

means, having for some time been engaged in the lumber business in Minnesota. Their cut this year was in the neighborhood of five million feet.

THE HANBURY MANUFACTURING COMPANY.

Mr. J. Hanbury, whose portrait appears on this page, is the head of the firm known as The Hanbury Manufacturing Company, and unquestionably stands in the front rank of Brandon's enterprising and successful business men. Although perhaps he has done no more for himself or for those about him, than others have done or could have done under similar circumstances, yet he at no time has been slow to turn his opportunities to the best possible advantage. The secret of his success cannot be attributed to luck or superabundance of golden opportunities, he having perhaps encountered but his fair share of these, but rather to his capacity of recognizing such opportunities; to his fearlessness in attempting promising enterprises and in pushing them to their fullest extent; to his keen business management and excellent executive ability; and lastly, though by no means least important, his business sympathy or capacity to appreciate that others

pairs and improvements, he operated in connection with his contracting. He thus found himself in a better position for business than ever before, and during the following interval up to 1894 he erected many of the town's finest buildings, including the large post office, general hospital and Merchants' bank.

Through all these years he never shrank from heated activity, but proved himself an accurate calculator, an efficient and inspiring manager, and an ardent worker. Seldom was he avoidably absent from the scene of active operations, but at all times was ready to lend an active hand himself, whenever occasion required it. During this last mentioned year, when the retailing of lumber became a leading factor with him the contracting business was allowed to lapse considerably, although not altogether, owing mainly to the impossibility of personal supervision. But even in this present year he erected five of the finest residences in the town.

With more concentrated attention to the development of his lumber business, the hoped for result was attained, for not only did the Hanbury yards become the leading retail market, but they at the same time rapidly grew to be the source of extensive wholesale shipments to an ever increasing area, until now Mr. Hanbury

Brandon, and of that exception, namely coal, he is the heaviest local dealer. The handling of this fits in well during the winter months, when the lumber trade is necessarily more or less slack, and helps to keep the teams occupied, thus never allowing the activity about the premises to materially diminish. The Canadian Anthracite coal mined in Alberta is mainly handled, and of this the large sheds have been full since the middle of August, ready for the coming of the cold weather.

As has been mentioned, American pine has



MR. J. HANBURY.



D. E. SPRAGUE—INTERIOR VIEW OF OFFICE.

are at the same time struggling alongside of himself for a place.

Removing, in 1882, from Ontario to Brandon, when it was but a village on the prairie, for the most part unbroken, he started in an unpretentious way as a contractor and builder, which business he followed exclusively until 1889. During seven years he succeeded in not only accumulating a reasonable share of wealth, but also, and what is better, established for himself a reputation for honesty and reliability, which formed the first round in that ladder of success which he is still rapidly climbing.

During the summer of 1889 Mr. Hanbury purchased a planing mill which had been abandoned as unprofitable, and which, after extensive re-

might be called the "lumber king of Manitoba."

Until the spring of the present year the rough pine product, imported from Minnesota, was handled almost to the exclusion of other varieties, though the British Columbia cedar and fir composed a large share of the finishing material, as indeed they continue to do. Other material in the line of lime, paper, brick, etc., have all along been extensively carried, and for the first time this year a full line of builders' hardware was put in stock. With this last addition it is possible to obtain from this firm anything and everything which ordinarily may be said to be requisite for the construction of a building.

Building material, with one exception, is all that claims his attention at his headquarters at

all along been the staple commodity of the firm, but with the opening up of this season Mr. Hanbury, with his wonted ability to see and grasp a good thing, succeeded in taking over the entire business of the Assiniboine Lumber Co., of Brandon, including yards, containing three million feet of manufactured spruce and tamarac, lumber sheds, saw mill, winter's cut of logs, seventy-five thousand feet in lumber, timber limits, with all utensils and appliances for operating same, and a large branch yard and hardware store in the town of Hamiota. This last mentioned makes the second of his branch establishments, the other being in Virden, and having been purchased some time since. This extension, added to his already well developed trade, at once placed Mr. Hanbury in the rank of Canada's prominent lumbermen. While it naturally means that the American article from now on will be a side line, yet, from the following rough summary, it can easily be seen that there is abundance of scope for enterprise and expansion in connection with the home grown material.

The saw mill has a capacity of from thirty to forty thousand feet of lumber per day of ten hours, and this year never was idle day or night from the beginning of operations in June until the 25th of August, when the last log was converted into lumber. The conducting of this—the planing mill, yard, warehouse and teaming—involves the employment of over one hundred and fifty men, with an aggregate monthly wage of from \$4,500 to \$5,000. The shipping capacity, outside of local freight, in the way of sash, doors, etc., during the present summer has been from six to ten cars per day, having for their destination points east as far as Portage la Prairie, west to Medicine Hat and south to the border, cover-