JOHN BURT

By FREDERICK UPHAM ADAMS

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CHAPTER XXXII—Continued.

"The hotel furnishes matches," responded Blake, coolly.

"Here's a match," said Kingsley.

"Thanks, old chap."

Morris calmly struck a light and, holding the bright new thousand-dollar note a few feet from Blake's head, he ignited it.

"Very clever, Morris," said Blake, replacing his pocketbook. "Must be a new sensation to burn my money? Did you burn your fingers—again—Morris?"

"Don't go too far with me, Blake!" Morris exclaimed. "I'll not stand for it, do you hear? I've lost, and I'm still a gentleman; you've won, and are yet a cad! You've taken my money and won the woman. Keep away from me."

"I didn't seek this interview," said Blake, his face flushed with rising anger, "but since it's to be our last one, I'm going to tell you something. I've not a dollar of your money and am not your rival in any respect. Listen to me, Morris, and I'll tell you something that will sober you. Do you remember John Burt? I guess you do. He was the country boy who dragged you out of a chair by the scruff of the neck for insulting a young lady upon whom you had forced your society."

"What of him?" demanded Morris, sullenly. At the mention of John Burt's name the scene, with all its horror, came to him.

"John Burt—what of him?" repeated Morris. "That country lout can come back, or stay away, or go to the devil, for all I care."

"That country lout has come back," said Blake deliberately, "if had the pleasure this afternoon, my dear Morris, of transferring to John Burt the various stocks and bonds which you and your father tendered to James Blake & Company in settlement of your liabilities. Permit me to let you into a deep secret, my dear Morris. John Burt is James Blake & Company. I am—nothing. In my feeble way I've attempted to carry out John Burt's instructions. You seemed to stand across his path and he blotted you out. He forced you to disgorge General Carden's fortune. He will wed the woman on whom you have forced your addresses. Do I make myself plain, Morris?"

Morris gazed at James Blake and for a moment seemed incapable of speech.

"I—I—I think you lie, Blake," he stammered, after a long pause.

Blake raised his eyes and saw John Burt and Mr. Hawkins entering the room. Pausing not a second to weigh the consequences, he grasped Morris by the shoulders and whirled him around.

Morris threw one arm behind him, but Blake, scornful of his opponent, and thinking only of the dramatic climax which offered itself, took no warning.

"Calm yourself, Morris," he said soothingly. "Anger does not become you. I want you to look your best, for here comes our mutual friend, John Burt! Hello, John!"

Blake released his grasp and Morris drew back in a defiant attitude. With careless contempt Blake ignored Morris, and his eyes followed John Burt and Hawkins as they came towards him.

At the call of his name John turned and saw Blake. His face lighted with a smile as he stopped and then walked towards the group.

The muscles of Morris' face twitched, and a desperate look came to his eyes. With a quick motion his arm came from behind his back and something glittered in his hand.

"Hello, Jim," said John. "Are we on time?"

"Mr. Burt," said Blake, his dark eyes twinkling with devilry, and his voice clear as a bell, "permit me to introduce——"

He turned to Morris with a mocking smile on his lips. He heard the click of metal and saw the flash of polished steel as Morris raised his arm and leveled a revolver at John Burt.

"I bought this for myself! Take it, John Burt," he cried.

He fired before the words were out of his mouth. The spectators who stood their ground saw James Blake throw himself forward the moment before a spit of fire came from the muzzle of the weapon. They saw his figure reel through the smoke, and they saw Morris fire again.

Like a sharp echo came an answering shot from Blake. He had half fallen, with his right knee and left hand on the marble floor. Morris's second shot was aimed over his head at John Burt, who had dashed at Morris and was almost over the wavering figure of his friend.

When Blake fired, Morris' arms went up with a jerk, and his revolver fell with a crash on the floor.

"God!" Morris cried.

Like a column pushed from its base he fell. He turned half over and lay motionless.

"I've got him, John," gasped Blake, "and I guess he's got me! Are you hurt, John?"

He again raised his weapon unsteadily, and pitched forward into John Burt's arms.

"Stand back and give the man air!" roared John Hawkins, pushing aside the morbid crowd which surged around the motionless bodies. "Bear a hand, John, we'll take Jim to my room."

