Jerrett's Photo-Art Studio/Jerrett's Photo Service  
Crawford Drug Store  
Leech Printing Ltd  
Eastman Photographic Materials Ltd

Subject Access:	Seed Industry Seed Catalogues Brandon Business Seed Photographs Brandon Photographs Seed Packets Agriculture Women Workers Labour Relations A.E. McKenzie J. Lasby Lowes A.R. Swanson William Moore Anthony J. Maruca Pat Kelleher Keith Guelpa Raymond West Brett-Young Seeds Sabetha Steele Briggs Seed Co Pike & Co McFayden Seeds Seed Marketing Co Brandon Board of Trade Brandon Allied Arts Council McKenzie Foundation Regal Greetings and Gifts
Repro Restriction:	Because the A.E. McKenzie Seed Co. Ltd. was a crown corporation, the records in the fonds are subject to the Freedom of Information and Protection of Privacy Act (FIPPA).
Storage Location:	RG 3 A.E. McKenzie Company fonds
Related Material:	Additional records regarding A.E. McKenzie Seed Co. Ltd. are housed at the Provincial Archives of Manitoba. In order to gain access to these records it is necessary to contact the Archives of Manitoba.
Arrangement:	RG 3 A.E. McKenzie Seed Co. Ltd. Fonds  McS 1 Board of Directors 1.1 Documents 1.2 Minutes/Meetings 1.3 Management Consultant Reports 1.4 Miscellaneous 1.5 Financial Records  McS 2 Office of the President/General Manager 2.1 A.E. McKenzie 2.2 J. Lasby Lowes 2.3 Comptroller 2.4 Properties

- 2.5 Marketing
- 2.6 Reference Library
- 2.7 Miscellaneous Publications/Correspondence

McS 3 Acquisitions

- 3.1 Brett-Young Seeds/Sabetha
- 3.2 Steele-Briggs Seed Co.
- 3.3 Pike & Co.
- 3.4 McFayden Seeds

McS 4 Seed Marketing Co.

McS 5 Photographs

- 5.1 McKenzie Seed Co. Ltd. Executives
- 5.2 Construction at McKenzie Seed Co. Brandon (two files)
- 5.3 Exterior Photographs of the A. E. McKenzie Co. Building
- 5.4 McKenzie Seed Co. Plant Operations and Workers (2 files)
- 5.5 McKenzie Seed Co. Equipment and Plant - Head Office 1983
- 5.6 McKenzie Seed Co. Field Operations and Workers
- 5.7 McKenzie Seed Co. Strike 1944
- 5.8 Fires at McKenzie Seed Co. 1910, 1945, 1972
- 5.9 McKenzie Seed Co. Centennial Exhibition 1996
- 5.10 Miscellaneous McKenzie Seed Co. Photographs
- 5.11 People Connected to McKenzie Seed Co.
- 5.12 Princess Anne's Visit to McKenzie Seed Co. 1982
- 5.13 Onion Set Production Book
- 5.14 Irene Cullen Photographs - McKenzie Seeds Employee Photos
- 5.15 Josiph Airey Photographs - McKenzie Product Photos
- 5.16 Alan R. Mundie Seed Production Photographs
- 5.17 Steele Robertson/Steele Briggs Seeds Photographs
- 5.18 Seed Packet Display Units Photographs
- 5.19 Product Photographs
- 5.20 Parade Photographs
- 5.21 Oversized Photographs
  - 5.21.1 Drawer #1: Executive Photographs
  - 5.21.2 Drawer #2: Office and Equipment/Plant Photographs
  - 5.21.3 Drawer #3: Miscellaneous Oversized Photographs
  - 5.21.4 Drawer #4: Artifacts

McS 6 Miscellaneous

- 6.1 Centennial Exhibition
- 6.2 Miscellaneous Publications
- 6.3 Scrapbooks

MG 1 A.E. McKenzie Fonds

- 1.1 Brandon College Inc.
- 1.2 McKenzie Foundation
- 1.3 Brandon Allied Arts Council
- 1.4 Brandon Board of Trade
- 1.5 Miscellaneous



## McS 1 Board of directors

<http://archives.brandonu.ca/en/permalink/descriptions4310>

Part Of: RG 3 A.E. McKenzie Company fonds

Description Level: Series

Series Number: McS 1

GMD: textual records

Date Range: 1900-1986

Physical Description: 1.87 m

History /

Biographical:

The A. E. McKenzie Seed Co. Ltd. has had a Board of Directors since its incorporation in 1906. The first Board consisted of A. E. McKenzie, S. A. Bedford, the director of the Experimental Farm, H. L. Patmore and W. A. McCracken. Following A.E. McKenzie's death, the government of Manitoba appointed the members of the Board under the arrangements made with the establishment of the A.E. McKenzie Foundation.

According to the general by-laws (c. 1960) of A. E. McKenzie Seed Co. Ltd., the Board of Directors annually, or more often if required, elected from among themselves a President, a Vice-President and a General Manager. They were also responsible for appointing an Assistant General Manager, and a Secretary and a Treasurer. If needed, they would also appoint an Assistant Secretary and an Assistant Treasurer. A majority vote of the Board was required for the election or appointment of the above officers. Those individuals elected or appointed to their offices by the Board could be removed at the pleasure of the Board. The Board also had the power to fix the salaries of all of the officers of the Company. By resolution, it could pass this responsibility to the General Manager.

Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

Scope and Content:

This series consists of Board minutes/meetings, management consultant reports, financial records, documents and miscellaneous records.

It has been divided into five sub-series, including: (1) Documents; (2) Minutes/Meetings; (3) Management Consultant Reports; (4) Miscellaneous; and (5) Financial Records.

Storage Location: RG 3 A.E. McKenzie Company fonds

McS 1 Board of Directors



## Board of directors - documents

<http://archives.brandonu.ca/en/permalink/descriptions4311>

Part Of: RG 3 A.E. McKenzie Company fonds

Description Level: Sub-series

Series Number: McS 1 1.1

GMD: textual records

Date Range: 1904-1971

Physical Description: 24.5 cm

Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

Scope and Content:

This sub-series is comprised of various documents, agreements and contracts generated by A. E. McKenzie Seed Co. Ltd. Among the documents are by-laws, letters of patents, land deeds, leases, transfers of property, grants of probate, trademark documents, certificates of title, incorporation documents, bills of sale, assets and liabilities, licenses to do business, loan documents, tax statements/certificates, insurance documents, memorandums, declarations, estate documents, releases, settlements, mortgages, and bill 87.

