

## What 'Orange Pekoe' Means

Many buyers of tea have come to ask for 'Orange Pekoe' believing that it signifies fine quality. This is not, however, necessarily the case. In the trade 'Orange Pekoe' is only a name given to the first leaf below the bud or tip on any Indian or Ceylon tea bush. An 'Orange Pekoe' leaf grown at a high elevation usually possesses a very fine flavour. If, however, the plant is grown at a low elevation, it may still be 'Orange Pekoe' but also be of very poor quality. The consumer's only safeguard is to buy a tea of recognized goodness. High grown 'Orange Pekoes' comprise a large part of every blend of "SALADA" and give to "SALADA" its unequalled flavour.

# "SALADA"

## They Were Most Properly Ashamed

A STORY FOR THOUGHTFUL PARENTS.

BY WARREN KIMSEY.

### PART I.

A diary found in a private desk revealed the loneliness and innermost thoughts of Old Man Townsend. He had been a quiet man, attending strictly to his own affairs; a lonely man without relatives. He wished to be friendly but lacked the knack of making friends. Because of his wealth and timidity, people had misunderstood him. Many had called him a miser. Almost everybody had left him alone. In spite of this, the rich old man had risen to the supreme height of unselfishness. He had given his wealth in an effort to stamp out that which had brought him the greatest sorrow.

His will provided that a handsome gold medal and five hundred dollars should be awarded annually to the person living in Meadville who performed the most truly unselfish service during the year. All of his wealth had gone to maintain this fund. Three years passed. Three worthy persons, according to the committee, had been awarded the medal and cash prize. The appropriation long since had been dignified by a name in keeping with the object of the fund. "The Townsend Foundation" was a household word over the state. Because of this favorable publicity, the obscure town of Meadville had sprung into sudden prominence and the annual presentation of the Townsend Foundation medal and prize had become the great event of the year. Even the children cast eyes of hope toward the golden prize.

Tommy Feaster, according to his mother's opinion, never could qualify. He certainly "kept her guessing" but she felt quite certain of this one thing. "Thank goodness, Tommy, for one thing! You're not twins nor triplets. I was going to use that water to wash my hair and for a number of other things. Now look at it!" Tommy's gaze was not toward the rain-water barrel. Instead he eyed anxiously two saucer-like mud turtles poking cautiously away in the direction of the back fence. How was he going to stop the progress of the turtles and not arouse the subsiding anger of his mother. If he made a dash for them, she would call him back instantly in the house for an hour or more. Then the turtles would be hopelessly gone. If he kept still, he might yet save them. It was a difficult situation for a boy of twelve.

### After Every Meal



Pass it around after every meal. Give the family the benefit of its aid to digestion. Cleans teeth too. Keep it always in the house. Costs little—helps much.

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dried-up and thoroughly dead toad. The situation unfolded itself to the lad—because of his neglect, the toad had starved to death!

Tommy carried the remains to a secluded spot and cried. No mourner ever wept more sincerely. When the flow of tears stopped he was confronted with a big question. How could he atone for his carelessness? An idea came to Tommy. He gathered a few of his closest and choicest friends together for a funeral.

"We are now assembled together to preach the funeral of a toad," Tommy informed the audience and then he told the story of the unfortunate animal, not sparing himself for the part he had played. His concluding remarks are worth recording. The boys and girls listened with thoughtful, serious faces.

"You see, I didn't want to hurt him. I just wanted to find out how many different kinds of bugs he would eat. Some folks say toads make warts on our hands. That ain't so. And some say they're ugly. Well, that ain't nothing. Lots of folks are ugly, too, and lots of them don't do as much good as toads. Anyway, toads are all right. Don't you ever step on them or throw rocks at them. And don't you girls scream at them. They won't hurt you."

The youthful champion of toads made a deep impression upon his listeners. That was due largely to the fact that during the discourse the dried remains lay in full view of the audience. A suitable small box had been provided for a coffin. With the grave rounded up, Tommy produced a marker made from a white pine board. With the marker in place an inscription was visible, the printed letters rather crooked but well done on the whole. "He Died for a Noble Cause."

Most of Tommy's nature study was carried on alone for who would live an hour or more behind an old rail fence just to watch a tree bird on a hot day and then climb a tree to a robin's nest to stuff the hungry fledglings with worms until they could no longer be coaxed to open their greedy yellow throats? And then climb down and watch the queer actions of the parent birds when they came home with worms their babies and many other things.

He knew that when one sat down upon a bumblebee, the stinger made a successful contact. He had heard the stingers were poisonous. How poisonous were they? He wanted to know!

Such curiosity as this led Tommy into one of the most trying situations of his career. Much thought upon a certain subject had developed a theory in his mind. He set out to test his theory.