With bated breath John watched the surgeon as he opened the waistcoat and cut away the blood-soaked shirt. For a moment he laid his head against Blake's breast. It seemed an age before the answer came.

"He lives," said the surgeon, reaching for an emergency case. He held a vial to Blake's nostrils, and the watchers saw the faint shudder which told of a halt in the march of death. Then the breast heaved convulsively, and James Blake opened his eyes and looked squarely into John Burt's face.

"Hello, John!" he said, faintly. "What's the matter? What's happened, old man?"

"You must keep quiet, Jim," said John Burt, tenderly clasping Blake's hand and pushing back the damp locks from his forehead. "You are a long way from being dead, old man, but you must reserve your strength and obey the surgeons."

"I don't want a surgeon—not now," declared Blake, in a stronger voice and a quickening intelligence in his dark eyes. "Hello, Hawkins! You won't be offended, will you, Hawkins, if I ask you and the doctors to leave me alone with John for a minute or two?"

"Certainly not, my boy, if the doctors say so."

The surgeon turned to John and whispered a few words, which did not escape Blake's strangely revived senses.

"You'll probe for nothing until I talk to John!" he asserted. "I'm going to live long enough to tell John something that no one else shall hear. Send them out of here, John, or I'll get up and chase them out."

"Like a column pushed from its base he fell. . . ."

The surgeon administered a few drops of stimulant, and motioning to Hawkins and the physician, the three silently left the room.

"Sit close by me, John, and let me hold your hand," said Blake. "Dear old John!"

Tears glistened in his eyes as he clasped the other's hand.

"I don't wish you to tell me anything, Jim," said John, soothingly. "Just keep quiet, Jim, and make up your mind that you are going to get well and be the same generous old Jim Blake that I have known all these years."

"You know what I've done!" exclaimed Blake, his eyes glistening with excitement. "You know all, and yet forgive me! Do you, John? Tell me, old man; it means more for me than drugs or probes."

"I do, Jim. Say no more about it, old partner, but lay quiet and keep all your strength for the crisis which is coming."

John shook his head.

"And yet you know the truth. I loved her madly, John, but a few words from you, John, after you learned the truth, brought me back to earth. I said nothing to Jessie, John. No word of love ever passed my lips. I saw Jessie this evening, and told her that I was to dine with a friend of mine from California—you, John, you! And to-morrow evening I promised her that I would bring that unnamed friend to her house. That was my little surprise, John, but it was not to be."

"I shall call the surgeons if you say another word," declared John, who feared a change for the worse.

"I should like to see Jessie. Will you send for her, John?"

"I will once," was the answer.

The door closed softly and Dr. Harkness and other surgeons entered the room.

CHAPTER XXXIII.

A Mendacious God.

"Here's a message for you, Jessie! The man says he will wait for an answer. I'm just dying from curiosity."

Jessie Carden was reading when Edith Hancock rushed into her room. Too impatient to wait, she leaned over Jessie's shoulder. The note bore the letterhead of a hotel and was written in a firm but scrawling hand. It read:

"Miss Jessie Carden,

"Mr. James Blake has been seriously wounded by a pistol shot and may not recover. He wishes to see you if possible, come at once.

"SAMUEL L. ROUNDS."

When the purport of the message dawned upon her, Edith snatched the paper from Jessie's hand and devoured it with straining eyes.

"He may not recover! Oh, what has happened? I am going to him! He shall not die! Hurry, Jessie, hurry!"

Two white-faced girls rushed to upon General Carden. His lips compressed as he read the message.

"This is Morris' work," he said. "Tell the messenger we will come at once."

The hotel entrance was blocked by a mob when the Bishop carriage drew up. The blue helmets of police officers formed a line which marked the edge of the struggling crowd.

"One moment, sir!" ordered an officer holding his baton in front of General Carden. "Make way for the ambulance corps!"

The folding doors of the side entrance opened and four men slowly advanced bearing a stretcher. It contioned a motionless mass covered with a white cloth. Jessie clung to her father's arm.

