

Rich in body and delicate as blossoms in its flavour

# "SALADA" TEA

'Fresh from the gardens'

## The Gringo Privateer

By PETER B. KYNE

### CHAPTER XXXIV.

"The old fox," Burney decided. "As soon as I cleaned up El Cajon Bonita for him he decided to come back to San Francisco. I'll bet a small five-cent cigar or two tobacco he is not the real owner of the Santa Inez Rancho. He wants me to go to work for him so badly he has descended to the double-cross. I'll give him a few very uncomfortable minutes for this."

From his hotel he wrote Bradley Bardin as follows:

Dear Mr. Bardin:

Upon returning to California I learn that your chief counsel, Mr. George F. Borthwick, has purchased the Santa Inez Rancho from my father. Fortunately he paid all the ranch is worth.

In view of the fact that it is now impossible for me to accept the financial aid you agreed to furnish me in return for services rendered, you will please accept this letter as a definite and irrevocable declaration of your offer and of all rights even the most intangible, sought by me to be conveyed under that offer. Indeed, upon thinking over the events of the past thirty days I am moved to the conclusion that the services I rendered you were so trifling as to be out of all proportion to the generous offer you made me. Moreover, the sale of my father's ranch now makes available to me more than sufficient capital to insure the successful and profitable consummation of my most cherished plans.

Please, therefore, accept a hundred and fifty thousand acres of the best range land in the country, ten thousand head of cattle and a private cemetery with the complements of Yours very sincerely,

KENNETH BURNEY.

That letter, with other mail, was delivered to King Bardin by an office boy, shortly after the king and the princess had returned to their San Francisco home. Having read it the king handed it to his daughter "Read it," he said, "and weep."

"He's even more astute than I credited him with being," the princess remarked casually. "And even more prideful and magnificent."

"I'm glad, after all, that you were not born a boy."

"Why?"

"Because I am saved the ignominy of having to take you over my knee and warm you with the flat of my hand for selling me that perfectly lousy idea."

"But, darling, he can't prove you are the real owner of that ranch."

"He doesn't have to," the old man roared. "He knows it! That's why with the super-courtesy of his infernal Hidalgo blood, he has made me feel like a dirty deuce in a clean pack. Oh, Lord, I'm suffering! And I can never square myself with him now. I know that young man. He's implacable. He wouldn't work for me now for anything. And did you notice that he didn't even send his compliments to you? He's off the whole family, and it's all your fault, and I could wish I could fit a hole in gravel into and there drag the live in after me. The longest day I live I'll owe Ken Burney a debt I can never repay because he will not permit the payment; the idea of your falling in love with such a man when he never even gave you a tumble!"

"Yes, he did, Pop," the princess replied cheerfully, "but you didn't notice it. Oh, boy, what that sweet thing can say with his eyes!" She advanced upon her father, sitting completely crushed in his favorite armchair, griped his ample nose in thumb and forefinger and tilted his face up to hers.

"Now I'll tell you why I sold you the idea that it would be a brilliant stroke of strategy for you to buy his father's ranch. I did it because the sale would put him in funds. I concluded he had a deal on somewhere or he would never see the real owner of the Santa Inez Rancho. He wants me to go to work for him so badly he has descended to the double-cross. I'll give him a few very uncomfortable minutes for this."

"Well, I preferred to see him paid for his own canoe. I wanted to discover whether, provided he could secure the capital elsewhere, he would not reject your aid. I knew he'd feel better if he could reject it, and so would I. I do not worry about him. Any man as smart as Ken Burney could run a leather shoestring into a tannery before one could say Jack Robinson. He's not a fortune hunter, and he has too much pride to ask any woman to marry him until he can offer her a home, three square meals per diem for an indefinite number of days, and sufficient creature comforts to please any woman not a gold-digger."

"So, King Bardin, if you want my opinion, he's off to a running start, and this letter proves it!"

Having planted his barb in the king's heart, Ken Burney departed via the air mail plane to Oregon, took a local train down to Harney and hired a car to take him out to Dan Wilkins' farm introducing himself, "I'm here within the two-week period I stated, so I assume you still have your cattle on hand."