Storage Location: RG 3 A.E. McKenzie Company fonds  
McS 1 Board of Directors





## Board of directors - minutes/meetings

<http://archives.brandonu.ca/en/permalink/descriptions4312>

Part Of: RG 3 A.E. McKenzie Company fonds

Description Level: Sub-series

Series Number: McS 1 1.2

GMD: textual records

Date Range: 1958-1981

Physical Description: 1.8 cm

Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

Scope and Content:

This sub-series includes minutes of the Board of Directors of McKenzie Seeds, extracts from minutes of the Board of Directors, information on shareholders of the company, notices of Board meetings, suggested meeting agendas, the President's annual report for 1967, and memos regarding Board meetings/business.

Storage Location: RG 3 A.E. McKenzie Company fonds  
McS 1 Board of Directors

Related Material: Additional minutes for the meetings of the Board of Directors of McKenzie Seeds, dating from the mid 1930's, are held in the Provincial Archives of Manitoba.

Minute excerpts for the Board of Directors are located in the Document sub-series in the file titled By-Laws for 1940-1985.



## Board of directors - management consultant reports

<http://archives.brandonu.ca/en/permalink/descriptions4313>

Part Of: RG 3 A.E. McKenzie Company fonds

Description Level: Sub-series

Series Number: McS 1 1.3

GMD: textual records

Date Range: 1965-1970

Physical Description: 4.5 cm

Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

Scope and Content:

This sub-series includes reports from three management consultants: Harbridge House, Urwick, Currie & Partners Ltd., and Thorne Stevenson & Kellogg. As well, the sub-series contains correspondence between the President and Comptroller of A.E. McKenzie Seed Co. Ltd. and Harbridge House regarding the implementation of a management training program and plans to combat the weak field seed market. The Urwick, Currie reports deal with improvement in company operations and improvements in packet seed processing. The Thorne Stevenson & Kellogg report is entitled 'Implementing a Strategic Planning Process.' Each of the reports completed for the company deal with improving the business operations of McKenzie Seeds.

Harbridge House – this record is a management-training program designed to address a weak field seed market.

Storage Location: RG 3 A.E. McKenzie Company fonds  
McS 1 Board of Directors



## Board of directors - miscellaneous

<http://archives.brandonu.ca/en/permalink/descriptions4314>

Part Of: RG 3 A.E. McKenzie Company fonds

Description Level: Sub-series

Series Number: McS 1 1.4

GMD: textual records

Date Range: 1974

Physical Description: 0.1 cm

Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

Scope and Content:

This sub-series consists of one folder containing thank you letters to Prof. George F. MacDowell, Professor of Economics at Brandon University, and a long-time member of the McKenzie Seeds Board for his service to the company.

Storage Location: RG 3 A.E. McKenzie Company fonds  
McS 1 Board of Directors

Related Material: RG 6 (Brandon University fonds), MG 3 (Brandon University Teaching and Administration), MG 3 1.12 (George MacDowell fonds).



## Board of directors - financial records

<http://archives.brandonu.ca/en/permalink/descriptions4315>

Part Of: RG 3 A.E. McKenzie Company fonds

Description Level: Sub-series

Series Number: McS 1 1.5

GMD: textual records

Date Range: 1900-1986

Physical Description: 1.56 m

Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

#### Scope and Content:

This sub-series includes financial statements of various kinds for McKenzie Seeds and combined financial statements for McKenzie Seeds and its subsidiaries, particularly McFayden Seeds. Chartered Accountants used for this purpose include: Marwick, Mitchell & Co., Webb, Read, Hegan, Callingham & Co./Webb, Read & Co., George A. Touche & Co., Oscar Hudson & Co., Morden, Sprague & Co./Laird, Sprague & Co., Edwards, Morgan, Halliday & Co., Welch, Hinton and Welch, McDonald, Currie & Co./Cooper Brothers & Co., Meyers Dickens Norris Penny & Co./Meyers, Norris, Penny & Co. and the Comptroller-General for the Province of Manitoba.

This sub-series also includes a number of purchase offers made to A.E. McKenzie Seed Co. Ltd as well as proposed plans to sell the company. Offers were received from United Grain Growers, Maple Leaf Mills, McKenzie Seeds Staff, Manitoba, Saskatchewan and Alberta Wheat Pools, and the Ferry Morse Seed Co.

Twelve ledgers, including branch order, mail order and cash registers, general ledgers, current ledgers, payroll sheets and branch daily cash reports, are also part of the sub-series. Other miscellaneous financial records and statements include information on McKenzie Seeds' proposal to the Manitoba Government for re-financing in the early to mid 1980's.

Notes:	<p>Additional dates for the records in the financial sub-series are as follows:</p> <ol style="list-style-type: none"><li>1. Prepared Financial Statements: 1907-1918, 1920-1923, 1926-1938, and 1942-1979.</li><li>2. Purchase Offers: U.G.G. (1959, 1966), Wheat Pools (1961), McKenzie Staff (1963), Maple Leaf Mills (c. 1965), Ferry Morse Seed Co. (c. 1969-1970).</li></ol> <p>The extent of the ledgers in sub-series McS 1 1.5 (Financial Records) separate from the other financial records in the sub-series is 95.9 cm. The financial records without the ledgers measure 60 cm.</p>
Storage Location:	<p>RG 3 A.E. McKenzie Company fonds McS 1 Board of Directors</p>
Related Material:	<p>Financial statements and records for the individual companies acquired by McKenzie Seeds are located in Series III.</p> <p>Information regarding the sale of McKenzie Seeds is located in Series II (Office of the President/GM), sub-series I (A.E. McKenzie), in the file entitled A.E. correspondence with W.A. Johnson. Some of these records are connected to the purchase offers received by McKenzie Seeds.</p>



## McS 2 Office of the president/general manager

<http://archives.brandonu.ca/en/permalink/descriptions4316>

Part Of:	RG 3 A.E. McKenzie Company fonds
Description Level:	Series
Series Number:	McS 2
GMD:	textual records
Date Range:	1910-1975

Physical Description: 2.47 m

History /

Biographical:

The offices of the President and General Manager were established in 1896 with the creation of A. E. McKenzie Seed Co. Ltd. These positions were held jointly by the one officer of company until 1975, when the Board of Directors of the Company divided the two positions, thereby relieving the President from management of plant operations.

Under the General By-Laws of the Company, the President, when present, presided over all Board of Directors meetings. He also signed all documents that may have required his signature and performed any other duties assigned to him by the board. The President exercised general supervision and control over the business of the Company and performed such duties as are usually associated with the office of President or Chief Executive officer of a company.

The General Manager had full power and authority to manage and direct the business and affairs of the Company. He was also responsible for employing and discharging agents and employees of the Company. After A.E. McKenzie gifted the majority of his company shares to the Government of Manitoba in 1945, the General Manager remained responsible for all operations of the Company. However, the General Manager found himself accountable to a Board of Directors comprised mainly of government appointees.

