

This young Canadian went out among the traders who were coming to make ready for their long trips north, seeking work to do. His first job presented itself in the form of a metal frame dash board—the first of its kind in the settlement—sadly in need of a covering. He had obtained the "contract" but procuring the wherewithal to execute it was a different matter. The harness shop, situated on the site of the present Winnipeg City Hall, not only refused him credit for a few hours to enable him to do the work, but the owner ordered him off the premises after passing some unparliamentary remarks about the would-be customer's general appearance. Now, our friend by this time was becoming somewhat acclimatized, and while ready to acknowledge the right of the proprietor of the shop to deny him a "line of credit," yet he declined to allow him the privilege of handing out abuse as a substitute, winding up by telling the gentleman in charge in true Western style his candid opinion of him, closing with the remark that he was in Winnipeg to stay, having cultivated a liking for the place, where he not only intended to make a living, but to build up a bigger business than the other ever dreamt of, the "bout" concluding with the knock-out punch "I mean every word of this and I am going to do it." He tried another saddlery shop, where he received more humane treatment, obtaining the leather, needles and thread "on time" and he completed the job to the entire satisfaction of his client, netting the sum of two and a half dollars. After this day, jobs followed jobs until a small store was essential, which not only served as a workshop, but a residence as well. There he worked until the small hours of the morning, having very little rest during that year, when he saved three thousand dollars as the result of his labors.

We should here mention that on leaving Fort Edmonton he tacked on the door of his shack a card bearing his name and giving Winnipeg as the address with the additional information that the property belonged to him. He afterwards sold that shack for sixteen hundred dollars, and the Grand Trunk Pacific built a large hotel just adjoining the site. Fort Edmonton is better known to-day as the prosperous City of Edmonton.

That young man is now the head of the largest business of its kind in the world. He is Mr. E. F. Hutchings, president of the Great West Saddlery Co., Ltd., Winnipeg. Mr. Hutchings, who is in daily attendance at his office, still sees to it that the quality of work which secured for him and

his goods the well-merited patronage of western farmers and all western users of harness saddlery, is kept up to the standard of excellence for which alone the "Horse Shoe Brand" is renowned.

During the past year the Great West Saddlery Co., Ltd., added an Auto Accessories Department to its other lines and a few months ago took over the Winnipeg branch of the well-known auto supply firm of John Millen & Son. A complete line of all accessories is always in stock.

In addition to the numerous other positions occupied by Mr. Hutchings he is chairman of the City of Winnipeg Sinking Fund Board, an appointment held now



E. F. HUTCHINGS,
President Great West Saddlery Co.

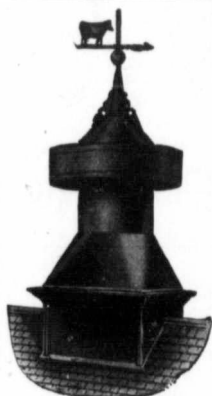
for twenty-six years. This in itself establishes a record that will take a lot of beating.

The products of the Great West Saddlery Co., Ltd., are known from coast to coast, and there is scarcely a farmer in Western Canada but what has benefitted by their product. Many of Winnipeg's largest industrial and financial institutions have profited from the advice and ability of Mr. Hutchings. He was a pioneer, a developer, and is to-day enjoying the well-earned fruits of his labor.

The Healing Heart

The doctor turned from the telephone with a slightly harassed air. "The line's very bad," he said; "this chap doesn't seem able to hear me at all; but he keeps on saying in a dying voice he can't live without me—"

The doctor's daughter brushed him aside impatiently. "Don't be absurd, father!" she exclaimed. "Of course, this call's meant for me."



Millions

of dollars lost in live-stock might be saved to the stockman and farmers by the simple provision of a regular supply of

Fresh Air IN THE Cattle Barns

Tubercular and other fatally infectious diseases are contracted and rapidly spread by the mere agency of foul air or defective ventilation. By the

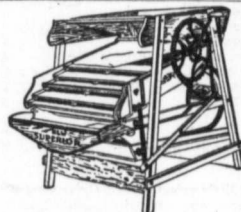
Townsley System Of Perfect Ventilation

You are positively protected against all risks from foul air. The Townsley system is founded on the latest scientific principles. The cupola and ventilating flues remove the vitiated air from the buildings and replace it with pure fresh air from the outside without causing drafts of any kind. Ceilings are dry in the coldest weather and the stock is comfortable. Each system is especially designed for the particular building for which it is intended. If you plan on building in the spring, write us now. Our architects will design your barn and advise you completely regarding your ventilating requirements. Write for plan sheet.

Canadian Lightning Arrester & Electrical Co., Ltd.
1205 Rosser Avenue, BRANDON, Man.

KING OF WILD OAT SEPARATORS

Save dockage, clean your grain before marketing with The Lincoln "New Superior" Wild Oat Separator. With our patented open and blank space sieves it positively separates every wild oat seed, causing them to lie flat and not up on end. It is strong, well-built and bolted—not nailed. Our machine is built to clean any kind of grain and do perfect work. What the "New Superior" cannot do so other can do. Made in sizes 24, 32 and 42 inches wide, with or without bagger, and with power attachment for gasoline engine if desired.



The Lincoln Smut Cleaner and Pickling Machine

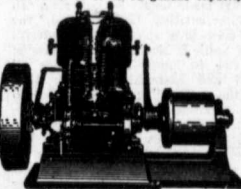
No machine can equal them for treating Seed Grain. Made in two sizes. Sold on a positive guarantee to prevent smut. With high prices assured for grain next year, every farmer will realize the necessity of treating his seed grain so that he may have an increased yield of perfect quality grain. Lincoln Smut Cleaners separate smut balls, wild oats, king heads and all light seeds from wheat, also wild oats and all light seeds from barley. By them the farmer can get perfect results. The grain is thoroughly pickled and elevated into the wagon box, being dried by the draining through elevator sieve. An automatic skimmer removes all impurities over a drain-sieve at tail of machine, ejecting same, while wasting none of the pickling solution. Capacity 30 to 75 bushels per hour. No. 3 machine handles 30 to 50 bushels per hour; No. 4, 50 to 75 bushels, accommodating either the small farmer or the large grain raiser. Write to-day for particulars and prices.

Strong construction, heavy timber; rustless solution tanks of 30 to 50 gallons capacity. Write to-day for particulars and prices.

8 H.P. Weighs 320 lbs.

Double cylinders mean not only double power, but steadier power. Each cylinder is same bore and stroke as in 4 H.P. Throttle governed and equipped with Schebler Carburetor and Friction Clutch Pulley. A splendid powerful engine for heavier work than 4 H.P. can handle, such as heavy grinding, small threshers, etc., or for any power from 3 to 8 H.P.

Talk with your dealer about the
CUSHMAN LINE or write for
FREE CATALOG



Cushman Motor Works of Canada
(DEPT. A) Whyte Ave. and Vine St. WINNIPEG, Man.