Carrying a large-mouthed pickle bottle, he set out for a pond a mile from town. He met some boys on the way. Concealing the bottle under his coat he went on about his business. It was to be a lone job for no one in his sphere could be made to understand.

At the pond Tommy slipped about through the long grass trying to catch a spotted leaping frog. Again and again he failed. The frogs sat low in the grass, well protected. In most cases one long flying leap would carry the frog from a sitting start into the water. In some instances a frog sitting far back would need two flying leaps before he reached the water. Each frog as he leaped would give a tantalizing "cherk!" Tommy, however, was not to be outdone. He changed his method of stalking. Instead of approaching from the rear he got down close to the water and worked back up through the grass.

The first two frogs aroused by the new system had narrow escapes. A third fellow was not so fortunate. It is long leaped from the grass brought him squarely against Tommy's chest. Tommy made a quick grab but the frog was quicker. Without time to calculate direction, the frog made a wild leap and was carried away from the pond. Tommy sprang like a cat and caught the frog on the second jump. Shortly afterwards with the frog in the pickle bottle, the young man of science trudged back home.

He was ready for the other factor of his experiment. This proved to be more difficult. With another bottle he worked patiently among the flowering bushes in the yard. He was nearly successful dozens of times. It was a delicate task, that of trying to drive a bumblebee from a flower into a bottle. It required no small amount of patience and ingenuity because a bumblebee extracting honey from a flower was in no frame of mind to be bothered. Tommy worked upon quite a number of bees. Most of them, too wise to get caught, tired of the play and flew off to quieter spots.

### NURSES

The Toronto Hospital for Incurables, in affiliation with Bellevue and Alford Hospitals, New York City offers a three years' course of training for nurses, having the required education and desirous of becoming nurses. This Hospital has adopted the eight-hour system. The pupils receive uniforms of the School, a monthly allowance and travelling expenses to and from New York. For further information apply to the Superintendent.

## ECLIPSE FASHIONS



PANTY FROCK FOR THE TINY TOT

There are many ways to trim this little slip-on party frock, and in many of the figured materials no trimming at all is necessary. The panel front and back are joined on shoulders, the kimono sleeves cut in one with side-front and side-back sections. Narrow belts, which hold in the fullness at sides, may be omitted. This little frock, with either round or square neck, is slashed down at centre-front and tied with a ribbon bow, or it may be caught together with hooks and eyes. The frock pictured here is made of blue and white percale, the only trimming being white linen bindings; the belts at sides are also of white linen. Chambray, gingham and soft woolen fabrics are practical materials for making it. For dressy frocks, taffeta, printed silks or wash silks are very striking. Child's party dress, No. 1015, cut in sizes 2 to 8 years. Size 6 requires 2 1/2 yards material 36 or 40 inches wide.

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 Pattern Dept., Wilson Publishing Co., 73 West Adelaide St., Toronto. Patterns sent by return mail.

But it was only a question of patience with Tommy. He had set out to catch a live, healthy bumblebee and catch it he would. A loud, angry buzzing in the bottle ended the quest. A bee was captured.

Ordinarily Tommy would have retired to a secluded spot for such an important experiment as he now had in mind. Eagerness, however, to make the test caused him to overlook his usual caution. All was quiet about the house. Tommy knew his mother should be taking her afternoon nap. He saw no good reason why he should wait longer.

(To be concluded.)

Minard's Liniment Fine for the Hair. A farming implement has been invented to strip rice from the stalks while standing, so that the straw can be harvested separately.

The Argentine Government has started to put up the most southerly wireless station in the world. It is in the South Orkney Islands.

The wife of a Southern archdeacon sent his vestments to be washed. The next morning she answered the telephone. "Miss Mary, do de archangel want his shroud starched?"

WALTER ANDREWS, LTD. 346 YONGE ST. TORONTO The recognized Headquarters for NEW and USED MOTORCYCLES List gladly mailed upon request.

A New Omelette When making an omelette, to every 2 eggs add a teaspoonful of Bovril when mixing; cook the usual way. You will find the flavour delicious. Sold only in bottles.



"It's easy to keep enamel glistening white this way" — says Mrs. Experience who has long ago made her choice in soap

"My! Sunlight really is wonderful for cleaning these bathroom fixtures. It makes them spotless and shining in almost no time."

"The secret, of course, is the pure, cleansing lather of Sunlight. Sunlight simply dissolves dirt and grease so that they just rinse away."

"I wash the linoleum and paint-work with Sunlight, too, because it's less work the Sunlight way."

"After all, you can't beat a pure, honest soap for economical cleaning, so give me Sunlight — and nothing else — every time. I always use it for the dishes because Sunlight is so easy on the hands. It is made by the largest soap-makers in the world, Lever Brothers Limited."

