

SAVE FUEL

BY-

COVERING

-YOUR-

**Steam Pipes,
Boilers**

AND ALL

Heated Surfaces

-WITH-

**MINERAL
WOOL****Sectional Covering.**

-BEST-

**Fire-proof Non-Conduc-
tor at present known.****EASILY APPLIED.****Asbestos Goods**

OF EVERY DESCRIPTION.

**CANADIAN
MINERAL WOOL CO.,
LIMITED.****118 BAY STREET,
TORONTO.****DILIGENCE IN BUSINESS.**

In these days of hurry and strife for supremacy in business life it is more than ever necessary that a man should be diligent in his business and attentive to even the smallest detail. On all sides are evidences of success of men who started in life as poor boys, but who are now the responsible heads of large establishments. In some instances this has been attained through having better chances at the start, but in the great majority of cases they have striven after their high positions and have endured many hardships to overcome obstacles. They have been diligent in business and are now reaping a richly deserved reward.

In these days it may be harder in some respects for a young man, and in fact any man in business to make a great success because of the vast amount of competition that has to be met. It needs men who will not give up for anything to battle against this competition, and necessity demands that close attention must be given to the slightest details, and that everything should be done carefully, so that nothing that may be of advantage should pass by. The cost must be measured in every transaction. The little items should be looked after, because each one of them though apparently not of any consequence in itself, helps to count up on either side of the balancesheet.

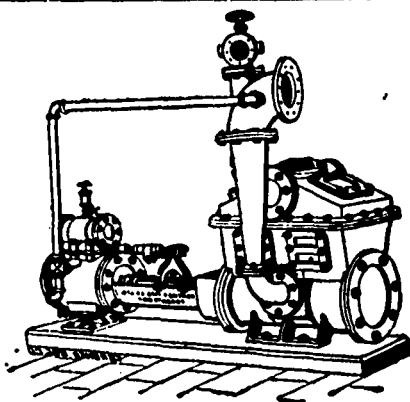
No dealer who expects to succeed has any use for the "tricks of the trade" as he well knows that instead of aiding they retard his ultimate advancement. If a customer finds that he is not being treated fairly he will leave in an instant. It does not pay, and bright business men have come to recognize this fact. It is best to give all you can for the money and you will hold customers by doing so. Don't run down another man's goods in order to make a sale. If a neighbor has poor stock the customer will find it out if he tries them.

Business men should work together as much as possible to make the standard of business principle as high as possible. Let a man start out with fixed principles and with the determination to do what is right to all, and he is bound to succeed. He needs to look out for his business and see that those who are under him are as honorable in every way. A man who does that will find friends both with customers and fellow business men.

All lines of business must run systematically to attain the best results. It will not do to let one thing after another pile up until one is literally snowed under. It is best to go through with everything in a systematic manner. Take up each item in its regular order, and work while you work. Recreation that is taken when you are conscious that you have done the work of the day faithfully is always sweet. Always be on the lookout for chances to improve methods in business, and keep up with the times in all lines.

There are numerous ways in which business must be watched. There are new articles coming up continually. Some

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Druggists****21 & 23 YATES ST****VICTORIA, B. C.****ONE OF OUR**

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Condensos
and
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will help
Profits.**

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TORONTO, ONT.,
FOR PARTICULARS.**

of them possess merit and some do not. It is a study by itself to find out which are the best to handle. Much may be gained or lost in this respect. One must love the business he is engaged in, and seek to make it all it should be. The mark of excellence cannot be placed too high. Reward for his labors is sure to come to the diligent man and the statement is verified by examples to be seen all around us.—Retail Grocers' Journal.

Butyric acid in dangerous quantity is said to result from eating figs and cabbage at the same meal.