A. E. McKenzie held the offices of President/General Manager from 1896 until his death in 1964, at which time J. Lasby Lowes succeeded him. Following Lowes' retirement in 1968, A.R. Swanson was appointed by the government to fill the positions. Anthony J. Maruca became President of A.E. McKenzie Co. Ltd. in 1972. In 1975, the Board of Directors appointed William Moore the first individual to hold the position of General Manager without also occupying the President's office. At the same time, Mr. Pat Kelleher was named the new interim President. Following Kelleher's resignation, Moore was appointed President of the company. Keith Guelpa became President around 1984 following Moore's departure from the company to face criminal charges arising from his activities as an officer of the company. Raymond West assumed the position after Guelpa's departure.

Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

Scope and Content:

Series consists almost entirely of records and documents generated by the first two President/General Managers of A.E. McKenzie Seed Co. Ltd. In addition to the records created by A.E. McKenzie and J. Lasby Lowes in their capacity as President/General Manager, records pertaining to the various properties owned by the Company are also included. The series also contains marketing documents, including catalogues and sales literature, as well as a reference library comprised of twenty titles dealing with business and the seed industry and some records dealing with the President/General Managers following Lowes' retirement.

The series has been divided into seven sub-series, including: (1) A.E. McKenzie; (2) J. Lasby Lowes; (3) Comptroller; (4) Properties; (5) Marketing; (6) Reference Library; and (7) Miscellaneous Publications/Correspondence.

Storage Location: RG 3 A.E. McKenzie Company fonds  
McS 2 Office of the President/General Manager

Arrangement:

Arrangement: The series is arranged as follows:

- 2.1 A.E. McKenzie
  - 2.1.1 Secretary
  - 2.1.2 Legal Matters
  - 2.1.3 Correspondence
  - 2.1.4 Patents
  - 2.1.5 By-Law Campaign 1918
  - 2.1.6 Miscellaneous
- 2.2 J. Lasby Lowes
  - 2.2.1 Correspondence
  - 2.2.2 Historical Topics
  - 2.2.3 Miscellaneous
- 2.3 Comptroller
- 2.4 Properties
  - 2.4.1 Toronto
  - 2.4.2 Calgary
  - 2.4.3 Brandon
  - 2.4.4 Miscellaneous
  - 2.4.5 Parkade
  - 2.4.6 Appraisals
- 2.5 Marketing
  - 2.5.1 Catalogues
    - 2.5.1.1 McKenzie
    - 2.5.1.2 McFayden
    - 2.5.1.3 Suppliers
    - 2.5.1.4 Miscellaneous
  - 2.5.2 Seed Packets
    - 2.5.2.1 Vegetables
    - 2.5.2.2 Flowers
    - 2.5.2.3 Herbs
  - 2.5.3 Miscellaneous Sales Literature Documents
  - 2.5.4 Miscellaneous Marketing Papers/Reports
- 2.6 Reference Library
- 2.7 Miscellaneous Publications/Correspondence



## A.E. McKenzie

<http://archives.brandonu.ca/en/permalink/descriptions4317>

Part Of:	RG 3 A.E. McKenzie Company fonds
Description Level:	Sub-series
Series Number:	McS 2 2.1
GMD:	textual records
Date Range:	1910-1964; 1966 (legal), 1976 (patents)
Physical Description:	26.3 cm

## History /

### Biographical:

Albert Edward McKenzie was born in Wilcox Lake, York County, Ontario in 1870 to Francis Bethel McKenzie and Maria (Carley) McKenzie. In 1882 he moved to Brandon, Manitoba with his family, where his father established a Flour, Seed and Grain business. At the age of twenty-six, following his father's death, A. E. took over the family business and transformed it into a seed institute. As the President of The Brandon Seed House, and, later, A. E. McKenzie Seed Co. Ltd., Mr. McKenzie played a central role in the daily operations of his company up until three weeks prior to his death on September 25, 1964.

In 1901, Mr. McKenzie married Laura Bell of Carmen, Manitoba, with whom he had two daughters, Marjorie and Kathleen. Kathleen married Walter C. Roberts and became a member of the Board of Directors of her father's company. Marjorie graduated from Brandon College, and received additional degrees from the Columbia College of Expression, and from Northwestern University. From 1927-1930 she taught at Brandon College, then resigned to do post-graduate work. She returned to Brandon College in 1935 as Instructor of Public Speaking and Dean of Women in Clark Hall. Marjorie resigned as Dean of Women after one year, and eventually relocated to British Columbia. Both Kathleen and Marjorie survived their father. Laura had passed away in 1943. At the time of his death, A.E. McKenzie was also survived by had one grandson: David McKenzie Roberts.

In addition to building his company into one of Canada's foremost seed institutes, McKenzie was also involved with many community projects. He was affiliated with the YMCA, YWCA, Salvation Army, and Community Chest. He was a charter member of the Kiwanis Club, and a long-term officer of the Brandon Chamber of Commerce. However, McKenzie's major interest was Brandon College, for which he served as a governor and as chairman of the board of governors for the College.

A central figure in the fight to save Brandon College, McKenzie was instrumental in the formation of Brandon College Inc., and, in 1945, he established the A. E. McKenzie Foundation, for which the Government of Manitoba was the sole trustee. His gift to the Foundation was securities valued at \$1 million, which ensured the survival and re-establishment of Brandon College and later Brandon University.

In 1941, McKenzie received the degree of Doctor of Laws honoris causa from the University of Manitoba. In 1962, he was honored with a certificate of merit for exemplary citizenship in commerce and in every aspect of community life from the City of Brandon.

### Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

#### Scope and Content:

This sub-series consists of correspondence created and received by A.E. McKenzie during his years as President/General Manager dealing with the operation of his company. This includes construction estimates, and correspondence with the company's lawyer, Wm. Johnson. A letter from Gairdner & Company Limited regarding McKenzie's attempt to reacquire ownership of A. E. McKenzie Ltd. from the Province of Manitoba.

The sub-series also contains material relating to legal matters: one file concerns a successful legal action against the A.E. McKenzie Seed Company by the Canadian Alfalfa Association. The action arose following the sale of seed to a seed company located in Berlin, Germany in 1938. A second file deals with the prosecution of the company in Bismarck, North Dakota for mail fraud. The company lost both cases. Patents secured by the company are also included within the sub-series.

Also contained within the legal sub-series are records dealing with A.E. McKenzie's passing. These include correspondence with the National Trust Company and Miss Jean MacKay, and a summary of A.E. McKenzie's will. There are also some documents dealing with McKenzie's stocks and shares in the Company.

Documentation relating to the 1918 By-Law Campaign, in which McKenzie tried to secure tax relief for his company in relation to the construction of its new plant, is also included within the sub-series.

The sub-series is divided into six sub sub series, including: (1) Secretary; (2) Legal Matters; (3) Correspondence; (4) Patents; (5) By-Law Campaign 1918; and (6) Miscellaneous.