With a low cry Edith Hancock sprang forward and raised the cloth. She looked into the dead, staring eyes of Arthur Morris. The bearers paused while she gazed intently at the face. She nervously replaced the covering and turned to Jessie and her father.

"It's Arthur Morris! He's dead. Perhaps it is all a mistake about Mr. Blake. Find out, general; find out at once! We'll wait for you here."

General Carden returned and silently followed Jessie and Edith to a room on the second floor.

A case of surgical instruments lay on the center table, but the room had no occupant. As they stood hesitatingly by the entrance, the door connecting with an adjoining room opened and a tall man with red hair, sharp blue eyes and enormous hands entered. Jessie recognized Sam Rounds.

"Heou dew ye do!" he said softly, advancing with an awkward bow. "Sorry you street you in such a place, but the bitter goes with the sweet. Jim's badly hurt, but he has a chance—so the doctors say."

In whispers the four talked of the tragedy. Sam had entered the hotel office just before the first shot was fired.

"It all happened so quick I couldn't do a thing," Sam explained. "The second shot fired by Morris just missed—some one else—some one Jim was tryin' ter save—an' went through the top hat of Mr. Hawkins that Morris was dead before he struck the floor."

The door opened and a grave-faced surgeon entered the room.

"Miss Carden may see Mr. Blake for a few minutes," he said.

In the dimly lighted room Jessie Carden saw two figures—one propped up with pillows so that only the head and arms showed against the white linen. The curling, black locks fell back from the pale brow, and the handsome face seemed chiseled in purest marble.

(To be continued.)

GAMBLING FOR A CHURCH.

Mixture of Superstition and Business in Alsace.

About the middle of the last century, when the German Bund sat at Frankfort, I was an attaché to our legation there, and as Homburg was close by I spent a good deal of time in that cheerful spot.

The most curious thing that I saw was this. A church in an Alsatian village was damaged by fire. The village blacksmith dreamt that he made a machine which, when wound up three out a counter with a number on it every five minutes. He went in his dream to the village and set his machine, played on the number and won enough to restore the church. When he related his dream to his fellow-villagers money was subscribed, the machine was made and he was set to work to wind it up. Sure enough

Every day for a week the machine was placed in the gambling-room under his supervision, two peasants stood at the roulette table to play and the village priest walked up and down the room praying. At the end of the week the experiment was tried. The priest assured me that this was the result of a miracle. He may have been right or he may have been wrong. Anyhow, the money was won and the village church restored.—Henry Labouchere in London Truth.

Answered the Call.

On the bank of the Mohawk river, midway between Amsterdam and Tribes Hill, New York, is the farm of Aaron Pepper. The proprietor is the possessor of several horses, and among them one that is blind, of which Our Dumb Animals tells this story:

The horses frequently resort to the lake in the river for pasturage. They feed down to the stream at a point opposite the dwelling, and the blind mare usually follows the others. During a recent freshet the horses attempted to return, while Mr. Pepper, anxious as to the result, stood watching them from the north shore. The horses and colts had entered the stream, then their blind companion followed.

In a few minutes all were struggling against the rapid current and failing to make any headway, the leaders sought the large island, while the blind beast became separated from them and drifted a considerable distance below until she gained a foothold.

Then, discovering the loss of her mates, and realizing her helpless condition, she gave a plaintive whinny. One of the animals upon hearing it, re-entered the stream, and swimming to its unfortunate companion, touched it with the nose and directed it toward the island, which both reached in safety.

French Telephone Girls.

It has recently been decided in Paris that the telephone girl is a public official and as such she commands the respect incident to public functionaries. The question came up in a case where a popular actress was prosecuted in the criminal court for having insulted the central girl. While defendant was acquitted, the rights of the "demoiselles de telephone" were clearly established.

Evidently New.

"They haven't been married long, have they?"

"I guess not. She still thinks her husband looks like Napoleon."

Real Estate Exchange

Of Whitehead & Mitchell at the Exchange Bank, Birmingham, Ohio.

The following is a partial list of farms, city and village lots and real estate generally which we have for sale. As our list is constantly changing, we request that parties will write us if they do not see what they want in this list:

2.

