

## THE GRANITE TOWN GREETINGS

KOOTENAY  
STEEL  
RANGE

When you buy a "Kootenay" Steel Range you make a permanent investment. The "Kootenay" is guaranteed by makers and dealers alike to be a strong, durable range and a perfect cooker and baker.

McClary's

Sole Grant &amp; Morin

As Perfect As When It Was  
Carved 1300 Years B. C.

London, May, 17—Details of the season's results in exploration by the British school of archaeology in Egypt are described by Professor Petrie as gigantic.

An alabaster sphinx was found at Memphis, twenty-five feet long and four feet high and weighing sixty tons. The face is as perfect as when it was carved 1300 years B. C. Earthen fortress walls more than 100 feet thick and a quarter of a mile across, were discovered at Heliopolis. They probably date back to the early barbaric invasions.

A cemetery was discovered thirty miles south of Cairo, with dates on the stones from the earliest historic age down to the period of the pyramids.

Linen was found there, of which some sheets went back to the eleventh dynasty. They were as white and sweet as if they were just from the loom.

JOB  
PRINTINGPROMPTLY  
EXECUTEDAT THE  
Greetings  
OFFICEWe  
Aim  
To  
Please!The Secret  
OF THE  
Countess

By WARD MUIR

"I haven't told you that she is as ready to all intents and purposes a widow?" Countess Klein spoke lightly, but there was a sombre glow behind her eyes.

"But suppose the police never catch Abner?" he persisted.

"They will never catch him—Abner is too clever for mere police."

"You gave him the Signet?"

"How did you induce him to confess?" he asked.

"I offered him a bargain—a bargain which, being already almost at the end of his tether, he was only too eager to accept."

There was a sort of harsh and malicious humor in her tone, and Derrick felt again that this woman could be cruel.

"In exchange for his confession and flight, I offered him the object which his soul has coveted for years."

"You gave him the Signet?"

"Yes, I gave him the Signet of Manasseh."

"Surely that was a tremendous sacrifice?" He was astonished.

"She was oddly ecstatic."

"Won't his possession give him immense power?"

Her answer was interrupted by the entrance of Della. She was pale still, but she gave Derrick her hand, and he smiled with a certain brightness. Then she sank on to a sofa.

"It was worth it," Countess Klein repeated, for his confession was essential. As I said, it was a good thing I didn't send him the sealed letter just night. If he had set eyes on that seal, I verily believe he would have killed himself. He would have recognized my handwriting on the envelope, realized that I had gained possession of the seal, and knew that all his ambitions were wrecked."

"Did he confess to the Olroyd Square murder, too?" asked Derrick.

"No."

The Countess spoke with a peculiar intonation. She glanced at the figure of Della reclining on the sofa.

"Yet he, or one of his agents undoubtedly killed Sir Felix," said Derrick.

"No."

"And," she added, "neither Abner nor his agents know who killed Sir Felix."

"Who on earth did kill him, then?" cried Derrick.

"Della had risen from her sofa, and now stood before him, her eyes wide, her face the color of ashes."

"I killed Sir Felix!" she said tensely.

## CHAPTER XV.

What Happened at Olroyd Square

Derrick paced. He gazed at Della, that tall, dark figure, with its wan face and wide eyes.

"You!" he said hoarsely.

Della turned to Countess Klein.

"Tell him," she whispered. Then, hastened unsteadily from the room. The door closed behind her.

"She has confessed all to me," said the Countess. "We can now piece together the whole puzzle. I have also a confession from Harry Lazarus. He fled the night before the inquest. The police never really interviewed Harry at all—they only got his information through Abner, who said he had cross-questioned him, and who professed to be as astonished as anyone at his flight. I had the foreign ports watched, and one of my agents caught Harry at Antwerp, and extorted a confession from him, which—with Della's addition—makes the whole thing clear. Sit down, and I will tell you every detail—I will tell you what the police themselves will never know."

Derrick sank into a chair and prepared to listen. Countess Klein at once began methodically to tell her long story.

"Sir Felix," she said, "was latterly a monomaniac, practically a prisoner in his own house, under the guardianship of Barry and Abner—but a prisoner with no desire to escape; a recluse, in short. Barry and Abner often changed places, when it was needed for the caretaker to display more subtleties and cunning than Barry possessed. Abner, like so many Jews, was a magnificent actor, he could 'make up' like Barry, and imitate his speech. It was Abner who took Barry's place, and received you on that famous night, but failed to recognize you because of your beard."

