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splendid

The Cow Puncher

BY ROBERT J. C. STEAD

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CHAPTER XIII.—(Cont'd.)

A young man asked courteously what could be done for them. "We want to see the head of the firm," said Mrs. Hardy. "We want to buy a house." It occurred to Irene that in some respects her mother was extremely artless, but the issue was for the moment postponed.

They were shown into Conward's office. Time had been when they would have seen no further than a head salesman; but times were changing, and real estate dealers were losing the hauteur of the days of their great success. Conward gave them the welcome of a man who expects to make money out of his visitors. He placed a very comfortable chair for Mrs. Hardy; he adjusted the blinds to a nicety; he discarded his cigarette and beamed upon them with as great a show of cordiality as his somewhat beefy appearance would permit. The years had not been overkind to Conward's person. His natural tendency to corpulence had been abetted by excessive eating; his face was red and fleshy, his lips had no more color than his face; and nature, in deciding to deprive him of a portion of his hair, had very unkindly elected to take it in patches, giving his head a sort of pinto effect. These imperfections were quickly appraised by Irene, but his manner appealed to Mrs. Hardy, who outlined her life history with considerable detail, dwelling more than once upon the perfections of the late Dr. Hardy—which perfections she now showed a disposition to magnify, as implying a certain distinction unto herself—and ended with the confession that the West was not as bad as she had feared, and anyway it was a case of living here or dying elsewhere, so she would have to make the best of it. And here they were. And might they see a house?

Conward appeared to be reflecting. As a matter of fact, he saw in this inexperienced buyer an opportunity to reduce his holdings in anticipation of the impending crash. His difficulty was that he had no key to the financial resources of his visitors. They had lived in good circumstances; they were the family of a successful professional man, but, as Conward well knew, many successful professional men had a manner of living that galloped hard on the heels of their income. The only thing was to throw out a feeler.

"You are wanting a nice home, I take it, that can be bought at a favorable price for cash. You would consider an investment of, say—"

He paused, and Mrs. Hardy supplied the information for which he was waiting. "About twenty-five thousand dollars," she said.

"We can hardly invest that much," Irene interrupted, in a whisper. "We must have something to live on."

"People here live on the profits of their investments, do they not, Mr. Conward?" Mrs. Hardy inquired. "I have been told that that is the way they live, and they seem to live very well indeed."

"Oh, certainly," Conward agreed, and he plunged into a mass of incidents to show how profitable investments had been to other clients of the firm. He emphasized particularly the desirability of buying improved property—preferably residential property—and suddenly recalled that he had something very choice in which they might be interested. At this juncture Conward's mood of deliberation gave way to one of briskness; he summoned a car, and in a few minutes his clients were looking over the property which he had recommended. Mrs. Hardy, who, during her husband's lifetime had never found it necessary to hear financial responsibilities or make business decisions, was an amateurish buyer, her tendency being alternately to excess of caution on one side and recklessness on the other. Conward's manner pleased her, and she was eager to have it over with. But he was too shrewd to appear to encourage a hasty decision. He realized at once that he had sold Mrs. Hardy, but Irene was a customer calling for more tactful handling. Conward's eye had not failed to appraise the charm of the young woman's appearance. He would gladly have ingratiated himself with her, but he was conscious of a force in her personality that held him aloof. And that consciousness made him desire the more to gain her confidence. . . . However, this was a business transaction. He did not seize upon Mrs. Hardy's remark that the house seemed perfectly satisfactory; on the contrary, he insisted on showing her other houses, which he quoted at such impossible figures that presently the old lady was in a feverish haste to make a deposit lest some other buyer should forestall her.

Back in Conward's office, while the agreement was being drawn, Irene heard that laugh, and it stirred some remembrance in him. Instantly he connected it with Irene Hardy. The truth was Irene Hardy had been in the background of his mind during every waking hour since Bert Morrison had dropped her bombshell upon him. How effectively she had dropped it! What a hit she had scored! Dave had recoiled ever since between amusement and chagrin at her generalship. She had deliberately created for him opportunities—a whole evening full of them—to confess about Irene Hardy, and when he had refused to admit that he had anything to confess she had confounded him with an incident that admitted no explanation. For a moment he had stood speechless, overcome with the significance of what she had said; the next, he reached out to detain her, but she was already on the stairs of her apartment and waving him a laughing good-night. And now that voice—

Dave had no plan. He simply walked into Conward's office. His eye took in the little group, and the mind behind caught something of its portent. Irene's beauty! What a quickening of the pulses was his as he saw in this splendid woman the girl who had stirred and returned his youthful passion! But Dave had poise. Upon a natural ability to take care of himself in a physical sense, environment and training had imposed a mental resourcefulness not easily taken at a disadvantage. He walked straight to Irene.