# Sunlight Soap

### On the Loneliest Isle.

"We were two years without news," says the Rev. Martyn Rogers, a missionary, who has just returned to England with his wife and son from Tristan da Cunha, referring to his experiences on the loneliest island in the Empire. "Our baby was born there three years ago, soon after we arrived. There are 140 inhabitants, who are all related. There are only five different names on the island. Women predominate, owing to the fact that twenty-five years ago seventeen men put off on a sailing ship for food and were drowned. The people are half-colored, they speak English, and are very patriotic. They asked us to name our baby Edward, which we did, in honor of the Prince of Wales. "The inhabitants rarely see meat and they live by butter among themselves. All marriages were performed by one of the men."



A Seditious Pursuit. "I'm surprised you should say such a healthy looking girl is much given to a seditious pursuit." "She's been trying all winter to learn how to skate."

For Sore Feet—Minard's Liniment. Paris and London wireless concerts have been heard clearly at Sarafand, twelve miles north of ancient Tyre. Sarafand is really Zarephath, or Zarepta, where Elijah's widow lived.



Some Pincher, Too. Lobster Cop—"Hey, mouse on now if you don't want to get pinched!"

COLOR IT NEW WITH "DIAMOND DYES"

Beautiful home dyeing and tinting is guaranteed with Diamond Dyes. Just dip in cold water to tint soft, delicate shades, or boil to dye rich, permanent colors. Each 15-cent package contains directions so simple any woman can dye or tint lingerie, silks, ribbons, skirts, waists, dresses, coats, stockings, sweaters, draperies, coverings, hangings, everything new. Buy "Diamond Dyes"—no other kind—and tell your druggist whether of silk, or whether it is linen, cotton, or mixed goods.

INETO RAPID The world's best hair tint. Will restore gray hair to its natural color in 15 minutes. Small size, \$3.30 by mail Double size, \$5.50 by mail The W. T. Pember Stores Limited 123 Yonge St. Toronto

Cleans Like China When you use SAMP Enamelled Ware Utensils, you never need to scrape, scour and scrub the way some wares demand. Hot water, soap, a cloth—that's all you need to clean them. It washes like china, has the cleanliness and surface of china, but wears like steel. Don't be the slave of your cooking ware; equip with clean, pure sanitary, lasting SMP Enamelled WARE 181A

## THE WORLD'S OLDEST HOMES.

The discovery in South Africa of what are believed to be the oldest human remains yet found has interested others besides men of science. There is hardly a spot on the earth's surface which is not the scene of energetic exploration, and many of them repay the busy searchers. Slowly and steadily the mists that hide man's past are being rolled away. The work began with Lavard, who, nearly eighty years ago, started digging on the site of ancient Nineveh. The discovery there in 1872 of an ancient tablet recording the Deluge stirred the whole world.

Before Abraham's Days. Many people believe that civilization rises in waves, and that many thousands of years ago the greater part of the Atlantic was dry land inhabited by a race of people who, in some respects, had risen higher than we ourselves have risen. However that may be, digging on what is still dry land has proved that civilization is much older than we used to think.

Some years ago the University of Pennsylvania sent an expedition to the Euphrates valley. Digging down, the members found a great temple and city belonging to King Ashurbanapal, who lived 600 B.C. Farther down they discovered relics of King Kadashman-Turgu, who was a great monarch eighty years earlier. A third layer was then uncovered, showing the temple of Ur Gur, who reigned long before the days of Abraham.

Digging still deeper, the city of Sargon came to light. Sargon flourished about 3,800 years before Christ was born. Even so, the bottom had not been reached, for, breaking through the floor of Sargon's temple, the explorers found themselves standing among the ruins of Calush, which is mentioned in Genesis, and which was a home of civilized man fully seven thousand years ago.

A Buried Palace. Here they found an altar on which lay the ashes of sacrifice, and a key-stone arch which had hitherto been supposed to be a Roman invention. They found remains of a vast palace with a frontage of six hundred feet. Most interesting of all were the relics of the temple library, 18,000 tablets, each inscribed with stories of the life of that remote period.

These ancient people had fireplaces in their houses and a good system of drainage. They ate from dishes made of baked clay. Records were found of contracts, mortgages, and bills of sale. The strangest find of all was a clay pot containing broken fragments of pottery, and upon it an inscription by the priest who had collected them, telling that these were remains of some ancient and forgotten folk, found while digging the foundations for the temple. So even seven centuries ago civilization was already old.

A Forgotten Continent. These discoveries do little to solve the problem of where earliest man came into being. Occultists tell us that the earliest home of our own ancestors was in the Desert of Gobi, in Central Asia. This theory, they say, was then much lower than it is now, and into it ran an arm of the Arctic Ocean, on which the first great city was founded.

On the other hand, one of the greatest authorities gives his opinion that the Caucasian race had its birthplace in Northern Africa. The modern idea is that each of the great human races had a separate origin, rising slowly to manlike form out of monkey-like ancestors.

