

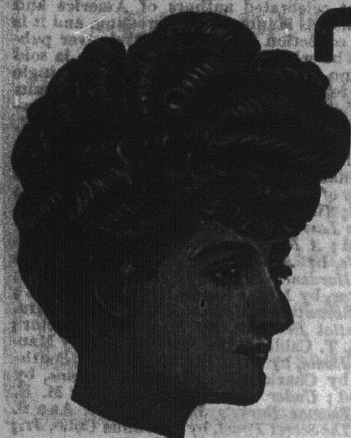


LEAD THEM ALL IN QUALITY

Heavy coiled steel wire fence, hard steel wire lock that does not rust or slip and kinks both wires. All heavily galvanized and is replacing other makes of fencing using lighter gauged wire. Can be erected as cheaply as barb wire and DOES NOT INJURE STOCK.

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The Great West Wire Fence Company, Ltd.,  
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### The Queen of Beautiful Women.

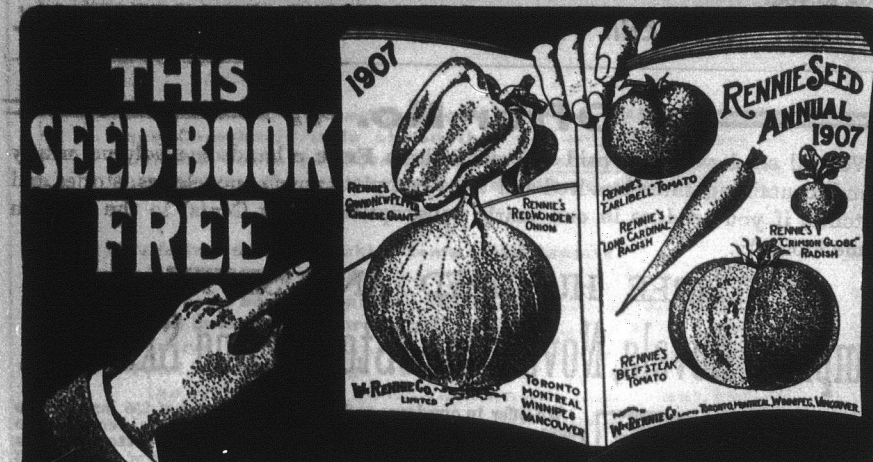
No matter what your age may be, if your hair is abundant and becomingly dressed, you possess a treasure of feminine beauty. Fashion or insufficiency demand the help of the artist en cheveux and as such the "Maison" JULES & CHARLES take the foremost position in Canada. Their latest charming novelties—

The Parisian Tout au Tour Transformations on featherweight hair constructions.

The Largest Stock of En Tout Cas Wavy Switch, Fronts, Pompadours, Waves, Men's Toupees and Wigs of unapproachable quality.

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### THE RENNIE SEED ANNUAL

EVERY farmer and gardener should at once secure a copy of the North-west edition of the Rennie Seed Annual.

It is easily gotten—a postal card will bring it to your home.

Why not write to-day?

WM. RENNIE Co., Limited, WINNIPEG.

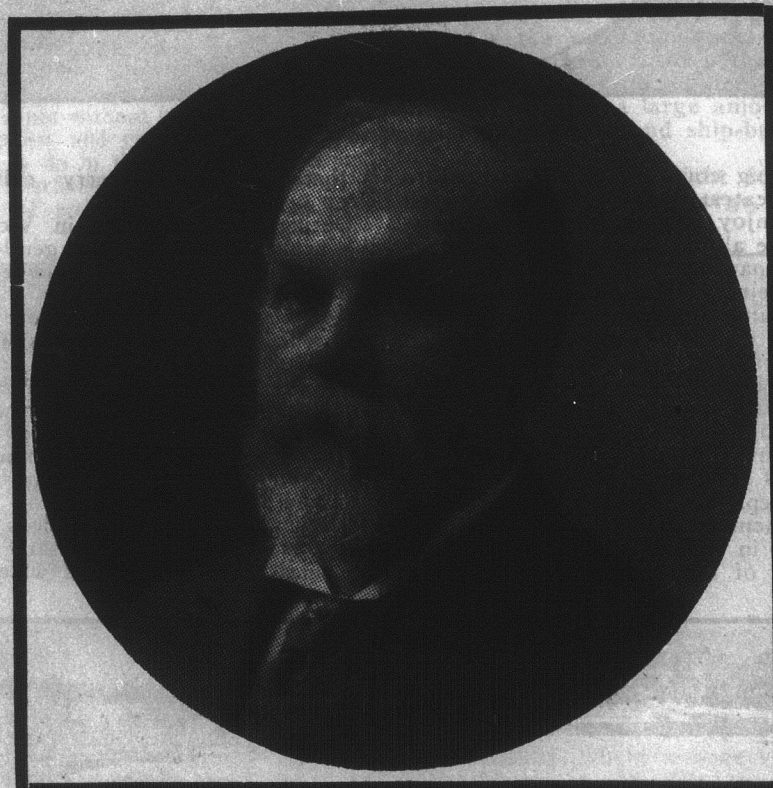
Canada who will go to Vancouver Island each year.