"Yes, but if you'd been a day later you'd have found 'em gone. I got a wire yesterday from Jim Cheesebrough over to Unamilla, Washington, making me an offer I sure found hard to resist. I'd have closed if I hadn't promised you I'd hold off. Of course I've had plenty of buyers to see me since the news leaked out that I'm going out of business, but most of 'em are usin' clam shells an' woodpecker heads for money, whilst them that has the money want to sort out the tops an' leave me the culls to work off on somebody else."

"Then, too, they only want five hundred or a thousand, all feeders, an' I sell my feeders I won't have nothing left to sweeten a deal for workin' off the aged stock. If I can work it I'd prefer to sell the whole outfit to one buyer, but I only know of two Coast buyers big enough to handle such a deal. Jim Cheesebrough is one an' Brad Bardin's the other."

Ken Burney nodded sagely. "Have you heard from our main office as yet, Mr. Wilkins?"

"Had a wire this morning asking me to telegraph complete description of the herd an' the price at which I'm holdin' it."

"Have you replied to that telegram?"

"Yep. Wired 'em I wouldn't sell until their representative showed up here."

Immediately Burney adroitly switched the conversation. Thereafter he talked of Dan Wilkins and the latter's interests rather than his own or those of the Bardin Land & Cattle Company.

Two days sufficed Burney to dispose of the Wilkins' cattle very good and considerably above the average in point of excellence and condition. So he returned to the ranch and commenced his trade on the following considerations:

The cattle were not to be delivered until one year from date, Burney explaining that, since the buyers of Wilkins' ranch had given the latter one year in which to remove his cattle, Wilkins could have no possible objections to permitting the purchaser of his cattle the benefit of the use of the ranch, gratis. To this Wilkins readily agreed.

Upon round-up and delivery of the

cattle they were to be classed by Wilkins and Burney; the tally at time of delivery should of course govern, and all calves now running at their mothers' sides were to go free with the trade. This being the universal custom among old-time cattlemen, Wilkins agreed.

Wilkins was to continue at the ranch in charge of the herd, at a salary of five hundred dollars a month; he was to retain his riders but Burney was to furnish saddle stock without charge save for forage and other necessary expenses, and the herd was to receive, under Dan Wilkins' administration, the same care as if he still owned it.

Burney explained that this latter provision was necessary to insure the trade; there had been considerable drought throughout the Southwest and the rainfall in California had been below normal, hence if he moved the Wilkins' herd immediately, the problem of finding range for such a large number of cattle or short notice would prove embarrassing.

### CHAPTER XXXV.

The preliminaries having been disposed of, they now looked horns on the subject of price for each class of cattle. Burney had already worried out of Wilkins the best price the latter had been offered to date and promptly offered one dollar a head more, straight through. Wilkins demanded an extra dollar; whereupon the two shook hands and the deal was closed.

Having settled the matter of price, Burney now approached a task of great fitness, to wit, the terms of payment. He suggested fifty thousand dollars down payment upon the signing of the contract, and two hundred thousand dollars in six months, two hundred and fifty thousand dollars in nine months and the remainder upon delivery of the cattle. Deferred payments were to bear six per cent. interest.

He spoke of the tightness of the money market, of other plans which required huge outlays of cash, of the desirability of a sound six per cent. investment for the money derived from the sale, in the event Wilkins had no other investment plans, and pointed out that with the deferred payments secured by the cattle the deal could not possibly be bettered.

Dan Wilkins would have preferred better terms and said so, but Burney out-talked him, out-reasoned him and out-gamed him, with the result that old Dan only haggled twenty-four hours and then signed the contract which Burney instantly produced for his inspection. When he had signed, Burney handed him a cashier's cheque for fifty thousand dollars, made payable to Kenneth Burney and endorsed by the latter; and while Dan Wilkins was studying the cheque, Burney signed both copies of the contract, folded them, put one in his pocket and laid the other on Dan Wilkins' desk. He had timed this action, delaying it until the cook had rung the bell for luncheon.

"Let 'em eat," he suggested heartily. "I've worked up an appetite arguing with you." As soon as luncheon was over Dan Wilkins motored Burney into town, where the latter caught a train and went south.

