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of Oshawa  
Winnipeg, Vancouver

formation for prices. Take the quotations through many of the bee papers. Those men are in the market; they want to buy cheap; they are not necessarily commission houses; they are jobbing houses, a good many of them; they will handle your honey on commission, but they prefer to job it, consequently they are going to be influenced by their point of view. A man cannot serve two masters; he is bound to look out for himself first. There is quite a difference between the golden rule for business and the gilded rule for business; the golden rule is the rule that works both ways; the gilded rule is the rule that works two ways, and my way always.

I will close by simply repeating the need of your own name in the market. If you are selling to the retail stores

direct, have your honey as fine as you can, keep it as uniform as you can, and keep your name up where the mention of your name will connect you with a good quality of goods at a good price. In figuring the profits on your business, figure the cost of production as carefully as you can, and do not forget the cost of selling.

#### NATIONAL MEMBERSHIP GROWING

General N. E. France, of Platteville, Wis., announces that there are now 3,225 members of the National Bee-keepers' Association. This is a splendid announcement, and shows that those behind the National are hustlers. Mr. France reports wintering as having been good, and big prospects for a good honey crop.

FOR SALE—65 colonies Italian Bees Moore's Strain, Langstroth frame; very cheap if sold at once. 1200 Extracting Combs.—Edmund J. Berry, Brome, Que.

## You Can Heal Your Lungs At Home

### DON'T give up hope.

Don't go away from home to die.

Don't ruin your stomach with useless "dope" and patent medicines.

Your lungs will heal themselves—as readily as a cut on your finger heals—if you give them a chance!

What they need is more oxygen—more pure air—and Lung Food to help destroy the most malignant germs of the disease.

All competent physicians today recognize that God's pure air is the first and last requisite in the treatment of all diseases of the lungs.

Our method of treatment—which has been successful in hundreds and thousands of cases—discards drugs, and invigorates and develops every cell of the lungs, and at the same time destroys the germs of disease in the affected cells by the aid of Lung Food, and allows Nature to heal them. Our LUNG BATH carries life-giving oxygen to every cell of your lungs, and increases your lung capacity from the first day of its use. Prominent physicians endorse the Lung Bath as the only rational method of combating the great White Plague.

### WILL YOU TRY IT?

Ask for pamphlet and testimonials.

Describe your own case.

Write today for particulars.

LUNG BATH MFG. CO., "Suite 131," 23 Scott St., TORONTO, ONT

When writing, mention CANADIAN BEE JOURNAL.

WE want every consumptive, and every person with tendencies toward consumption, to try the LUNG BATH.

At the worst it can do you no harm, and it may save your life.

It has never failed in a single case in which the patient had vitality sufficient to keep him alive for 90 days. Further than this—it has enabled over 90% of these same people who had vitality to live for only 30 days to cure themselves at home. If you can live a month, you have 9 chances out of 10 of getting well. These are results—not theory.

Is that record not worthy your investigation? Is a treatment with such a record not worthy a trial?

We will meet you more than halfway, for, though the treatment is inexpensive—we will guarantee improvement from the first (in the first 30 days), or refund your money.

You do not incur the slightest expense unless you and your friends see benefit and improvement. Your physician, if he is familiar with modern practice in the treatment of pulmonary tuberculosis, will endorse the Lung Bath and its use.

Remember it is not a medicine, but a natural method of invigorating and developing the lungs.

### WILL YOU TRY IT?