Notes:	* "Tapes" in the Related Material field refers to hard copy written summaries originally provided on tape for typing. Organization by tape number was found to be more efficient than listing these items by title.
Language Note:	Within McS 2 1.3, the correspondence sub sub series, there are some documents written in Gregg shorthand. No translation is available.
Storage Location:	RG 3 A.E. McKenzie Company fonds McS 2 Office of the President/General Manager
Related Material:	Regarding sub sub series McS 2 2.2 (Legal Matters): The court pocket for the alfalfa case involving McKenzie Seeds at the Court of Queen's Bench in Regina, Saskatchewan may be available through the Saskatchewan Archives Board. John Diefenbaker acted for the Alfalfa Association in this case.

Historical Topics under A.E. McKenzie Seed Co. Ltd. fonds, Series 2 (Office of the President/GM), sub-series 2 (J. Lasby Lowes) contains some information regarding McKenzie's patents (file 16, Tapes 29 and 30), and a legal case in Bismarck, North Dakota in 1957 regarding the violation of mail fraud statutes involving the sale of seed wheat (file 11, Tape 26)\*. Information regarding the sale of Alfalfa seed to a German seed company is available in file 2. There are also a number of files containing information about A. E. McKenzie.



## J. Lasby Lowes

<http://archives.brandonu.ca/en/permalink/descriptions4318>

Part Of: RG 3 A.E. McKenzie Company fonds



Description Level:	Sub-series
Series Number:	McS 2 2.2
GMD:	textual records
Date Range:	1900-1983
Physical Description:	56.2 cm

#### History /

##### Biographical:

James Lasby Lowes was born in Brandon on March 12, 1903, and passed away at Brandon General Hospital on August 9, 1986, after a lengthy illness. His wife Jean, his son Lasby Jr., daughter-in-law Carole, and grandsons Kirk and Rick survived him. Lowes also had one sister, Kathleen Conder, of Gross Pointe Mich.

Lowes was a dedicated employee of A. E. McKenzie Seed Co. Ltd. for 47 years, beginning February 13, 1924. Throughout his career with the Company, Lowes worked in various departments: he served as manager of the wholesale department, assistant manager in charge of Field Seed purchases, manager of sales for both domestic and export trade, and Field Seed division manager. In 1964, following A. E. McKenzie's death, Lowes became the President and General Manager of A. E. McKenzie Seed Co. Ltd.

Although he retired as President and General Manager in 1968, at the request of the Company, Mr. Lowes became Saskatchewan Sales Supervisor. In 1972, he accepted a new role in Public Relations. Here his primary task was to write a corporate history of A. E. McKenzie Seed Co. Ltd. and its subsidiary companies.

Lasby Lowes attended Brandon College and was drafted by the Detroit Red Wings. He chose to make his career as a seedsman rather than a hockey player. He served on the Board of Brandon College/University, Brandon General Hospital, the Brandon Chamber of Commerce. Mr. Lowes was a member of the Kinsman Club of Brandon and an elder in First Church United for many years. He enjoyed gardening. When he was not on the road traveling for the Company, visiting the many distributors of McKenzie seeds in Manitoba and Saskatchewan, he spent a great deal of time at the family cottage at Clear Lake.

##### Custodial History:

In the course of preparing notes for a history of the McKenzie Seed Co., Mr. Lowes extracted documentary records from the Company files. Records taken from the Company files by Mr. Lowes remain in the historical accounts he created.

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

#### Scope and Content:

This sub-series contains documents, primarily correspondence dealing with Lowes' years as President/General Manager. The correspondence involves Premier Duff Roblin, the Company lawyer, Wm. Johnson, the Bank of Montreal, and Charles Sharpe & Co. Ltd. Further correspondence relates to trademarks, the sale of the Company, the hiring of Ted Chiswell as Comptroller of McKenzie Seeds, and the change of the Company's name to McKenzie Seeds Ltd.

Subsequent to his retirement from the President/General Manager's office, Lowes undertook the task of writing a history of the McKenzie Co. His Historical Topics cover a wide-range of subjects including the history of the Company, Canadian agriculture and the seed industry, the life and times of A. E. McKenzie, and notes on various employees of McKenzie Seeds and McFayden Seeds. The Topics also include information related to various properties and acquisitions of the Company. There is also information pertaining to the McKenzie catalogues.

The original order in which these records were acquired has not been disturbed. However, the original order appears to be quite haphazard.

To facilitate access for researchers, a summary of the arrangement of Lasby Lowes' Historical Topics and related records has been created.

The sub-series is divided into three sub sub series, including: (1) Correspondence; (2) Historical Topics; and (3) Miscellaneous.

#### Notes:

Lasby Lowes:

President/General Manager: c. 1960-1968, 11.5 cm

Historical Topics: 1900-1983; 44.7 cm

For the most part both the handwritten and typed version of each Historical Topic can be found within sub sub series McS 2 2.2.

#### Finding Aid:

A file level inventory of McS 2 2.2 (Historical Topics) is available.

#### Storage Location:

RG 3 A.E. McKenzie Company fonds

McS 2 Office of the President/General Manager

#### Related Material:

Additional records related to the Brandon Council of Women are located in the Brandon Council of Women Fonds (34-1998) in the S. J. McKee Archives.



## Comptroller

<http://archives.brandonu.ca/en/permalink/descriptions4319>

Part Of:	RG 3 A.E. McKenzie Company fonds
Description Level:	Sub-series
Series Number:	McS 2 2.3
GMD:	textual records
Date Range:	1965-1967
Physical Description:	2.5 cm

### History /

#### Biographical:

Prior to 1964, the Manitoba Government representative on the Board of Directors, as well as other members of the Board of McKenzie Seeds, urged A.E. McKenzie to hire a comptroller. Although he said he would take their recommendation under advisement, an appointment was not made until J. Lasby Lowes became President/General Manager in the fall of 1964.

While in Vancouver on business, Lowes and Mr. Wm. Johnston, the Company's lawyer interviewed W. E. (Ted) Chiswell. After conferring with Chris. Flintoft of McDonald, Currie & Co. and George Ilfee, Comptroller General for the Province of Manitoba, Chiswell was hired as the first comptroller at McKenzie Seeds and began his employment with the Company on January 1, 1965. Chiswell later resigned his position and relocated to Winnipeg.

Jim McLaren, one Peckover, Richard Olson and Don Haddock all held the position of comptroller at McKenzie Seeds following Chiswell's resignation. It is not known who held the position after Don Haddock left the company in the mid-1970s.

#### Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

#### Scope and Content:

Sub-series includes correspondence between W.E. Chiswell, McKenzie Comptroller, and a number of individuals, including Robert A. Steen and Wm. Johnston of Johnston, Garson & Co. (the Company's lawyers), G.T. Smith & Sons Ltd., General Contractors, and Nick Slowchek of Speers Seed Store. The sub-series also contains letters between Chiswell and Lasby Lowes and memos to McKenzie Staff written by Chiswell. Some of the records in the sub-series deal with McKenzie Seeds' name change to McKenzie Seeds Inc.