Farm of 50 acres, well fenced, well watered, never-failing stream; 10 acres timber, 15 miles from Cleveland, 2 miles from electric railway to Detroit and Pontiac. Terms easy.

3.

Twenty-nine and two-thirds acres of land and the church in Royal Oak, Mich., for sale at a reasonable price; good buildings and fenced and in good repair; 45 apple trees, 10 plum trees and plenty of small fruit. Will exchange for property for $1,200. Price $1,800. Terms easy. The place is just out side of the lighter soil of Royal Oak and cannot be beaten for anyone requiring a small farm suitable for small fruit or poultry. Inquire. Come and let us show you over the place some day.

5.

Elegant house and lot on fast front and 30 rods deep on Elm Ave., East, (had as name). Fine barn and every modern convenience. Furnace, bath, sewers, etc. Will be bought for what the buildings cost. Will exchange for improved city property for portion of the purchase price.

6.

The VanEvery farm on the north shore of Wing Lake, 160 acres, two good houses, three barns, fine lake frontage, 10 acres fine orchard, 15 acres timber, all fenced, fishing, boating and bathing. Terms easy

10.

Large, roomy two-story house on Townsend St. in Birmingham, good barn, city water and all ordinary conveniences, 120 ft. front and 165 ft. deep. Price $3,000. Terms easy.

12.

The Bayley farm in the town of Troy, 187½ acres. Good farm house and farm buildings, flowing well at the barn which is the wonder and pride of Troy. Fine orchard and maple and timber, 4 acres fine grafted orchard. Circumstances reason for this valuable to sell at once, and the man who comes first will secure one of the best bargains in the country. Look it up.

13.

Farm in Southfield, 67 acres, of which 18 acres is timber, good beech and maple. Soil, clay loam. Creek runs through farm. Water in every lot the year round. New, small house and small barn. Terms easy and price so low that it will pay you to look at it up. Will trade for Birmingham property.

16.

Fine fruit farm of 68 acres about 3 miles from Birmingham, nice rolling land, 5 acres timber, 80 acres land, balance peaches, 1,000 plums, 800 grapes, 90 apples, 1½ acres raspberries, 2 acres strawberries, etc. Good house nearly new. Price $60 per acre. Will exchange property for part pay. Tell you more about it if you ask us.

18.

A small farm of 3 acres, being part of the 40 of section 1, Southfield township, Oakland county. Four good buildings; house, barn, henhouse and poultry house. Well and pump at the door. Premises abundantly supplied with cold pure water from flowing well, which is piped to barn, furnishing plenty of water for stock or other purposes all the year round. Good house, splendid soil; gravelly loam in high state of cultivation. House, two-story and wing, 6 rooms; woodshed, cellar, cistern and all conveniences; 8½ miles from Birmingham, over roads which are the best in the country; 40 rods from good school; 80 rods from Lilly's mill. Excellent neighborhood. Price $1,800. Terms easy. Can be ready for business, without a cent for repairs or improvements. Price $1,800. Terms easy.

33.

Twenty-three hundred dollars cash will buy one of the most profitable farms in the township of Southfield, consting of 96 acres. The price is $50 per acre, but the balance of the purchase price will run on long time, interest 6 per cent per cent, or will trade for a smaller farm or city property. Good lot in Birmingham; three good buildings, good cellars, wells, cisterns and all the usual conveniences. There are other things which we will whisper in your ear upon application.

54.

Nine little forty-acre tracts, all up in Sanilac county for $25 per acre, 20 acres cleared, 2 acres of orchard; a good barn and a comfortable log house; 5½ miles from Lexington, 4 miles east of Applegate post office on the F. & P. M. R'y; will exchange for Birmingham property or a small farm hereabouts. For a poor man with a small amount to start with a fair good chance to work out the balance, this will be worth coming to see us about. Now don't go along if you have nothing for someone else and without a home. Come and tell us what you can do and see if we can help you. Don't go on a wild thing if we don't deal, and if we do, the man who's selling the property pays all the commission.

38.

Two story house and lot on south side of Maple Ave., Birmingham, opposite the Woodward subdivision. Price $2,500 and it is worth every cent of it. Terms easy. Better look at this thing if we don't deal, and if we do, the man who's selling the property pays all the commission.