When the king came down to his office the day after his arrival home, he found on his desk a strangely illuminating message from Dan Wilkins:

After selling my entire herd of fifteen thousand cattle to Kenneth Burney, manager of your El Ranchito division, I find that he contract I signed has been signed by him personally and not by the Bardin Land & Cattle Company by him as your legal representative. Is this O.K.? I suppose it was merely an oversight, because he gave me a cashier's cheque for fifty thousand dollars, and the contract, which is very fair, gives me a lien on the cattle until they are paid for. Please advise if deal is O.K. and that Burney has legal authority to represent you.

"Har!" roared the king. "Har! Har! Har! So the young fox has hung one on old Dan Wilkins! He's got the nerve of a lion-tamer!"

(To be continued.)

HONK! HONK!

Driver—"I wasn't going forty miles an hour, nor thirty, nor even twenty."

Judge—"Here, steady now, or you'll be hacin' into something!"—Rammer-Jammer.

Prize Steppather.

Mummy, do you love me?" "Of course." "Then why not divorce daddy and marry the man at the sweetshop?"—Der Lustige Sachse (Leipzig).

Christian warfare needs now as ever a brave and earnest heart.—Sel.

A long answer turneth away listeners.

Nobility of soul is the one only virtue.—Juvenal.

## Great West Life Had Excellent Year

Directors' Report to Shareholders a Message of Encouragement to General Public

The splendid progress of the Company and its position of safety were revealed in the report of the Directors and addresses of the President and General Manager; but perhaps the most significant outcome of the year's work, from the point of view of the general public, is the convincing demonstration of Canada's fundamental soundness as a field of operation for well-directed and well-managed large-scale business.

statement shows business in force of \$214,465,447.50, Assets of \$129,147,622.20 not yet due, of \$10,559,742.90, and Un-65. Accrued Profits to Policyholders, assigned Profits and Contingency Reserve of \$4,113,567.37. The Gross Surplus of \$129,147,622.20 plus Earnings for 1930 of \$6,075,327.57 were the largest in the Company's history. The total net surplus of the Company, after providing for all profit and dividend requirements and after writing down assets is now increased to \$3,413,507.37 exclusive of the balance in shareholders' account.

The standing of The Great West Life as one of the best profit-paying companies of this continent will be maintained in 1931 by the continuance of profits to policyholders on the same liberal scale as in the previous year, according to the announcement of the General Manager.

During the year the assets of the Company and all investments were subjected to the test of a rigid re-valuation under present depressed conditions. The assets of the company show an interesting diversity, viz.: Bonds and Debentures 34%, City Mortgages and Properties 25%, Farm Mortgages and Properties 21%, Policy Loans 19%, Miscellaneous 1%. Western Farm Mortgages have been restricted, but by no means discontinued. Applications for loans are carefully scrutinized, loans are restricted to moderate amounts and those applicants who have done something towards engaging in mixed farming methods are favored.

The business in force increased by over twenty-two millions in 1930, in spite of the financial depression which caused a number of policyholders to let some portion of their insurance lapse.

A note of well based confidence in the future of Canada was sounded in the address of the President, Mr. G. W. Allan, K.C. Dealing particularly with the agricultural future he pointed out that the present conditions where agricultural products do not bring reasonable prices cannot last. The law of supply and demand was now functioning to the distress of our people; it will be due time bring to them a return of prosperity. Canada can produce food at low cost, and therefore will probably be one of the first countries to recover from the present world-wide depression as conditions return to normal.

### Finding the Right Road

(Translated for the Christian Science Monitor.)

Father and son walked jointly through field and bush one day; Having strayed far by nightfall, they lost their homeward way.

The son looked hard at every rock at every tree, Hoping in each a guiding sign to see.

The father meanwhile upward raised to the stars his eyes, As if the earth's direction he would find in the skies.

Silent remained the rocks; the trees helped not a mite; The stars, however, pointed with a ray of light.

Homeward they led the wanderers who had discerned, That only in heaven can wisdom for earthly need be learned, Friedrich Ruckert, in "Lyric Poetry"

The evergreen bitternest or Enonymus is an excellent climbing plant or ground cover. Its aerial rootlets make it self-supporting on walls or fences, and in the fall it produces orange-scarlet berries which last through the winter.