"I heard your voice," he said, in quiet tones that gave no hint of the emotion beneath. "I am very glad to see you again." He took the hand which she extended in a warm grasp; there was nothing in it, as Irene protested to herself, that was more than firm and warm, but it set her finger-tips a-tingle.

"My mother, Mr. Elden," she managed to say, and she hoped her voice was as well controlled as his had been. Mrs. Hardy looked on the clean-built young man with the dark eyes and the brown, smooth face, but the name suggested nothing. "You remember," Irene went on, "I told you of Mr. Elden. It was at his ranch, we stayed when father was hurt."

"But I thought he was a cow puncher," exclaimed Mrs. Hardy, with no abatement of the contempt which she always compressed into the one Western term which had smuggled into her vocabulary. "Times change quickly in the West, madam," said Dave. There was nothing in his voice to suggest that he had caught the note in hers. "Most of our business men—at least, those bred in the country—have thrown a lasso in their day. You should hear them brag of their steer-roping yet in the Ranchmen's Club." Irene's eyes danced. Dave had already turned the tables; where her mother had implied contempt he had set up a note of pride. It was a matter of pride among these square-built, daring Western men that they had graduated into their office chairs from the saddle and the out-of-doors.

"Oh, I suppose," said her mother, for lack of a better answer. "Everything is so absurd in the West. But you were good to my daughter, and to



Lady Byng on Saskatchewan Farm
Lady Byng, wife of the Governor-General, visited the farms of several soldier-settlers near Saskatoon recently. Here she was snapped informally on the farm-home of Mr. and Mrs. S. F. Rose.

thinking of myself. Your health may demand other expenditures."

"My health was never better," Mrs. Hardy interrupted. "And I'm not going to miss a chance like this, health or no health. You have heard Mr. Conward tell how many people have grown wealthy buying property and selling it again. And I will sell it again—when I get my price," she ended, with a finality that suggested that large profits were already assured.

"It is as your mother says," Conward interjected. "There are many rapid increases in value. I would not be surprised if you should be offered an advance of ten thousand dollars on this place before Fall. It is really a very exceptional investment."

"There must be an end somewhere," Irene murmured, rather weakly. "I shall give you five thousand dollars now," she said, "and the balance when you give me the deed, or whatever it is. That is the proper way, isn't it?" "Well, it's done," said Irene, with an uneasy laugh, which her excitement pitched a little higher than she had intended.

In an adjoining room Dave Elden heard that laugh, and it stirred some remembrance in him. Instantly he connected it with Irene Hardy. The truth was Irene Hardy had been in the background of his mind during every waking hour since Bert Morrison had dropped her bombshell upon him. How effectively she had dropped it! What a hit she had scored! Dave had recoiled ever since between amusement and chagrin at her generalship. She had deliberately created for him opportunities—a whole evening full of them—to confess about Irene Hardy, and when he had refused to admit that he had anything to confess she had confounded him with an incident that admitted no explanation.

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poor, dear Andrew. If only he had been spared. Women are so unused to these business responsibilities. Mr. Conward. It is fortunate there are a few reliable firms upon which we can lean in our inexperience."

"Mother has bought a house," Irene explained to Dave. "We thought this was a safe place to buy."

A look on Elden's face caused her to pause. "Why, what is wrong?" she said. Dave looked at Conward, at Mrs. Hardy, and at Irene. He was instantly aware that Conward had "stung" them. It was common knowledge in inside circles that the bottom was going out. The firm of Conward & Elden had been surrying for cover; as quietly and secretly as possible, to avoid alarming the public, but surrying for cover nevertheless. And Dave had acquiesced in that policy. He had little stomach for it, but no other course seemed possible. Conward, he knew, had no scruples. Bert Morrison had been caught in his snare, and now this other and dearer friend had proved a ready victim. "As Conward was wont to say, business is business. And he had acquiesced. His position was extremely difficult.