42.

Brick house, good barn and seven acres of land suitable for platting on south side of Maple Ave. near Woodward, opposite the Woodward subdivision. Price $2,500 and it is worth every cent of it. Terms easy. Better look at this thing if we don't deal, and if we do, the man who's selling the property pays all the commission.

44.

The Stock Farm—the celebrated Collins Farm—6 acres in township of Southfield. Buildings are well painted and in good condition. Large 12 room house with bath, furnace and hot water heat, with cellar divided into three compartments. House surrounded with large hard-wood-tree lawn. Horse barn with stalls for six horses and separate carriage room; bank barn with granary, overhead bins, cow stalls and box stalls on lower floor and 8 or 9 additional stalls, sliding doors, good windows, windmill and tank in good condition, etc., etc. Horse barn with 16 box stalls and paddocks. Horse barn with 4 box and 4 other stalls and paddock enclosed with high board fences. Also a large, roomy, enclosed with sliding doors. Office with large stallion or fouling box; stall attached and paddock. Ball park with grand stand. Farm is a model one for the purpose and isolated from other buildings. Soil, clay loam; farm is well drained. Crops for stable, Fruit: Large and bearing apple orchard, 1,000 trees; 1,000 peach trees (Early Baldwins, Greenings, Kings, Steeles Red, Northern Spy, Russets); 500 trees; 1,000 trees, 25 cherry, 25 plum; all of best varieties, 2 apricots, 2 quince, currants, grapes, strawberries, raspberries and blackberries. Well with never-failing supply of water. Windmill. Good well with iron pump at house; good well with pump at barn. Flowing well at the Rough runs across entire south end of farm and is always there, winter or summer. Fences all in first-class shape, many of them entirely new. Farm is level and has been carried an average of 40 head of stock during past five years. Will feed of any kind sold and entire farm heavily manured. Will be sold cheap for cash. Better inquire about this farm it may pay you.

55.

Village lots on Saginaw street, bounded north by Lot 1 of Lathrup's subdivision, south by Lot 8, in Lot 29, south of Bower street, west by Saginaw street, 66 ft. front on Saginaw street, 165 feet deep on north side and 140 feet deep on south side. All in the village of Birmingham, Mich. One of the finest building sites in the village. Price $650

56.

Lots 48 and 49 Randall's Addition, price $135.00 for the two lots (which is verycheap). Will exchange for small house and lot in Birmingham.

57

Farm of 40 acres, being the se ¼ of the e ½ of section 2, Farmington, Oakland county, Mich., in the finest farming locality of the county, with 3 fairly good outbuildings. There is no incumbrance on the property and it is less than a mile from the Farmington electric road. 5 acres of timber, balance cleared and under fine state of cultivation. Only $45.00 per acre and you can have your own easy terms for payment as long as you have cash enough to meet the interest. A postal will get you fuller particulars.

58

Good little farm in the township of West Bloomfield, Oakland county, 30 acres cleared, 10 of oak timber, 2 acres of orchard, house and barn, 40 rods from little lake on the farm. A good neighborhood and soil of the very best. Will be sold at a low price in the thing to make you consider. It can be bought for $45.00 per acre. Terms easy.

59

House and lot, No. 1420 Fourteenth Ave., Detroit, a little over a block from the Boulevard; paved street; sewer in front of house; small barn; some fruit; buildings valued at $2,000; interest 6 per cent. Will trade for Birmingham village property or for a small farm of not more than 5 acres.

60

House and two lots 132x200 just north of the corporation line of the village of Royal Oak, plenty of room for fruit and vegetables; two rooms worth $1,500 and will sell for just what the buildings would cost to build. House of two rooms and pantry, cellar, good well, nice barn, outbuildings and fruit. Has been two years ago. Price $1,500 and terms very easy.

61

House of 11 rooms on lots 7 and 13 Castle's plat, fronting on Merrill and Castle streets, Birmingham. Good cistern and ample cellar. There are three blocks from the house which we want to talk to you about and the price is so low that we are ashamed to tell you right out loud. If this will call and see us about it, we will whisper.

