HARD WORK AND THORONESS WAS BASIS OF HIS SUCCESS

Close Student of Methods and Earnest Applicant of His Own Guiding Rules-Develop da Staff of Expert Assistants to Carry Out His Methods-Was Keen Reader of Character.

with the dream of being a merchant prince thru thought of Whitely, the

istration, it was no wonder Mr. Eaton ing. The crown representatives say could spend his summers in Muskoka it will positively be commenced to-day and still be able to keep in the closest possible touch with his business and the record of every employe. He had on the indictment charging him with the faculty of seeing things clearer presenting false returns to the governthe faculty of seeing things clearer from a distance of five hundred miles than a man in the store could see them. He was essentially a broad this charge. There was also another gauge man and like the vise general, runor around the streats last night he knew that it was not necessary for he knew that it was not necessary for he knew that it was not necessary for charge he would be given the full pergauge man and like the wise general, he knew that it was not necessary for him to be always on the firing line so long as he had perfect confidence in the men who were carrying on the battle, and those men knew he had confidence in them. This spurred them on to better endeavor, for they felt that if McGill pleaded guilty to this so long as he had perfect confidence in them. This spurred them on to better endeavor, for they felt that if McGill pleaded guilty to this with the late Mr. Eaton, considered his great organizing power, business world who would do as much for Toronto, and that the other charges, of looting and that the other charges, of looting to better endeavor, for they felt that if McGill pleaded guilty to this that if McGill pleaded guilty to this with the late Mr. Eaton, considered his great organizing power, business world with the late Mr. Eaton sought to gain the believes he will win Saturday. The was doubtful if he could be replaced by any in the business relations with the late Mr. Eaton sought to gain the story that if McGill pleaded guilty to this with the late Mr. Eaton sought to gain the story the story of the R. Simpson that if McGill be reduced guilty to this with the late Mr. Eaton sought to gain the business relations with the late Mr. Eaton sought to gain the business world who would do as much for Toronto, who would do as much for Toronto, who would do as much for Toronto as well of the R. Simpson of St. It was doubtful if he could be replaced by any in the business world who would do as much for Toronto as well of the story the story of the Rev. Mr. Arganization.

We will carry twenty-six seats sure that the church his great organization.

Whis great organization.

Whis great organization.

Whis great organization.

Whis great organization as well down the late which the story the story that the story that the story the story that t battle, and those men knew he had confidence in them. This spurred them on to better endeavor, for they felt on to better endeavor, for they felt on to better endeavor, for they felt on to be the first among the leading features that made him the first among Canadian merchants.

W. K. McNaught, M.L.A. knew him the first among Canadian merchants.

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Carry Out His Methods—Was Keen Resder of Character.

The life of Timothy Eaton is a bright page in the annals of success, the reading of which will prove an inspiration to all right-minded young men, who aim to occupy a high and honored place in the community.

Carlyle said that "Genius was the infinite capacity for taking pains."

By the standard of this definition and other definitions that come easily to an observing man's mind—Timothy Eaton was a genius. The young man, who hopes to be successful by some lucky stroke, can glean nothing from the life of Mr. Eaton that shows his success was made thru luck. Hard work was the basis of Mr. Eaton's success, and the message his life hands down to ambitious youths like hands a day, a comfortable

Little things have a wonderful and far-reaching effect upon our lives; the seas would some day end. And it was he that took the initiative in manufacturing cloaks, clothing, etc., which had formerly come from Germany. This in his boyhood days he was inspired in his boyhood days he was inspired in his dreams. His Axioms,

Mr. Sarane.

Mr. S prince thru thought of Whitely, the Universal Builder of London, England, who was the original departmental storekeeper of the world. When Timothy Eaton sailed for America he had in his mind the ambition to be in America what Mr. Whitely was in Great Britain. It is remarkable and most peculiar that his British prototype and himself should cross the bar within a week of each other.