Storage Location:	RG 3 A.E. McKenzie Company fonds McS 2 Office of the President/General Manager
Related Material:	Further information regarding the comptroller can be found in Series 2 (Office of the President/General Manager), sub-series 2 (J. Lasby Lowes) Historical Topics, file 13 of the A.E. McKenzie Seed Co. Ltd. Fonds.  Other correspondence involving the comptroller can be found within the correspondence files of J. Lasby Lowes (Series 2, sub-series 2) of the A.E. McKenzie Seed Co. Ltd. Fonds.

## Properties



<http://archives.brandonu.ca/en/permalink/descriptions4320>

Part Of: RG 3 A.E. McKenzie Company fonds  
Description Level: Sub-series  
Series Number: McS 2 2.4  
GMD: textual records  
Date Range: 1919-1975  
Physical Description: 27 cm

History /

Biographical:

The office of the President/General Manager, through various transactions and business dealings, generated the records in this sub-series.

Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

#### Scope and Content:

This sub-series contains records dealing with properties held by the McKenzie Seed Co. in Toronto, Calgary, and Brandon. The sub-series also contains records pertaining to miscellaneous properties and appraisals undertaken for the Company. There is also one file with general comments on all properties owned by McKenzie Seeds in 1949.

Records relating to properties held in Toronto consist primarily of correspondence under A.E. McKenzie, Lasby Lowes, and subsequent Presidents into the 1970's, regarding various properties owned by A.E. McKenzie Seed Co. Ltd. These include 95 Berkeley St. (Timothy Plant), 314 Front St. West (Cleaning Plant), 52 Perth Ave., the Labonte Property, the Medicine Hat Potteries Property and 21 Princess St. (Cleaning Plant). Mr. Robert Bruce, the McKenzie Toronto Branch Manager, and a number of companies that did business with A.E. McKenzie Seed Co. Ltd. also generated correspondence. For the most part these were barristers and solicitors, such as Stapells and Sewell, and Slater, Reilly, Jamieson & Apple; engineers such as Kilborn Engineering; and real estate agents like W.H. Bosley and Co. The sub-series also includes a few purchase offers regarding the Toronto properties, an inventory, some bills and estimates, and a feasibility study.

Records relating to properties held in Calgary include an invitation/program for the 1950 opening of the McKenzie Calgary Seed Plant, correspondence regarding the leasing of the premises from the Canadian Pacific Railway, and an inventory from 1956.

The Brandon sub-series contains a program for the 1919 opening of the McKenzie Building, proposed changes for the Brandon office, correspondence regarding a surveyors certificate for Brandon property, and an inventory.

The sub-series dealing with miscellaneous properties held by the Company includes a very small amount of information on the Regina, Winnipeg and Gilbert Plains properties, as well as a more substantial file on a proposed Parking Garage for the Brandon office and plant.

The sub-series also contains appraisals of physical properties, leases and land holdings for the Brandon, Calgary and Toronto locations. Companies employed for this purpose by A.E. McKenzie Seed Co. Ltd. include Fegles Construction Company, Ltd., Green Blankstein Russell & Associates, Sutherland Agencies Ltd., Rule Wynn & Rule and W. H. Bosley & Co. There is also one file containing miscellaneous appraisals although for the most the part these appraisals pertain to a combination of the above locations.

Two newspaper clippings, located in oversized drawer #4, are also included in the sub-series. One of the clippings deals with the fire at McKenzie Seeds, December/1972. The other details McKenzie's new facilities (1971).

The sub-series is divided into six sub sub series, including: (1) Toronto; (2) Calgary; (3) Brandon; (4) Miscellaneous; (5) Parkade; and (6) Appraisals.

Storage Location:      RG 3 A.E. McKenzie Company fonds  
                                      McS 2 Office of the President/General Manager

Related Material: Additional documents related to the various properties above are located in the A.E. McKenzie Seed Co. Ltd. fonds, Series 1 (Board of Directors), sub-series 1 (Documents).

Series 2 (Office of the President/GM), sub-series 2 (J. Lasby Lowes) of the A.E. McKenzie Seed Co. Ltd. fonds contains some information about the above properties under Historical Topics, particularly files 14 and 22.

Photographs dealing with the above properties, particularly the McKenzie Building in Brandon, Manitoba are located in Series 5 (Photographs) of the A.E. McKenzie Seed Co. Ltd. fonds.

Arrangement:

The sub sub series are arranged as follows:

Toronto (1945-1975; 11 cm)

Calgary (1948-1967; 2 cm)

Brandon (1919-1964; 1 cm)

Miscellaneous Properties (1956-1975; 1 cm)

Appraisals (1925-1967; 13.2 cm)



## Marketing

<http://archives.brandonu.ca/en/permalink/descriptions4321>

Part Of: RG 3 A.E. McKenzie Company fonds

Description Level: Sub-series

Series Number: McS 2 2.5

GMD: textual records

Date Range: 1897-1995

Physical Description: 1.61 m

History /

Biographical:

A.E. McKenzie Seed Co. Ltd. printed its first seed catalogue in 1896. This catalogue contained listings of Field grains - Peas, Beans, Flax and Corn, Field grasses, clovers and alfalfa, Field root seed, Lawn grass mixtures and miscellaneous items such as household flour, grain and cereal products for stock, hay, and sack and bags of all kinds. In 1900, with their 4th annual catalogue, McKenzie Seeds added Garden Seeds (both Vegetable and Flowers) for the first time. Up until the late 1960's, at which time the Company began withdrawing from the Field seed market, McKenzie Seeds continued to print an annual catalogue with similar listings to that described above.

In the mid 1960's, McKenzie Seeds discontinued its catalogue in order to nurture the growth of the catalogue printed by its subsidiary McFayden Seeds. When McKenzie Seeds first acquired McFayden Seeds in 1941 the two companies continued to exist independently, printing their own catalogues. However as the home gardening industry grew, the decision was made to focus on McFayden due to its established and growing reputation of as a leader in the mail order industry. In 2001 McKenzie Seeds continued to print both the McFayden catalogue as well as the catalogue of one of its other subsidiaries, McConnell Seeds. These catalogues are distributed to over one million Canadian homes every year.

Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

Scope and Content:

This sub-series contains a variety of records related to marketing, including catalogues for McKenzie Seeds, and a number of other seed businesses, seed packets, sales literature and miscellaneous marketing papers.