"I had already suspected something of the sort," Derrick interrupted. "I had noticed the peculiar mark on Barry's neck, and saw it also on Abner's."

"Barry was commissioned to pick up some looter from the street that night, invite him in, and thus place on him the suspicion of the murder. When Barry saw you he was glad to find so suitable a victim—a former sea-mate, to whose presence in the house some plausibility could be attached. You seemed an appropriate scapegoat on whom to fix the crime."

"Then they had intended to murder Sir Felix?"

"Yes; they were going to murder him that evening," answered Countess Klein. "They plotted it all out in the garden, that morning; and Della, in her bedroom which overhung the garden, heard them—there is an acoustic echo there which carries sound in the most extraordinary fashion. Della determined to warn Sir Felix. She had often watched him from her window, sitting in his study. She had seen both Barry and Abner interviewing him in his room. Sir Felix used to sit there, brooding over his collection of jewels, or studying Hebrew—he was a great authority on Hebrew, and, through this had, an earlier date, come into the possession of the Manasseh Signet. Sometimes for hours she would see him stand and gaze at his wife's portrait—the portrait of Della's mother. He was quite mad,

and one of his eccentricities was that he always donned evening dress before taking his wife's portrait from the safe in which he kept it."

"He was, in evening dress when I found him," nodded Derrick.

"Della hated to see him looking at that portrait," the Countess went on. "She hated Sir Felix himself, with a child's undying hatred, because he had taken her mother from her."

"Didn't Della's mother want to marry Sir Felix?" queried Derrick.

"No; she cared nothing for him. But he had promised to leave all his money to Della, the daughter—a promise which, as we now see, he kept—so the mother consented. The Frankforts were poor, and Rachel wanted to know that her little daughter was provided for."

The Countess brushed her hand rather wearily across her eyes; then resumed:

"Abner, meanwhile, had embroiled much of the Dalraven fortune, and dreaded that Rachel Frankfort, as Lady Dalraven, would discover this fact, to which Sir Felix was oblivious. She would be especially likely to discover it, he thought, if Sir Felix were to die and leave all his money to his widow. In view of this I am certain that Abner decided to murder Sir Felix's death—probably by poison. It occurred only half an hour after she had married him, and the latter, as we know, never recovered. The awful event unhinged his brain."

"Abner, as the years passed, became aware not only that Sir Felix's fortune was vast—this he already knew—but, what was more important, that Sir Felix had become possessed of the Signet of Manasseh. Hence the plot to murder Sir Felix was to be executed. The Signet stolen, and the blame of the crime thrown on some poor castaway picked up from the streets, who might be accused of theft or burglary as well. Della, overhearing the main details of the plot, decided to warn Sir Felix."

"She stole out, entered No. 7's garden, crept in at the back of the house, and up the servants' staircase to Sir Felix's study. As she entered, he looked up from the streets, who might be accused of theft or burglary as well. Della, overhearing the main details of the plot, decided to warn Sir Felix."

"Rachel!" he gasped, leaping to his feet.

"Della saw that his poor tortured brain had mistaken her for her mother. He thought his bride had returned to him."

"She did not realize the seriousness of the delusion. Take this, she exclaimed, and handed him a revolver loaded, which she had bought that morning. She was going to explain to him that he was in great danger, and that he must use the weapon to defend himself from Abner."

"Rachel!" he repeated. He held out his hands. "So you have come back to me at last!"

"I am not Rachel," she said quietly.

"Then you are her spirit come to torment me!" he shouted. "I will cry you are not flesh and blood!" He had snatched the revolver, and now leveled it at her.

"Unquestionably Della would have been killed if she had not thrown herself upon him. There was a momentary struggle, and the revolver went off. It shot him in the breast. Della was terrified, almost overcome by the sight of him bleeding, and staggered towards the safe, and took something out. As he turned again, her frightened eyes met his, and she saw that the shock seemed to have reinstated his sanity. But as took no further notice of her."

"I am dying!" she heard him mutter. "They must find it! I must die with me! I will take it to the grave!" And he placed his hand to the door, and fled through the back way, and five minutes later, with her knees almost giving way beneath her, she re-entered her own room.

"Barry had, of course, come in, and finding Sir Felix dead, had realized that he must conceal this premature tragedy from Abner, and pretend to commit the crime that night as had been arranged."