In Ponape, an island in mid-Pacific, ruins of amazing age and size have been discovered. The walls are fifteen feet thick, and there is every proof that many thousands of years ago this island was part of a continent populated by civilized people.

Name of a Knight. The calling of knights by their Christian names dates back to the early creation of knights; surnames did not come into common use until long after knighthood was established.

In the very old days, a man was known only by his Christian name—the surname was added later as a means of distinguishing different people of the same Christian name. But all the time the Christian name was the real name. Just as for some purposes it remains so today, the Christian name only, for instance, being used in the marriage ceremony and other services of the church.

So when John was raised to the dignity of knighthood he became Sir John, the title being given to the Christian or real name, and not to the surname, which was only added as a distinguishing mark. And this custom is still adhered to.

The Puddle. I cursed the puddle when I found Unseeing I had walked therein. Forgetting the uneven ground, Because my eyes Were on the skies, To glean their glory and to win The sun's trembling ecstasies.

And then I marked the puddle's face. When still and quiet grown again, Was but concerned, so I, to trace The wonder spread Above its head, And mark and mirror and contain The gold and purple, rose and red. —Eden Philpotts.

## Four Points to Watch

BY TOM

If you're thinking of building a direct-by-mail market for your farm produce you've probably been asking yourself these four questions:

What will city people buy from me? How should mail prices compare with local values? Where can I get a list of customers?

How can I collect from buyers? I've come in contact with a large number of farmers who have found the answers to these questions. They have built mighty profitable part-time markets. I'm going to tell you combine their experiences and your own observations here into one article. In the hope that what I have to say may save you some time, trouble and expense.

City folks will buy anything you can send through the mail—just so long as it is of best quality and reaches them in good condition. Butter, eggs, honey, canned goods, fruit and vegetables hold the lead. Pop corn, candy, wild rice, tobacco, and similar products also find a ready sale. The deciding factor is the quality of what you sell. Prompt service and fair prices bring repeat orders and recommendations of your goods to friends.

Parcel-post prices compare closely with wholesale prices at the nearest retail markets. By cutting out middlemen and the buyer gets the best price, cheaper than at the corner grocery.

There are several ways of getting a list of customers. The quickest is, of course, to buy a list of names, but this, plus the cost of circulars and printing necessary to make your goods known, runs into big money. Moreover, you can buy a list from a dealer or you can expect a lot of waste. A better way is to exchange or buy names from another farmer handling a different product.

Small newspaper ads are about the cheapest way of getting customers. Four or five line ads in your nearest city papers, costing you 10 to 20 cents a line, promise good results. I am told by farmers who do it. However, if you buy space try to get into the so-called home or family papers. There is a big difference between the pulling power of the paper bought on the news stands because of "news heads" and the one delivered to the home by carrier. You can tell the home paper by the large amount of department-store advertising it carries.

Whatever plan you employ to get your list you can use a little trick matter to good advantage. Use your letterhead with a statement of what you have to sell, the quality, and a testimonial or two will be sufficient to make your approach. In getting up your literature it might be a good idea to illustrate it with a picture of yourself, family, or farm views. These pictures lend a little personal touch and go a long way toward making you more acquainted. These things are not vital at the start.

Often a friend or acquaintance in a large office or plant will help you establish a market. Some friends of mine here in the stockyards get shipments of eggs which they sell to a few low workers. Others handle a box of butter put up in pound and two-pound prints.

COLLECTIONS AND WRAPPING. Making collections depends on how you want to do business, and it is much easier than you imagine. Some farmers demand cash in advance; some ask part of it with the order and the rest on delivery; some send bills in the package, and some make the shipment C.O.D.

Your return address should be on each package. While on the subject of mailing it might be well to call your attention to the importance of wrapping and the season of the year. These two go a long way in delivering products to the buyer in good condition. Of course the distance must be taken into consideration. Ordinarily I believe it best to stick to the first.

Rejected and No Grade Hay. W. B. Oxford Co., Ont.—"I have had some hay rejected. Please explain provisions of the regulations regarding thereto, and to 'No Grade Hay.'"

Answer—The Dominion Inspection and Sale Act provides that "No Grade Hay" shall include all hay that is damp or otherwise unfit for storage, and shall be entered in the inspecting officer's books as such with a note as to its quality and condition. Rejected hay, under the Act, consists of hay containing more than twenty-five per cent of fustil or stem grass, or hay heated or containing must or mould or otherwise damaged, and includes all hay not good enough for other grades. You can obtain a booklet giving a concise summary of the Act regarding hay and straw by writing to the Publications Branch, Department of Agriculture, Ottawa.

Toasted Oatmeal Cookies. When making oatmeal cookies, place the oatmeal in a moderate oven to crisp it. Turn or stir occasionally until it becomes a delicate brown, then remove and put through a meat chopper, using the fine knife. This gives the cookies a much finer texture.