



The men who are doing the *big things* to-day, are the men *who think for themselves*.

The men who think *for themselves*, think *about themselves*.

All men who are making reputations, know the value of personal appearance.

They use the GILLETTE, and look the whole world in the face with clean shaven faces.

The Gillette face is the sign of success.

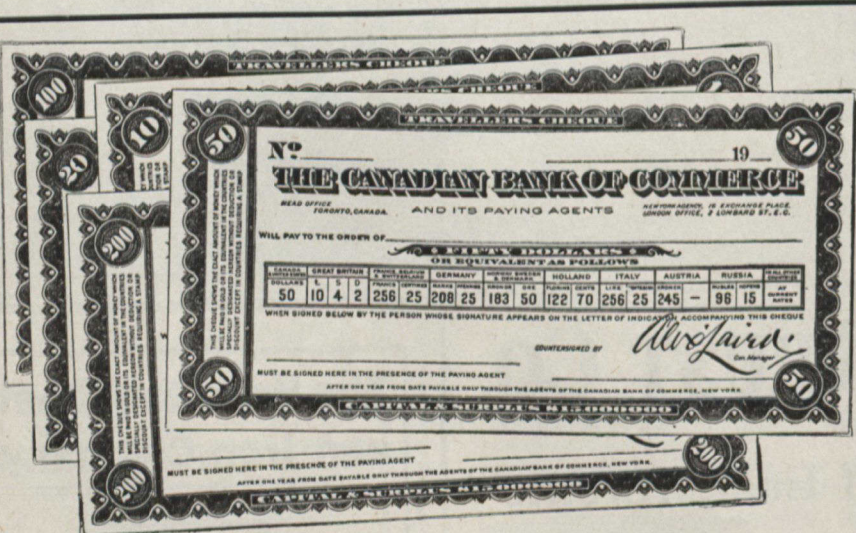
You are in company with the biggest men on the continent when you shave with the GILLETTE.

This is the new Gillette Sign, displayed by dealers handling Gillette Razors and Blades.

Look for the sign—look at the Razor. The dealer displaying this sign will gladly point out the unique features of the Gillette—or write us for descriptive booklets.



Gillette Safety Razor Co. of Canada, Ltd.
MONTREAL



FACSIMILE OF . . . **TRAVELLERS' CHEQUES**

ISSUED BY

The Canadian Bank of Commerce

These cheques are a most convenient form in which to carry money when travelling. They are **NEGOTIABLE EVERYWHERE, SELF-IDENTIFYING** and the **EXACT AMOUNT PAYABLE** in the principal countries of the world is shown on the face of each cheque.

labour he is paying put in the time on the job.

* * *

OUR old friend Wool never seems to get settled. You may juggle with the surtax and the ordinary tariff; the preferential and the favoured nation clause; but no matter what happens on the chessboard of the tariff tinkers wool always seems to be up against it in Canada. The farmers say they want higher prices for Canadian wool. They point out that the United States farmer gets higher prices for his wool than the Canadian farmer gets; that wool enters Canada almost duty free, while there is a tariff on all woollen manufactures. They allege protection for the manufacturer and free trade for the farmer. Why? The manufacturer answers that the farmer is misinformed. What the Canadian woollen manufacturer prays to be relieved of is free trade in woollens, which permits British wools to cover the country, and keeps the Canadian factories on half time. An adequate duty on woollens would build up the Canadian industry so that the Canadian manufacturer could pay better prices for Canadian wool and keep the Canadian sheep on the farm. So this also is a five-cornered game; in which Canadian wool, United States wool, British woollen factories, United States factories and British looms are the corners. It has never yet been negotiated to suit everybody. It probably never will be. Wool is the standing enigma of protection in Canada.

* * *

CENSUS figures are sometimes very disquieting—even in prosperity. There is some difference of opinion between the farmers and the general public on the question of United States capital investment in factories in Canada and United States immigration of capital into Canada. About two hundred millions of United States capital are invested in United States enterprises in Canada selling goods to Canadians which might be kept out under the tariff, buying Canadian labour and using Canadian raw material. But in one year about half this amount of money was fetched into the country by ninety thousand United States farmers who spent the money on the land. The farmer out West thinks the money spent on the land is O.K. He has his doubts about the benefit of the same money spent on United States factories in Canada employing Canadian labour and using Canadian raw material. He would probably prefer to let all the money go on the land, and let the United States goods in at such a low duty that the Canadian labourers would be forced to go on the land. Thus we should have a nation of farmers who would get most of their goods from foreign countries. "Back to the land" is a very good slogan. But it won't stand overworking.

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THE industrial crowd on the cover of this issue is a group of exceedingly great interest. A similar photograph might have been taken in a hundred other places in Canada. The ordinary observer, asked where that crowd gets its pay envelopes, might guess Montreal, Toronto or Hamilton. He might guess another three before mentioning Winnipeg. But a Winnipeg crowd it is; and probably as conglomerate a crowd in the matter of language as could be found on any pay-roll in the world. There must be at least twenty languages spoken by that crowd. The foremen and the bosses are probably expert linguists, or else the foreign employees have learned the rudiments of English enough to know when it is necessary to hustle.

Hotel York

New York



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Seventh Ave., Cor. 36th St.
EUROPEAN PLAN

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\$2.00 to \$4.00, with private bath

Occupies the geographical centre of the city, near the vortex of travel. Within from one to five minutes' walk of twenty-one theatres. Cars pass the door, and within five minutes of all the large retail shops. Norman Grill Room. Cuisine of superior excellence. Moderate prices.

H. G. WILLIAMS, Manager

The Queen's

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has been patronized by their Royal Highnesses Prince Leopold and the Princess Louise, the Marquis of Lorne, Lord and Lady Lansdowne, Lord and Lady Stanley, Lord and Lady Aberdeen, Lord and Lady Minto and the best families.

300 rooms, 120 of them en suite with bath, long distance telephone in every room; elegantly furnished throughout, cuisine and service of the highest order of excellence.

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American Plan \$3.00 to \$5.00.

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\$150,000.00 spent upon Improvements

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(Home of the Epicure)

MONTREAL

European Plan \$1.50 up.

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—Fireproof—

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Hotel Mossop

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F. W. Mossop, Prop.

European Plan. Absolutely Fireproof

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Rooms without bath, \$1.50 up

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Palmer House

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H. V. O'CONNOR, Prop.

RATES

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SANDERSON'S SCOTCH

"MOUNTAIN DEW"

POSITIVELY THE FINEST WHISKY IMPORTED