Boy of 14 Never Has Shed a Tear in Life.

The case of a boy of fourteen who has never shed a tear is described by The London (Eng.) Daily Express. This is the case record of a Cambodian boy, Bernard Waites, who has never been known to cry and has whimpered only once.

"I have never seen his eye moisten since the moment he was born," said Mrs. Waites to a reporter. "He had most of the baby ailments that bring tears, and has since had his share of bumps and bangs like any other boy."

"Every means has been tried to make him cry. Bigger boys have tormented and excited him, mocked and jeered at him, told him sad stories, and even stuck pins in him—without drawing the suspicion of a tear. He whimpered once for about half a second when his father cut his corn too low."

This fourteen-year-old tearless boy has an exceptionally strong and well-knit frame. He is well over 5 feet 3 inches in height. He has the muscles and sinews almost of a man, liss like a child, and still has seven of his first teeth uncut. He began to talk only when he was twelve years old.

"He has more than the normal boy's share of feeling, intelligence and understanding," said Mrs. Waites, "and I am convinced that a good burst of tears would cure him of his 'queerness,' backwardness, and restraint. I would sell my home to see him cry."

Dye Dress, Skirt or Faded Curtains in Diamond Dyes

Each package of "Diamond Dyes" contains directions "so simple any woman can dye or tint her worn, shabby dresses, skirts, waists, coats, stockings, sweaters, coverings, draperies, hangings, everything, even if she has never dyed before. Buy "Diamond Dyes"—no other kind—then perfect home dyeing is sure because Diamond Dyes are guaranteed not to spot, fade, streak, or run. Tell your druggist whether the material you wish to dye is wool or silk, or whether it is linen, cotton, or mixed goods.

The Latest. Father—"That child of ours is altogether too annoying with his toy boat."

Mother—"What does he want now?" Father—"He wants to have it fitted out with a wireless."

Minard's Liniment For Colds, Etc.

A Slight Mistake. Jim was very much in love, but held back his proposal from sheer bashfulness. At last he decided to pop the question by telephone.

"Mabel, I love you!" he gasped, his heart thumping. "Will you marry me?"

There was a moment's hesitation before the answer came. "Of course I will, Arthur. Why didn't you come and ask me yourself?" Then Jim shouted back: "You'll have to break the news to Arthur yourself. I'll be hanged if I will!"

The German woman who designed the first "Teddy bear" is still alive, aged seventy-five.

UNITED STATES DOCTOR MAKES STARTLING OFFER

Will Send Handsome Spectacles on Trial to Anyone.

Everyone who wears glasses or suffers from eye strain will be interested in the remarkable offer of Dr. Ritholz, the famous Chicago eye strain specialist, to send a pair of his handsome, extra large size "True Vision" Tortoise Shell Spectacles Free on Trial, to any reader of this paper who writes him, addressing his Canadian Office, Dept. C-46, P.O. Box 2201 Winnipeg, Manitoba. These splendid glasses will enable anyone to read the smallest print, thread the finest needle, see far or near, and prevent eyestrain or headaches. These Spectacles are said to be equal to any sold at retail at from \$12.00 to \$18.00 a pair; are very handsome in appearance and will last a lifetime. They are very becoming and your friends are sure to compliment you on your improved appearance. Don't send any money. Simply your name, address, and age, and state the length of time you have worn glasses (if any). He will send the glasses at once by Prepaid Parcel Post, for you to wear, examine and inspect for ten days in your own home absolutely free. If you are satisfied in every way becoming and your friends are sure to compliment you on your improved appearance. Don't send any money. Simply your name, address, and age, and state the length of time you have worn glasses (if any). He will send the glasses at once by Prepaid Parcel Post, for you to wear, examine and inspect for ten days in your own home absolutely free. If you are satisfied in every way becoming and your friends are sure to compliment you on your improved appearance. Don't send any money. Simply your name, address, and age, and state the length of time you have worn glasses (if any). He will send the glasses at once by Prepaid Parcel Post, for you to wear, examine and inspect for ten days in your own home absolutely free. 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