"So the grisly farce was carried out while, unknown to Abner, the body of Sir Felix was already lying lifeless in that upper chamber. We know what followed. Barry, so far from going out merely to 'Bristol,' made an instant bolt for the Continent, leaving Abner to manage the affair as best he could. Abner took Barry's place, entertained you to supper, gave you a five-pound note to lend color to your guilt when you should be arrested, and then left you. He lurked outside the house, waiting to hear the shot within, which would apprise him that Barry had done his task. No shot came, for Barry by this time was half way to Harwich."

"Abner at last himself crept into the study to see what could be the explanation. He must have been astounded to find Sir Felix lying there dead already. Possibly he thought that Barry had actually committed the murder a few minutes before, and that he, Abner, had failed to hear the detonation. At all events he knew that the tramp, 'Joe Dean,' was still sitting placidly in the kitchen—and it was vital to the success of the plot that the said Joe Dean should somehow be tempted to come upstairs and there be found by the police."

"Della still fascinatedly watching through her field-glasses—she was numb now, with a sort of fatalistic indifference—saw Abner enter Sir Felix's room, start back in astonishment, and then, plainly, ponder what to do. At last Abner picked up the revolver, which was still lying on the floor, and deliberately fired it at nothing. Then he uttered a shriek—a liberate and blood-curdling imitation of a death-cry, and instantly quitted the room."

"Purposely he made as much noise as possible, running down the stairs. He was determined that 'Joe Dean' should hear, and be led by curiosity into the upper part of the house. Abner quickly dropped to a cool walking pace, made the round of the square perhaps twice, and then saw the light of Joe Dean's lamp in the hall,

and, having ascertained as he used to do, gently made the rounds in search of the origin of the shot and the cry above at once called the police, told them that he had heard a shot in No. 7, Olroyd Square, and begged them to enter. They did so with Abner, who hoped to catch 'Joe Dean' actually in the murdered man's room."

"Della, with a shudder, watched you escape, and saw you hide in the garden, just below her window. She told me that she was almost moved to call to you, to assure you that if you were caught she would confess and so save you. And so she would have done terrified though she was of Abner. But, as it turned out, there was no need for her to speak."

"Now, you have the whole story. Della was, you see, an unforeseen intrusion. It mystified Abner as much as it mystified Scotland Yard. But it saved you, Derrick."

The Countess ceased her recital.

## CHAPTER XVI.

Abner's Fate

Derrick sat silent for a space. But, how about Abner?" he said at last. "How can I rest while he is still at large?"

"His doom follows him," Countess Klein spoke icily. "By rights he should be hanged for the murders he has committed. I have no doubt that he will die, although he escapes the law."

"Will he die?"

The Countess rose and stared at Derrick steadily. Her eyes were steely and bright. "He will use the Manasseh Signet. At the very first opportunity he will use it. It may be that he will use it for a demand for money, to be supplied by some member of the secret society to which he belongs—the society which I have called the Black Jews as distinguishing them from ours, the white. He will endeavor to prove his right to be supplied with funds by sealing the request with the Signet. And instantly he will be killed by his society."

"Why should they kill him?"

"Because the Signet will seal with a wrong sign. Before taking it to him in Gresham Street I gave the Signet to a gentleman whom I can trust, and he will make some tiny alterations in the hieroglyphs. These will be detected when Abner uses the seal."

"Della looked at her. Had she done right? He could not judge. No present tribunal could judge the actions of the Countess Klein."

The following evening, when Derrick went to dine with the Countess and Della, the street newsboys were crying a late extra whose contents-bill announced "Death of a Famous Lawyer."

The famous lawyer was Adolf Abner. His body had been found, lying with knife wounds, in a back street in Paris."

Ready Abner then had tried to use the Signet, and had paid the penalty. At the dinner-table Derrick said, looking about the table, "Della was plainly ignorant of it. The Countess, equally plainly, had heard it, but she was quite unamused."

Afterwards, in the drawing-room, the Countess spoke. "Tell her," she said to Della. "Tell her that I tell her that she is free."

"Tell her that she is free," Countess Klein quietly slipped away.

"Della went to her room, and, very gently broke to her the news, though no the means, of her strange widowhood."

And when he left her that evening they kissed—the first kiss of true lovers betrothed.