"I think this scenery is heavenly, 'Um, I don't know. Take away the mountains and the lake and it is just like anywhere else."—Lustige Koelner Weiting.

ENTHUSIASM

The great thing in life is to keep up full enthusiasm always, for everything we undertake to do, and do it right heartily, and never in a half-hearted way, nor to judge our life by present moods or depressions, for they will pass away.

FREEDOM

The conception of man's freedom as ethical and spiritual, as resting upon the infinite worth of human personality, and its direct relation with the Divine Personality, has been the direct source of all that is noblest in modern civilization.

"Dearest Annabelle," wrote Oswald, who was hopelessly in love. "I could swim the mighty ocean for one glance from your dear eyes. I would walk through a wall of flame for one touch of your little hands. I would leap the widest stream for a word from your lovely lips. As always, your Oswald. P.S.—I'll be over Saturday night, if it doesn't rain."—Royal Arcanum Bulletin.

Customer: "I have spilt my suit with your fresh paint." Grocer: "But didn't you see the notice, 'Fresh paint'?" Customer: "Yes, but I didn't take much notice. You have a notice, 'Fresh eggs.'"

## What New York Is Wearing

BY ANNABELLE WORTHINGTON  
Illustrated Dressmaking Lesson Finished With Every Pattern



2930

Little daughter will love this model with such a grown-up air. It buttons down the back—quite the latest idea of Paris in the elder mode. The pointed outline through the hips is modish.

And you'll be started to learn how easily it is made. Merely a two-piece circular skirt to be seamed and joined to the bodice.

Style No. 2930 may be had in sizes 10, 12 and 14 years. Size 8 requires 2 yards of 39-inch material with 1/2 yard of 39-inch contrasting.

It adapts itself beautifully to wool jersey, supple tweed, wool challis prints, wool crepe, rayon novelties and the heavier weight cottons and linen.

### HOW TO ORDER PATTERNS

Write your name and address plainly, giving number and size of such patterns as you want. Enclose 20c in stamps or coin (coin preferred; wrap it carefully) for each number, and address your order to Wilson Pattern Service, 73 West Adelaide St., Toronto.

## Scientist Reveals Metal As Element

Washington.—Another mystery of science has been cleared up by a scientific "detective," who has identified and "fingerprinted" a new metal. The metal is rhenium, first isolated two years ago by two German scientists. The "detective" is Dr. W. P. Meggers, of the Bureau of Standards. He has obtained the first complete "spectrum" of the new metal.

It gives, he says, the first definite confirmation that rhenium is an element, one of the ninety-two substances like oxygen or gold that cannot be subdivided into other substances.

Rhenium in pure form is a black powder like lampblack. Dr. Meggers has a pinch of it weighing about one twenty-eighth of an ounce in a tiny glass tube, which is practically the whole supply in the United States.

Rhenium has no known uses, but may find application in the electrical and metallurgical industries because it will not melt until heated to about 4,500 degrees Fahrenheit.

At present rhenium is rarer than radium, and it constitutes about one part in a million in the earth's crust.

Dr. Meggers did his detective work by analyzing the light given off by rhenium. He sprinkled some of the metal on a special arc light. The rays from this arc were reflected from a mirror and focused on photographic films. There they registered the spectrum "lines" of the metal.

These lines differ from every element, just as the fingerprints of every human. They can be used to detect the presence of rhenium in other substances.

About 2,000 new lines were produced on the plate when the light from rhenium was photographed, differing from the lines produced by any other element. These form rhenium's "fingerprint" record.

### ENTHUSIASM

The great thing in life is to keep up full enthusiasm always, for everything we undertake to do, and do it right heartily, and never in a half-hearted way, nor to judge our life by present moods or depressions, for they will pass away.

FREEDOM

The conception of man's freedom as ethical and spiritual, as resting upon the infinite worth of human personality, and its direct relation with the Divine Personality, has been the direct source of all that is noblest in modern civilization.

"Dearest Annabelle," wrote Oswald, who was hopelessly in love. "I could swim the mighty ocean for one glance from your dear eyes. I would walk through a wall of flame for one touch of your little hands. I would leap the widest stream for a word from your lovely lips. As always, your Oswald. P.S.—I'll be over Saturday night, if it doesn't rain."—Royal Arcanum Bulletin.