Catalogues within the sub-series include those for the A.E. McKenzie Seed Co., McFayden Seed Co., as well as a number of catalogues published by McKenzie Co. suppliers and competitors. These included Lindburg Seeds, Vesey's, Stokes, Gill Bros. Seed Company, Robertson Seeds, Burpee, Ferry Morse, Keith's Seeds, Harris Seeds, and the Dominion Seed House. Fonds also includes a number of catalogues from companies that became part of McKenzie Seeds, such as McConnell, Brett-Young Seeds and Pike & Co. The McKenzie catalogues from approximately 1901 to 1915 are particularly high in production values.

Within the sub-series a variety of seed packets, divided into vegetables, flowers and herbs, sold by McKenzie Seeds/McKenzie Steele Briggs Seeds are included. In addition, there are also seed packets sold by Steele Briggs, Pike & Co., Card Seed Co. (Fredonia, N.Y), McFayden Seeds, and Wm. Reenie Seeds.

This sub-series also includes sales literature used by McKenzie Seeds, McKenzie Steele-Briggs Seeds, and McFayden Seeds. Some of the McKenzie literature is in French. In addition, there is some sales literature from America and Europe, particularly Holland and Denmark.

As well, the sub-series contains three miscellaneous papers, dealing with marketing. The Salesman's Booster, and The Salesman's Manual, were both edited and/or written by A.E. McKenzie. The third paper is a survey by D.N. Whittam entitled An Independent Survey and Analysis of the U.K. Seed Market with recommendations for launching a new brand for McKenzie Steele Briggs Seeds, Brandon, Manitoba'.

This sub-series also includes one file containing contracts between McKenzie Seeds and the Mortimer Co. Ltd. pertaining to the printing of the McKenzie Catalogue from 1926-1933.

The sub-series is divided into four sub sub series, including: (1) Catalogues; (2) Seed Packets; (3) Miscellaneous Sales Literature Documents; and (4) Miscellaneous Marketing Papers/Reports.

Notes:

Specific dates for some of the catalogues in this series can be found below.

McKenzie Catalogues -- 1897-1898, 1900, 1904-1906, 1908-1912, 1914-1933, 1961, 1964-1966

McFayden Catalogues -- 1933-1935, 1954-1959, 1961-1966, 1968-1974, 1978-1995

Pike & Co. -- 1957-1970, 1972-1984

McConnell -- 1990-1995

Brett-Young Seeds -- 1974

Storage Location:

RG 3 A.E. McKenzie Company fonds  
McS 2 Office of the President/General Manager

Related Material: Information on both McKenzie Seeds catalogues and The Salesman's Booster are located in the A.E. McKenzie Seed Co. Ltd. fonds in Series 2 (Office of the President/GM), sub-series 2 (J. Lasby Lowes). File 2 contains materials relating to The Salesman's Booster while files 8 (Tape 22), 9, 10 (Tape 23) and 34 include information relating to McKenzie seed catalogues.

Additional information about the printing of the McKenzie catalogue and seed packets can be found in the A.E. McKenzie Seed Co. Ltd. fonds in Series 2 (Office of the President/GM), sub-series 1 (A.E. McKenzie) in the file of correspondence between McKenzie and The Mortimer Co.

Originals and reproductions of various catalogues and sales literature are located in Series 6 (Miscellaneous), sub-series 1 (Centennial Exhibit) of the A.E. McKenzie Seed Co. Ltd. fonds.

Arrangement:

The sub-series is arranged as follows:

Catalogues (1897-1995; 51 cm)  
Seed Packets (c. 1939-c.1990's; 64 cm)  
Miscellaneous Sales Literature (no dates; 24 cm)  
Miscellaneous Papers (1928, 1942, 1981; 2.3 cm)



## Reference library

<http://archives.brandonu.ca/en/permalink/descriptions4322>

Part Of: RG 3 A.E. McKenzie Company fonds  
Description Level: Sub-series  
Series Number: McS 2 2.6  
GMD: textual records  
Date Range: 1905-1978  
Physical Description: 20 titles; 39.7 cm of records

History /

Biographical:

See series level description of the administrative history of the Office of the President/General Manager

Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

Scope and Content:

This sub-series includes publications covering a variety of topics related to the seed industry and/or McKenzie Seeds. Publications include:

1. Building Bigger Business/by Charles Austen Bates. Winnipeg, 1925, 4 pp.
2. Business Correspondence/ by C.A. Burt. Chicago, 1905, 221 pp.
3. The Production of Timothy Seed in Alberta/ by H. A. Craig. Edmonton, [no date], 8 pp.
4. Sweet Peas for All Purposes/by A. J. Macself. London, [no date], vi, 84 pp.



5. Growing Quality Beans in Manitoba/by the Manitoba Department of Agriculture, 1976, 12 pp.
6. 1979 Field Crop Recommendations for Manitoba/by the Manitoba Department of Agriculture. Winnipeg, 1979, 69 pp.
7. The Canada Year Book 1915/by the Minister of Trade and Commerce. Ottawa, 1916, xvi, 707 pp.
8. 1974 Vegetable Production Recommendations/by New York State College of Agriculture and Life Sciences, 36 pp.
9. Lawn Care: A Bulletin Service for Turf Enthusiasts/by O. M. Scott & Sons Co. Marysville, Ohio, August 1928 - 1943(?), plus index
10. 1965 Guide to Chemical Weed Control/by the Ontario Department of Agriculture. Toronto, 1965, 67 pp.
11. 1968 Ontario Vegetable Production Recommendations/ by the Ontario Department of Agriculture and Food. Toronto, 1968, 47 pp.
12. 1978 Vegetable Production Recommendations/by the Ontario Ministry of Agriculture and Food. 72 pp.
13. The Canadian Newspaper Directory, seventh edition. Montreal, 1911, xx, 138 pp.
14. The Shareholders' and Directors' Manual/by J. D. Warde. Seventh edition. Toronto, 1907, 617 pp.

THE BUSINESS MAN'S LIBRARY:

15. The Business Man's Library, volume II - Business Correspondence/ by Glenn S. Noble, et al. Chicago, 1907, 221 pp.
16. The Business Man's Library, volume III - Cost of Production/ by Alexander H. Revell, et al. Chicago, 1907, viii, 196 pp.
17. The Business Man's Library, volume V - Book on Buying/ by H.T. Kett, et al. Chicago, 1907, 216 pp.
18. The Business Man's Library, volume VI - Organizing a Factory/ by Clinton E. Woods. Chicago, 1907, 190 pp.
19. The Business Man's Library, volume VII - Book on Advertising/ by Truman A. DeWeese. Chicago, 1907, v, 165 pp.
20. The Business Man's Library, volume X - Accounting and Office Methods/ by W. Vernon Booth, et al. Chicago, 1907, v, 136pp, plus 45 p. index.