## THE END

## BULL-FIGHTER'S ROMANCE

"The Little Bombshell" as a Lady-Killer And All Round Sport

The sensation of the day throughout Spain is the news that the most celebrated bull-fighter in the country, known as El Bombita, or "the little bombshell," who received \$2,500 for every fight in which he appeared, and now possesses a fortune exceeding \$100,000, has died with him from Malaga. Bombita does not resemble the old-fashioned type of bull-fighter. He speaks French fluently, knows a little English, wears a frock coat, and dresses elegantly, always stays at the leading hotels and frequents the best society, possesses motor-cars and is, generally speaking, more a dandy than a bull-fighter.

The parents of the lady have begun judicial proceedings, and the judge in charge of the case has sent telegrams all over Spain ordering the detention of the bull-fighter and the young lady, but the people in general believe that some romance will end to the sound of wedding bells.

## Fashions in Dogs

So carefully does the woman of fashion select the dog which is to occupy a seat in her motor or carry her appearance on other occasions that he has become almost a dress accessory, like her handbag or parasol, and as such he is subject to favor or disfavor, according to fashion's dictates.

At the thirty-sixth annual bench show of the Westminster Kennel Club recently held in the New Grand Central Palace in New York, dogs from every Province in Canada and many famous English dogs were shown with the American ones. In reading the entries one notices a distinct falling off in some breeds that have been popular for years. Bulldogs and Bull-terriers are less in evidence, while the great St. Bernard is restored to favor. The Wire-haired terrier is prominent and many society women exhibited. West Highland terriers, merkins continue in high popularity.

The ultra fashionable, who speedily echo the dernier cri of Paris, are going quite wild over toy dogs of every sort. Toy spaniels and dachshunds, which were formerly the property of the aristocracy, are now the property of the masses, and the public are allowed what liquid refreshment they liked.

## USES OF ELECTRICITY

In the Homes and on the Farms of Germany and Switzerland

Rev. W. B. Findlay spoke to the Canadian Household Economic Association about the uses to which he had seen electricity put in Germany, Switzerland and part of France. The people of the new world are apt to think themselves very advanced along these lines, but Germany and Switzerland have got far ahead in putting electricity to practical uses. In Germany electricity is generated chiefly from steam. A group of townships will engage an engineer who decides upon the geographical point best suited for the placing of an electrical power house. From this station, which is made a thing of beauty as well as use, transmitting lines run out through all the townships, which are assessed for the cost of it. A community of farmers then get together and contract for a definite amount of power, which comes at a voltage of about 2,300, and each farmer must provide a place where it may be stepped down to a voltage at which it is profitable to consumers, while it is for this purpose he has a small transforming station which is often placed on wheels and can be moved to the part of the farm at which he needs it, for farms are very large in the north of Germany. These stations are also built in such a way that connection cannot be made until all doors leading to the dangerous parts are closed.

With this plant installed a great deal of work can be saved. A farm of 125 acres had a two horsepower motor which lighted the house and barn, milked the cows, separated the cream, churned, chopped food for its animals and saved wood. A small motor for the kitchen will run coffee-grinders, meat choppers and slicers, knife cleaners and sharpeners and dish washers, in which the dishes are set as a brake, he put the chore man in a box-like arrangement where the water is heated by electricity and agitated by agitators. These latter are commonly seen in hotels, as they are still quite expensive.

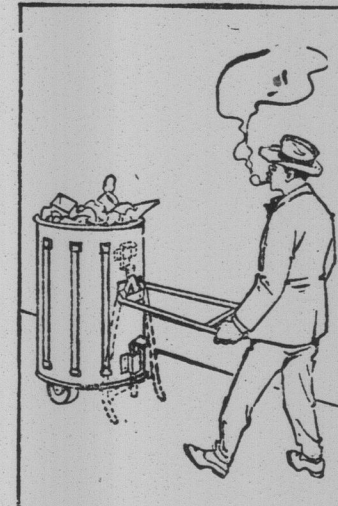
Electric ploughs are adjustable to different depths and will plough twelve acres where formerly only two were done, but they cost a good deal more. In Switzerland the electric oven with its perfectly even heat, was brought into use in 1902, and is now very extensively used.

Mr. Findlay drew attention to the fact that Ontario gets all her coal at a price of \$1.50 per ton, while a million horsepower that might be used for the same purposes goes to waste in the rivers of the Great Lakes.