Customer: "I have spilt my suit with your fresh paint." Grocer: "But didn't you see the notice, 'Fresh paint'?" Customer: "Yes, but I didn't take much notice. You have a notice, 'Fresh eggs.'"

Kitchener, who was very fond of birds, had a pet starling known as

The Great West Life Assurance Company

ANNUAL REPORT FOR 1930

Largest Surplus in Company's History

Profits to Policyholders to be continued on same liberal scale

Company's Investments in Unassailable Position of Safety

	1930	1929	1928
Gross Surplus Earned	\$ 1,388,897	\$ 4,001,919	\$ 6,075,327
Assets	37,382,646	73,176,969	129,147,622
Liabilities	35,602,545	70,175,398	124,733,724
Income	10,155,046	19,478,795	28,325,893
New Business Issued	60,579,025	71,514,357	73,931,446
Business in Force	256,850,251	420,426,920	614,495,447
Accrued Profits to Policyholders, not due	5,667,743	7,231,072	10,559,742
Unassigned Profits and Contingency Reserve	1,022,014	2,601,571	4,413,907

T. Milton Taylor  
Provincial Manager  
36 TORONTO STREET, TORONTO, ONT.

THE GREAT WEST LIFE ASSURANCE COMPANY  
HEAD OFFICE WINNIPEG

If you like a thicker and sweeter syrup buy BENSON'S GOLDEN SYRUP

You can get GREATER NOURISHMENT FOR LESS MONEY by serving EDWARDSBURG CROWN BRAND CORN SYRUP

The CANADA STARCH CO., Limited MONTREAL

SAFE For RHEUMATISM

Prompt relief from—HEADACHES . . . . . LUMBAGO, COLDS . . . . . SORE THROAT . . . . . RHEUMATISM . . . . . NEURITIS . . . . . NEURALGIA . . . . . ACHES and PAINS . . . . .

Does not harm the heart

ASPIRIN

Accept only "Aspirin" package which contains proven directions. Handy "Aspirin" boxes of 12 tablets. Also bottles of 24 and 100—All druggists. Made in Canada

Kipling and Kitchener

In an old bundle of papers unearthed by General C. R. Ballard—author of an extremely well done "Life" of Kitchener, the soldier—he came across a letter which he (Ballard) had written home when a schoolboy at Westward Ho, describing a school "rag."

One sentence ran: "Gigger Kipling is a fellow who thinks a good deal of himself because he is in the Fifth Form and sub-editor of the School Chronicle."

It is amusing to remember (check the general) that we called him (Rudyard Kipling) "Gigger" because he was the only boy out of 200 who wore spectacles.

Another of General Ballard's schoolmates at Westward Ho was Frank Maxwell, who also became a noted soldier—winning the Victoria Cross in the Boer War and the intimate friendship of Kitchener (a rare honor, indeed) whose A. D. C. he was for a time. And thereby hangs this tale.

Kitchener, who was very fond of birds, had a pet starling known as

Help yourself to PARKER HOUSE ROLLS

Try this Recipe

1 cup scalded milk	1 teaspoon salt
2 tablespoons butter	1/2 Royal Yeast Cake dissolved in 1/2 cup water
1 tablespoon sugar	1 cup lukewarm water

To the scalded milk add the butter, sugar and salt. Allow it to cool until lukewarm and then add dissolved yeast and 1 1/2 cups flour. Stir well and let stand in moderately warm place overnight. In the morning, add enough flour to knead, and let rise until about double in bulk, then roll out 1/2 inch thick. Cut with biscuit cutter and brush each piece with melted butter, crease through the center and fold over. Let rise again until double in bulk and bake for about 25 minutes in moderate oven. Above is sufficient for about ten rolls.

If you bake at home, write to Standard Brands Limited, Fraser Ave. & Liberty St., Toronto, for the free Royal Yeast Bake Book. It contains tested recipes for Lemon Buns, French Ice Ring, Dinner Rolls and many other delightful varieties of bread.

make all breads taste better, look better and keep better. For over 50 years they have been the accepted standard of quality wherever dry yeast is used in home baking. Keep a supply handy. Each cake is sealed in waxed paper. They will keep for months.

"Buy Made-in-Canada Goods"