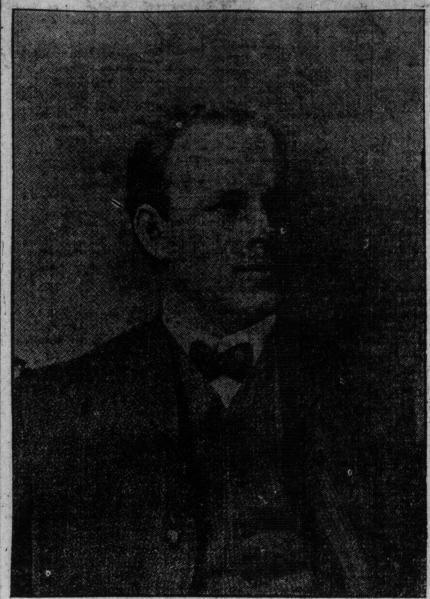
A Pioneer.

The business axioms that guided Mr. hot many. But he was the personification of "Honesty is the Best Policy" and was fond of saying: "When you lind a man getting you into a corner, believed, and not unwisely, that this attitude of mind developed inherent strength. It did not show weakness on his part, for if any characteristic was greater than another, in this man of The business axioms that guided Mr.

Charles McGill trial yesterday morning. The crown representatives say in the assize court. He will be tried Crown Attorney Drayton said he had



THE THIRD STORE When an Entrance was made from Queen Street.



Timothy Eaton—was the master mind of the great industrial machine and of the great industrial machine and the Bankers' Association said be usiness man proportionately greater the Bankers' Association said be usiness man proportionately greater.

ers of the world, and in a city larger the liveliest interest. Even when conthan Toronto would have been as a valescent from a broken leg he would of the great industrial machine and he knew.

Had an Aim and Achieved It.

Perhaps the most outstanding feature of Mr. Eaton's character, as a merchant, was his power of initiative. It was his to think out the ideas, it was for his lieutenants to put the ideas, it was for his lieutenants to put them into practical effect. Forty years ago he painted on the retina of the same of 30 days was granted.

James Bicknell, K. C., solicitor for the Bankers' Association, said he was unassuming, liberal and unselfish," said Mr. Flaville.

In private life he was unassuming, liberal and unselfish," said Mr. Flavelle.

W. R. Brock of the W. R. Brock of the W. R. Brock of the was required would give \$500 or \$1000 in the same spirit as the ordinary individual would a car fare. Eaton for 40 years, thought him as unto superior to the average successful business man as the pine tree is higher than the ordinary forest. He was honorable and upright in the

highest sense, and his success was no Jas. Wood of the Gordon McKay Co dcubt largely due to his great cour-age, perfect knowledge of his own as a business man and a merchant, business and his absolute confidence in and thought a volume of information on his striking methods as factors to Lieut.-Cel. Davidson of Davidson & success could be adduced from the in



THE FIRST STORE In Toronto-Opened 1869

CHARACTERISTIC

Mr. Eaton was not ashamed to tell the story of the first shilling he earned after leaving home. He stood on the edge of a crowd of emigrants at Liverpool, wallst many struggled to get thru for their tickets. Noticing one man's ineffectual efforts to push his way thru the crowd. Timothy, then a big, rawboned Irish Mr Eaton was not asha then a big, rawboned Irish boy of 21, offered to go thru the crowd and get the ticket for him for a shilling. The man closed with the offer, and Timothy promptly set to

A few years ago a big Irish man was engaged to work in the store. Standing over six feet he was told to act as floorwalker. Timothy noticed him on his first morning and walking up to him said, "How long have you been

respect," he observed. Speaking from a personal knowledge

stantia; and practical manner.

FROM LITTLE COUNTRY STORE TO THE GREATEST IN CANADA

Story of the Career of the Late T. Eaton-Came to Canada in 188; and Began Business in Perth County - Began in Toronto in 1869 With New Principles That Wen Success.

was included:
Timothy Eaton was born in Ireland, at Clogher, 30 miles from Belfast, and not far from Slemish, famed in mythology as the place where St. Patrick herded sheep during his sojourn in Ireland. Mr. Eaton's forefathers migrated from Scotland nearly 200 years ago. They, with many other Scoton families, formed a settlement, and for marked every article in plain figures, and as near the cost as was possible. several generations engaged in agra- and as near the cost as was po

and walking up to him said.