## ASH CAN ON WHEELS

Can be Rolled Out to Curb Without Fuss or Soiled Clothes

It was a flash of genius that inspired a Connecticut man to put wheels on an ash can. And when in addition to this he added a handle, which acts as a brake, he put the chore man out of business. For the head of the house can now roll his own ash can out to the curb. If he is not too proud to do so, without any help at all, and without soiling his clothes. The can is mounted on a pair of small wheels and the handle is hinged to the sides. A bolt at the bottom engages the cross bar of the handle and locks the latter in a vertical position when it is not in use as a pusher. Thus the ends of the handle act as a brake and prevent the can from rolling away by itself or from upsetting, as it would otherwise do with only two centered wheels to rest upon.



HANDLE IS ALSO A BRAKE

die act as a brake and prevent the can from rolling away by itself or from upsetting, as it would otherwise do with only two centered wheels to rest upon.

## RUNAWAY SCHOOL BOYS

Two industrial schoolboys belonging to Dundee ran away from school, and broke into a public-house in North High Street, Glasgow, where they stole a quantity of bread and cheese, cigarettes, and a bottle of whisky. The contents of which they did not drink. The lads next proceeded to a clothier's shop in High Street, Musselburgh, and attempted to break into it, but were disturbed. Later they walked along the railway line to Edinburgh. In the evening, unobserved, they slipped into an hotel in Princess Street, and passed the night in a sofa, stealing out undetected next morning.

## OBJECTION TO TEETOTAL LUNCHEON

for seven years the Edinburg Agricultural Society has forbidden the use of intoxicating drinks at the luncheon and on the ground of its agricultural show at Corven, Wales, Captain Vaughan Wynn, eldest son of the late Hon. C. H. Wynn, founder of the society, has refused the prohibition unless the members and the public are allowed what liquid refreshment they liked.

State of Ohio, City of Toledo, Lucas County

Frank J. Cheney makes oath that he is a senior partner of the firm of F. J. Cheney & Co., doing business in the city of Toledo, County and State aforesaid, and that said firm will pay the sum of ONE HUNDRED DOLLARS for each and every case of Catarrh that cannot be cured by the use of Hall's Catarrh Cure.

Frank J. Cheney.

Sworn to before me and subscribed in my presence, this 6th day of December, A. D. 1886.

A. W. Gleason, Notary Public.

(Seal)

Hall's Catarrh Cure is taken internally and acts directly on the blood and mucous surfaces of the system. Send for testimonials free.

F. J. Cheney & Co., Toledo, O. Sold by all druggists, 75c.

Take Hall's Family Pills for constipation.

For the nine months ending with Mar. 31, the United States exported to Canada goods to the value of \$39,229,857 more than in the corresponding nine months of the preceding year.

For the nine months ending with Mar. 31, the United States exported to Canada goods to the value of \$39,229,857 more than in the corresponding nine months of the preceding year.

The figures for the imports of the United States from Canada for the nine months ending with March, 1911, were \$7,600,239. For the same period this year these imports dropped to \$75,240,620.

On the other hand, the exports of the United States to Canada for the nine months of 1911 were \$191,336,509. This year the exports for the same period jumped to \$230,566,166. That is to say, the disparity between the American sales to Canada and Canadian sales to the United States has become more than Forty Million Dollars greater in the past nine months than in the same period last year.

At this rate of progress Canada will soon be buying four times as much annually from the United States as that country is buying from the Dominion.

Under Reciprocity Canadian farmers, fishermen and lumbermen would have had free access to the American markets, and Canada would have largely increased her sales to the United States. There is no dispute as to that. It is admitted by the opponents of Reciprocity. Consequently we should have equalized the terms for buying and selling natural, agricultural and food products across the frontier.

But Reciprocity has been defeated. The Big Interests refuse to allow the Western farmers to sell their wheat across the border, and yet at the same time they continue to buy raw materials in increasing quantities from the United States, with the result that the "adverse balance" of trade which at one time was a perfect nightmare to the party in power is bound to grow at an alarming rate.

What are the Flag-Flappers going to do about it.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

One of the results of the steadily improving economic conditions of Ireland is the diminishing rate of emigration. The decrease in population during the last decade was the lowest since 1851. Scotland has taken Ireland's place as the country from which the young are pouring in ever-increasing numbers. Last year the emigration from Scotland was nearly twice that of Ireland, the relative figures being 61,000 and 30,573.—Iris.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point at issue. If you want something say so in a few well chosen words. The intelligent reader likes that kind of straight-from-the-shoulder talk and that is one reason why our Classified Want Ads. are so productive of the best kind of results. Whether buying or selling they will help you.

Our Classified Want Ads. get right down to the point