The writer was in Victoria in January when the excursionists from Winnipeg and Western Canada arrived via C.P.R. They comprised farmers, merchants, business men and speculators, almost all of them had gained a competence and had enough money saved up to retire on. They were in Victoria to size up the place and if they found it to their liking to remove there permanently.

To those who have a fair share of this world's goods laid by, and desire to take it easier for the balance of their days, Victoria, with its beau-

tiful climate and unmatched scenery has many attractions. Canadians who have acquired wealth in this country on the prairies in Western Canada and who wish to retire and take things easier, will find many charms for them in the cities on the Pacific coast in Canada close to the salt water in a salubrious climate.

It would be more patriotic for them to go and spend their money there, under the flag where they acquired their wealth than to go elsewhere. The man who goes to British Columbia with means can find plenty of opportunity for profitable investment there just now.



TIMOTHY EATON, the late merchant prince, who died at Toronto, January 31, 1907.

The capacity and the desire to accomplish enduring work is the measure of human greatness. Therefore, Mr. Timothy Eaton was a great man. It is the fashion to believe that only statesmen, writers and artists can be great, but we venture to assert that many of the high qualities of mind found in the Gladstones, the Tennysons and the Meissoniers are evident in the intellectual equipment of a man who can attain notable success in the commercial world. That Mr. Eaton's success was notable, even phenomenal, none can deny. The business did not happen. It did not grow by mere luck. Every advance was the result of close reasoning, wide knowledge and unfaltering faith on the part of the proprietor. Keen imagination pictured to him the possibilities of the future, yet he tested every dream by the cold logic of figures before he sought to make it a reality. It is true that in many cases he must have walked by faith, rather than by sight, but his faith was buttressed by accurate and abundant knowledge of commercial conditions and by a certain appreciation of the needs and wants of the public. Any man with money or credit can stock a store, but it takes a genius to select only those goods that the public is anxious to buy. Mr. Eaton knew his patrons. He had laid bare before his eyes their psychological processes. Accordingly he could appeal through the press to those patrons with confidence. This was not a gift. It was acquired little by little—in the Irish draper's shop where he served his apprenticeship, in the little stores in Kirkton and St. Mary's, and later in Toronto. He learned the peculiarities of humanity, and by years of patient experiment secured in his own mind a picture of "the average man" or "the average woman." To this composite of humanity he made his appeal. No wonder he succeeded. He was in some degree a man of one idea. He had put his brains into the

business and he lived to see the result of his close application and his mental toil in their immense stores, which are a credit not only to Toronto and Winnipeg, but to the whole of Canada.

But it was not only knowledge of men and knowledge of dry goods that brought success. He knew how to organize his business. His three thousand employees might have been a mob. Instead they are an army, well drilled, well officered, and ready for any emergency. So careful and so complete is the organization that the proprietor could learn at a moment's notice the capabilities and the record of any employee. His managers, buyers and foreign representatives are just as much under orders as the captains and lieutenants of a regiment, and over all, sat this keen-eyed man of intellectual pre-eminence a general, as much the master of the situation as Napoleon at Austerlitz. The business remains an enduring monument to the ability, the industry and the wisdom of its late President. He was a just man. He did not lack the rough-and-ready manner of the Irishman, but the certainty that every employee would be treated with fairness made his staff thoroughly loyal.

In private life Mr. Eaton was known as a man whose benevolences were large and widespread. He will be missed by many charities, which had reason to bless his name, as well as by the retail business men of Toronto among whom he stood pre-eminent. His sons have inherited his commercial aptitude and in their hands the great business is secure.

Time Has Tested It.—Time tests all things; that which is worthy lives; that which is inimical to man's welfare perishes. Time has proved Dr. Thomas' Eclectic Oil. From a few thousand bottles in the early days of its manufacture the demand has risen so that now the production is running into the hundreds of thousands of bottles. What is so eagerly sought for must be good.

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