

William Skinner & Sons.

ing and skating and hunting the wolf, and in my manhood, whatever my follies, I have never neglected the vigorous sports of the highlands. I am tough, Charlotte, and I am not easily hurt."

"Then you are angry."
"No, I am not angry. I am depressed."

"Why?"

"Because I am afraid."
"Again, why?" demanded the ex-Queen.

"Because I met a man who was not afraid of me."

"Explain."

"Explain."
Briefly the Arch-duke related the episode of the Council Chamber.
"I tell you, Charlotte," he concluded, "there is something uncanny about that fellow, who looked death in the face without flinching. He has a destiny, and knows it."
"Who was he? What was he like?"
"I do not know who he was, for he refused all information. But his face is like a woman's, save that it has inflexible determination as well as in-

flexible determination as well as infernal beauty. He has a low brow sleek black hair, and aquiline nose, and eyes like stars of fate."

"Fritz of Friedrichsheim!" exclaim-

ed Charlotte.
"No," said Cyril, shaking his head,
"it could not have been Fritz of Friedrichsheim."
"But I feel sure it was," persisted

"But I feel sure it was," persisted the ex-Queen.

"And I am certain it was not."

"Why?" maintained the woman.

"Because, for one thing, I told Major Lacherberg to deal with him yesterday, and when Lacherberg deals with a man, that man does not perform a deed of vigorous heroism on the following day. Moreover, Fritz, whom I have heard of, though never seen, has been reported to me as a young rake, a lover of dice and cards and late hours, a woman's man, a and late hours, a woman's man, a drinker of German wines and Frenc. brandy

"Well?"

"Well?"

"The man who smiled at my revolver was not a rake. He was something—Gott! I know not what he was—but he was something greater than that, and I am afraid of him."

"Nevertheless it was Fritz of Friedrichsheim," persisted Charlotte. "Look," she said, opening her album at Fritz's photograph, and keeping her right hand over the superscription. "Was that the man?"

"Yes, that's the fellow," admitted Cyril in astonishment.

Cyril in astonishment.

Charlotte took her hand from the signature.
"Teufel!" exclaimed Cyril. "So von

Lacherberg has not dealt with him after all. I tell you that young man has a destiny. I am——"

A knock at the door interrupted

"Major von Lacherberg," announced the old waiting-woman.

The Major stood in the doorway, a stiff, angular figure, rigidly at the salute, a look of interrogation on his wooden features.

"The Arch-duke has been elected to the Regency," said the ex-Queen, as if in answer to his mute inquiry.
"Congratulations, Highness," said the soldier, dropping his right arm and advancing two paces into the room.

"One moment, Lacherberg," said Cyril sternly. "Being informed that a certain young man, the Baron of Friedrichsheim, put forward some absurd pretensions to the Regency, I gave you orders to deal with him. I have irrefutable evidence, into which it is not necessary for the moment to go, that he has not been dealt with."

"I forced a quarrel on him, Hig."-ness," said the dragoon with a shrug of the shoulders. "I put an open insult on him yesterday in the public room of the Concordia, but he refused to fight."

"Impossible!" cried Cyril. "Fritz 's

"Impossible!" cried Cyril. "Fritz 's no coward. What does it mean?"
"It means, Highness, that Fritz of Friedrichsheim is taking no risks."
The Arch-duke had difficulty in suppressing a shudder; the expression so exactly interpreted his worst fear.
"I have seen some plucks things in my life," went on von Lacherberg. "I have seen men face certain death with a jest on their lips. I have seen men lead a forlorn hope with the smile

Elevate Profits and Lower Costs

THE volume of profits in any business, alone marks that business as a success or a failure.

This requires no argument. The fact is self-evident.

THE PERSON NAMED IN

And profits depend upon two things—the ability to sell your goods at a sufficient advance over cost to cover the expense of handling and leave a surplus and the ability to place that selling price at a figure which enables your customer to recognize the value you offer.

Now, it is impossible to sell goods continuously unless the price is right.

It is, likewise, impossible to get the price down to the right figure unless the cost of handling goods is reduced to a minimum

An Otis-Fensom Freight Elevator An Otis-Fensom Freight Elevator enables the manufacturer, or the merchant, to economize time, labor and floor-space. All the floors of the building are made instantly available. The top floor is practically placed on a level with the basement, giving increased storage capacity, eliminating wear and tear on goods, and saving time in checking and shipping. shipping.

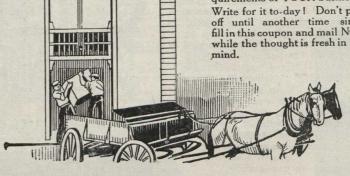
Just stop a moment and consider what this means!

An Otis-Fensom Freight Elevator can be bought for as little as \$70.00, while the prevailing low rates for electricity now make an electric elevator possible to those who prefer to use power.

OTIS FENSOM FREIGHT ELEVATORS

Our free booklet, "Freight Elevators and Their Uses," will tell you all about an elevator intended, specifically, to meet the requirements of YOUR business.

Write for it to-day! Don't put it off until another time simply fill in this coupon and mail NOW, while the thought is fresh in your mind.



OTIS-FENSOM ELEVATOR CO., LIMITED

50 BAY STREET, TORONTO.

COUPON Send me your "Booklet A"... on Freight Elevators. Address

AN PACIFIC

WHEN YOU TRAVEL, TRAVEL IN COMFORT

"The Canadian Pacific Railway offers to the travelling public, service and equipment second to none. They build, own and operate their Compartment Observation Cars. Standard Sleepers, Dining Cars, Coaches and Motive Power."

"The Canadian Pacific own and operate a line of palatial hotels along the Railway from Atlantic to Pacific, thus affording their patrons every possible comfort."

"The Canadian Pacific can ticket you around the world and enable you to travel over two-thirds of the world's journey on their own trains and steamers."

Those contemplating a trip will receive full details and literature

Those contemplating a trip will receive full details and literature on application to any C. P. R. agent, or write

M. G. MURPHY District Passenger Agent, Toronto