"How long have you been here?"

"That's none of your business," replied the man.

"Well, what are you doing here?" enquired Mr. Eaton nonjussed.

"Tm mindin' me own business," replied the irishman, "an' I'd advise you to mind yours. Get along there an' don't block the passage."

The Irishman nearly dropped when he found out that he had been addressing the "boss." Mr. Eaton's comment was. The man's quite right. I wish I had 500 men' who would mind their own business, and make everybody elsemind theirs."

Cidents of his career in the mercantile world. He had no equal in Canada in his own line.

Donald McKay declared nothing but the highest praise and greatest admiration could be paid to the memory of the greatest of Canada's merchant.

F. B. Polson knew the late Mr. Sed every market day, fights that at the safety point of the garded sed of the south side of Albert-street, and when the first are not considered the first are not first the highest praise and greatest admiration could be paid to the memory of the greatest of Canada's merchant.

F. B. Polson knew the late Mr. Sed every market day, fights that at the lights of the search and the counter of the Eaton shing surprised the representations on the favorable years found the tollers little wealthier than before, and when calamities in the form of crop failures befel they were the form of crop failures befel they were the surface, and when calamities in the form of crop failures befel they were in directly and the tollers little wealthier than before, and when calamities in the form of crop failures befel they were the surface of the Eaton family. About 156 feet frontage on James street, in rear of Yonge. They subscing the first proper to the Eaton family. About 160 feet frontage of the memory of the greatest of Canada's merchant princes.

duced.

"I have always had the highest opinion of his ability," "and have always held Mr. Eaton in the greatest respect." he observed.

as the ready money is always a prime consideration to manufacturers; and, AS HE WAS 'KNOWN.

Among business men, Mr. Eaton was, Hay Co. knew the late Mr. Eaton in business and thought him one of the J. W. Flavelle of the R. Simpson most remarkable men he had ever met.

Specking from a personal knowledge extending over a score of years Chancellor Burwash said: "Be had clear ideas, and was quick in judgment. He was one of the founders of Trinity Methodist Church, and had remarkable men he had ever method.

Methodist Church, and had remarkable men he had ever method.

Those who were familiar with the lit-Those who were familiar with the lit- believes he will win Saturday. The to-

ing any church movement in a sub- has always been the policy of the T. my candid opinion.

In a souvenir, issued some time ago, overrate its merchandise. This the the following sketch of the development of the firm and the life of its founder one included:

This the public has long since discovered. People in every part of Canada who deal with Canada's greatest store know that

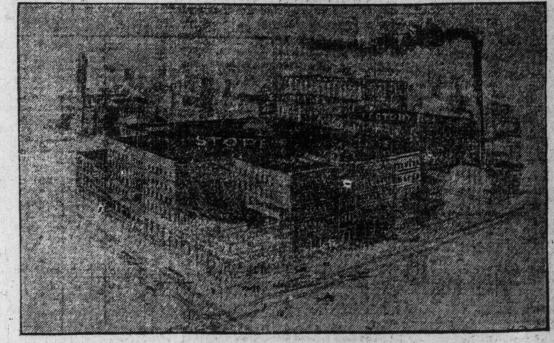
These prices it refused to cut to the He was the youngest of a family of fraction of a farthing. The paon

MCINNES CONFIDENT.

and, Says Liberals Will Carry the Elections in B. C. on Saturday,

Montreal, Jan. 21.- (Special.) -The Liberal leader in the Pacific province

"(Signed) W. W. B. McInnes."



THE STORE TO-DAY

With entrances on four streets, and factories and stables in surrounding blocks.

LIBERA

has advocheap po tario. T men in ring to was a tr the utter man will farmers demand 1 for better The te

herents 1 were. blance to he is goin ter chear suredly t majority welcome, policy of could, by grip on in these and gran been mad not let u build lin

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Ottawa .

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matters. THE We ad this week our colui the live not high been good is poor e to do Htt ple know will go 20 at Brook! ing the o fish unle So keep One extra

pays all t