Storage Location:      RG 3 A.E. McKenzie Company fonds  
                                       McS 2 Office of the President/General Manager



## Miscellaneous publications/correspondence

<http://archives.brandonu.ca/en/permalink/descriptions4323>

Part Of: RG 3 A.E. McKenzie Company fonds

Description Level: Sub-series

Series Number: McS 2 2.7

GMD: textual records

Date Range: c. 1975-1983

Physical Description: 0.3 cm

### History /

#### Biographical:

This artificially created sub-series consists of records related to the office of the President/General Manager that did not fit into any of the preceding sub-series.

#### Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

#### Scope and Content:

The sub-series includes photocopies of articles on A.E. McKenzie and Keith Guelpa, Pat Kelleher's resignation as President of McKenzie Seeds (1975), as well as correspondence from Bill Moore's term as President.

Storage Location: RG 3 A.E. McKenzie Company fonds  
McS 2 Office of the President/General Manager



## McS 3 Acquisitions

<http://archives.brandonu.ca/en/permalink/descriptions4324>

Part Of: RG 3 A.E. McKenzie Company fonds

Description Level: Series

Series Number: McS 3

GMD: textual records

Date Range: 1883, 1931-1979

Physical Description: 44 cm

History /

Biographical:

This is an artificially created body of records dealing with four firms acquired by A.E. McKenzie Seed Co. Ltd. An administrative history for each company can be found below.

Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

Scope and Content:

Included within the sub-series are financial records, correspondence, merger documents, miscellaneous documents and records. Not all of the companies contain the same categories of information. This series is sub divided into each of the major companies acquired by McKenzie Seeds throughout its years of operation. The sub-series include: (1) Brett-Young/Sabetha Seed Companies; (2) Steele Briggs Seed Company; (3) Pike and Co.; and (4) McFayden Seends.

Storage Location: RG 3 A.E. McKenzie Company fonds  
McS 3 Acquisitions



## Brett-Young Seed Company/Sabetha

<http://archives.brandonu.ca/en/permalink/descriptions4326>

Part Of: RG 3 A.E. McKenzie Company fonds  
Description Level: Sub-series  
Series Number: McS 3 3.1  
GMD: textual records  
Date Range: 1953-1976  
Physical Description: 4 cm

### History /

#### Biographical:

In 1971, A. E. McKenzie Seeds Co. Ltd. acquired Brett-Young Seeds. Based out of Winnipeg, Brett-Young dealt exclusively in Field seeds. The price of the company was based on 75% of the booked pre-tax profit for a five-year period starting in 1972, with a minimum price of 1.3 million. In 1975, the company was sold to Manitoba Pool Elevators for 1.76 million plus inventory. However, while McKenzie Seeds owned the company, it generated 2.3 million in profits, 75% of which was paid to the previous shareholders.

#### Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

#### Scope and Content:

Sub-series consists of financial statements, board minutes and documents, including return of information and particulars under the Companies Act of Manitoba and notices of the change of directors. Correspondence in the sub-series deals largely with the resignation of the directors of Brett-Young Seeds. Records dealing with the sale of Brett-Young Seeds to Manitoba Pool Elevators are also included. The sub-series also includes one file of documents relating to the Sabetha Seed Co.

The sub-series is divided into two sub sub series, including: (1) Correspondence; and (2) Financial.

Storage Location: RG 3 A.E. McKenzie Company fonds  
McS 3 Acquisitions

Related Material: One document relating to Brett-Young Seeds and McKenzie Seeds is located in Series 1 (Board of Directors), sub-series 1 (Documents).

Historical information regarding Brett-Young Seeds is located in Series 2 (Office of the President/GM), sub-series 2 (J. Lasby Lowes), Historical Topics file 11 (Tape 24).

The 1974 catalogue for Brett-Young Seeds is located in Series 2 (Office of the President/GM), sub-series 4 (Marketing).

Sales literature and catalogues for Brett-Young Seeds are located in Series 5 (Miscellaneous), sub-series (Centennial Exhibition) in the file entitled Acquisitions Booklet.

## Steele Briggs Seed Co. Ltd.

<http://archives.brandonu.ca/en/permalink/descriptions4327>



Part Of: RG 3 A.E. McKenzie Company fonds  
Description Level: Sub-series  
Series Number: McS 3 3.2  
GMD: textual records  
Date Range: 1893, 1931-1979  
Physical Description: 25.7 cm

History /  
Biographical:

On November 11, 1971, A. E. McKenzie Co. Ltd. acquired Steele Briggs Seed Co. Ltd., Rennie Seeds, and the Canada Seed Co. from Maple Leaf Mills Limited of Toronto, Ontario. The purchase included the packet seed business and most of the brand names and trademarks of the above companies as well as the Steele Briggs properties in Winnipeg and Regina, and all of the equipment in their Toronto location. This same location was leased by A. E. McKenzie Co. for a number of years. As a result of the acquisition of Steele Briggs, the name of A. E. McKenzie Co. was modified to A.E. McKenzie Co. Ltd. - Steele Briggs Ltd; each company continued to operate under its respective trade names in the marketing of Garden Seeds, Lawn Grass and other product lines across Canada.

The Steele Briggs Seed Co. was founded in 1873 in Toronto, although at the time of its inception, the company, which was a small retail seed store, was known as Steele Brothers and Company. Two of the company's founders, Mr. R. C. Steele and Mr. S. E. Briggs, were already involved in a grocery and produce business in Oshawa, Ontario together.

From the first store at 23 East Market Street, Toronto, Steele Briggs moved into a new warehouse at the Southeast corner of Front and Jarvis Streets in 1887. However, by 1888, new premises were required due to the rapid growth of the company, and a warehouse was leased at 107 Front Street East. Five years later, a separate store was opened to manage the local retail and mail order sections of the business at 132 King Street East. The annual increase in trade, however, made the construction of a new five-story building necessary in 1911-1912.

By 1902, the volume of business the company was receiving from Western Canada led to the establishment of a branch house in Winnipeg. Further expansion occurred in 1922, when Steele Briggs purchased a large warehouse and Seed Cleaning elevator at Regina in order to more adequately deal with the demands of the Western Provinces of Alberta and Saskatchewan. In 1933, a branch house was opened in Edmonton, and in 1956 one was established in Vancouver.

In its formative years, prior to the 1930's, the management group was comprised of a number of well-known businessmen. These included: Mr. J.S. Steele, Mr. E. F. Crossland, second Vice-President and General Manager, Mr. W. D. Steele, first Vice-President and Manager of the List Seeds Department, Mr. C. J. Turnbull, General Manager of the Western houses and Seed Grain supplies, Mr. R. S. Ferguson, Assistant Manager of the Catalogue and Wholesale trade located in Winnipeg, and L. B. Robinson, Assistant Manager and Accountant at Regina.

Sometime between 1944-1948, Mr. W. D. Dack was appointed President of Steele Briggs, and, in 1951, he announced new executive appointments to the company. Mr. George F. Boyd was appointed Manager of Steele Briggs' Regina branch and later supervisor of all Western branches as Vice-President in charge of Western Canada Operations. Mr. C. S. Beattie was appointed Secretary Treasurer of the company. In June of 1964, D. H. MacKay, E. R. Seede of Regina and Tom Gray of Edmonton, were named to the Company's Board of Directors.

For many years Steele Briggs published and distributed a retail catalogue, the first was published in 1875.

Rennie Seeds Ltd. was founded by William Rennie in 1870 and incorporated in 1905. It was located in a small store at Adelaide and Jarvis Streets in Toronto. Following the death of Mr. Rennie, the business carried on under the leadership of his son Thomas Rennie, and subsequently under Thomas Rennie's son-in-law K. J. Harrison. The date upon which Steele Briggs acquired Rennie Seeds has not been established.

The Ferry Seed Company, which operated primarily in Eastern Canada, was bought by the Steele Briggs Seed Co. in 1926, effectively ceasing all operations under the Ferry name.

Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

Scope and Content:

Sub-series consists of financial records, miscellaneous documents, including some correspondence and files relating to the merger of Steele Briggs Seeds and McKenzie Seeds. Information regarding the Canada Seed Company can also be found in the sub-series.

The sub-series also contains a scrapbook (500 pages; 24 x 28 x 6 cm) dealing with Steele Briggs Seeds and the seed industry. Items in the scrapbook include newspaper/magazine clippings dealing with executives of the company (including the death of prominent members), commentaries on the seed industry and seed varieties and a number of general interest columns. A copy of the painting "A Gateway to Canada's Granary, Winnipeg 1872" by J.D. Kelly is also included. Photographs, magazine advertisements, correspondence and writings on seed varieties are also located in the sub-series. A page level inventory of the types of seeds included is available for the scrapbook.

A copy of the 1893 Steele Briggs catalogue is also contained within the sub-series. Special attention should be paid to the color covers included near the beginning of the book.

The sub-series is divided into five sub sub series, including: (1) Merger; (2) Financial; (3) Miscellaneous; (4) Canada Seeds; and (5) Scrapbook.

Storage Location: RG 3 A.E. McKenzie Company fonds  
McS 3 Acquisitions

Related Material: Historical information relating to Steele Briggs Seeds is located in the A.E. McKenzie Seed Co. Ltd. fonds, Series 2 (Office of the President/GM), sub-series 2 (J. Lasby Lowes), Historical Topics, file 10 (tape 23) and file 11 (tape 24).

Sales literature and seed packets for Steele Briggs Seeds are located in the A.E. McKenzie Seed Co. Ltd. fonds Series 2 (Office of the President/GM), sub-series 4 (Marketing).

One photograph of Steele Briggs Seeds can be found in Series 5 (Photographs) in the sub-series 5.17, Steele Robertson/Steele Briggs of the A.E. McKenzie Seed Co. Ltd. fonds. There is also a Steele Briggs poster located in oversized drawer # 4.

In Series 6 (Miscellaneous) of the A.E. McKenzie Seed Co. Ltd. fonds, under the Centennial Exhibition, there is a folder for Steele Briggs containing various records/documents for the company that were used in the display.



## Canada Seed Company

<http://archives.brandonu.ca/en/permalink/descriptions4328>

Part Of: RG 3 A.E. McKenzie Company fonds

Description Level: Sub sub series

Series Number: McS 3 3.2.4

GMD: textual records

Date Range: 1967-1979

Physical Description: 2.5 cm

### History /

#### Biographical:

The Canada Seed Company was formed in 1913 by Mr. R. C. (Clark) Steele at Hagersville, Ontario with the intent to process and export farm seeds. However, in later years, the company branched out into the Garden Seed business. Early in the 1930's, R. C. Steele merged his company with the Steele Briggs Seed Co., which was owned by his brother Walter D. Steele. Following the deaths of W. D. Steele and E. F. Crossland, R. C. Steele was elected President of Steele Briggs.

A few years later, Vancouver interests took over the seed companies under Steele Briggs, including the Canada Seed Company. At this time, R. C. Steele retired from the company to form Steele Robertson Co., headquartered in Edmonton. W. D. Dack was appointed President of Steele Briggs. In June 1951, W. D. Dack took control of company operations from the Vancouver interests and, in 1961, the Steele Briggs Seed Co. purchased the Rennie Seed Co.

#### Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

#### Scope and Content:

This sub-series contains the resignation of A.J. Maruca as an officer and director of Canada Seeds Ltd. and a report on operating results for the nine-month period ending February 28, 1967. The remainder of the records in this sub-series are financial statements prepared by Meyers Norris Penny & Co.

The sub sub series is divided into two sub sub sub series, including: (1) Financial; and (2) Miscellaneous.

Storage Location: RG 3 A.E. McKenzie Company fonds

McS 3 Acquisitions

3.2 Steele Briggs Seed Co. Ltd.

#### Related Material:

Historical information regarding Canada Seeds Ltd. is located in Series 2 (Office of the President/GM), sub-series 2 (J. Lasby Lowes), Historical Topics file 10 (Tape 23) and file 11 (Tape 24) of the A.E. McKenzie Seed Co. Ltd. fonds.



## Pike & Co.

<http://archives.brandonu.ca/en/permalink/descriptions4329>

Part Of: RG 3 A.E. McKenzie Company fonds

Description Level: Sub-series

Series Number: McS 3 3.3

GMD: textual records

Date Range: 1982

Physical Description: 0.2 cm

### History /

#### Biographical:

It has been impossible to establish an administrative history for Pike & Co. other than that it was a small distributor of packet seeds located in Edmonton, Alberta. The acquisition was made in 1982 on the recommendation of McKenzie President William Moore. In 2001, Pike & Co. continued to be a part of the mail order division of McKenzie Seeds.

#### Custodial History:

See fonds level description of custodial history of A. E. McKenzie Seed Co. Ltd.

#### Scope and Content:

This sub-series consists of one file containing a proposal to acquire shares of Pike & Co., and a document entitled organizational shares.

Storage Location: RG 3 A.E. McKenzie Company fonds  
McS 3 Acquisitions

Related Material: Financial records for Pike & Co. for 1983 are located in Series 1 (Board of Directors), sub-series 5 (Financial) of the A.E. McKenzie Seed Co. Ltd. fonds in the file entitled 'Complete Financial Record 1983, McKenzie Seeds'.

Catalogues and seed packets for Pike & Co. are located in Series 2 (Office of the President/GM), sub-series 4 (Marketing) of the A.E. McKenzie Seed Co. Ltd. fonds.

The book "By Gossip and Myth" by Prof. George MacDowell in Series 6 (Miscellaneous), sub-series 2 (Miscellaneous Publications) of the A.E. McKenzie Seed Co. Ltd. fonds, also contains a small amount of information regarding the purchase of Pike & Co.