71

Ten acres, all buildings, 4 acres cleared, 4 acres timber and ash lots, on Merrill road at Birmingham. Mich. Price $10.00 per acre.

72

Part of one ¼ of sec 29, Bloomfield, 41 acres, acres of timber and pasture land. A good house of 6 rooms, good barn, 40x60, and a few rods from the D. & P. Electric Ry. Fine daily mail delivery. Good well, cellar, cistern, and fine orchard of young trees. Will sell for $2,500 and will take $1,000 cash and terms very easy on the balance. If you want a fine little home in an excellent neighborhood, all ready to commence business on, this is the place for you. Will sell all on about No. 72. A postal will bring it to you.

75

Cottage, number 99 Oak Hill street, Pontiac, Mich., a few rods south of the court house. Price $975, cash or installments.

77

One lot on Saginaw street, just south of land owned by John Gerkens, 50 feet front. This is one wishing to purchase will find this a bargain. For particulars inquire of Mollie G. Smith or at the Exchange Bank.

83

The new offering in the real estate department of the Exchange Bank is a 10-acre tract, pretty little farm of 10 acres adjoining the village, 3 acres timber, 6 acres under cultivation, one acre of orchard and 4 buildings, the latter insured for $1,500. Ask Whitehead at the Exchange Bank.

86

Eighty acres of excellent land with good buildings (insured for $1,000), fine orchard, four acres of best varieties of grafted fruit, half mile east of Northville station on the D. & P. electric line and half mile west of the Rochester electric line from Detroit and about a mile from Royal Oak village. Price $2,000. Terms reasonable to secure and the balance on long time at a low rate of interest. Worth inquiring more particularly about.

87

House and three lots on the corner of Townsend and Harmon streets, Birmingham, in addition. One of the best built and most comfortable residences in the village, with a fine front on Townsend and 165 feet deep. Modern ten room house with closets, cellar well wood-shed and summer kitchen. Now, this is strictly "on the dead" and must not be repeated—but if you really have any intention of buying a home in this village within a year, you can't afford to overlook this. Price because the price is only $2,800 and more than that—but that's a state secret and must not get out. Put a lock on it until you see Whitehead and ask him about it. Cross of Townsend may never-see-the-back-of-my-neck-if-taint so!

89

Lot on the east side of Baldwin Ave., in the Randall Addition. Fine building site. Price only $100.00.

90

Finest farm we know of, 154 acres one mile south of the village of Birmingham. Nine good buildings, 20 acres of timber, 4 acres orchard, finest orchard in the country, one mile from the residence and one mile west of the electric railway. Flowing well. House heated with furnace. Price $85 per acre. Will trade for other property if you want to know more about it. All right, a postal will bring full particulars.

91

Farm, 102 acres in the north part of Royal Oak township, 2 acres orchard, fine frame house and buildings, good gravelly clay loam, very productive, buildings can be insured for $2,000, price $50 per acre. Will exchange for Birmingham or Pontiac property.

93

149 acres adjoining corporation limits of Birmingham, 29 acres timber, 10 acres of excellent orchard. Excellent buildings—insured for $4,100. Beautiful branch of the little River Rouge furnishes living water for stock the year round. No waste land. Price $100.00 per acre. Other things about it which we have not space to tell about here, but they will interest you.

94

One of the best farms, without exception, in the township of Southfield, 121 acres and no waste land. Well fenced and thoroughly tiled, 10 acres excellent orchard, 10 acres good heavy timber. Two buildings valued at more than $2,000 and the place can be bought on easy terms for $50 per acre. There is that "don't" about it—thinking we won't try any more. A cent's worth of postal cards will tell you all about it by return mail.

95

160 1-3 acres in Southfield township, within 40 rods of a good school, no waste land, living water runs through the farm the year round, farm well fenced and thoroughly tiled, good buildings worth $4,000, 8 acres of orchard, 10 acres of timber, two flowing wells, an ideal stock farm and a fine place to live. Terms are not allowed to say right out loud what it is.

96

Yep! Here's your chance at last. Will exchange for Detroit city property. Farm of 160 acres in Southfield township, very productive soil, in a high state of cultivation, not a foot of waste land on the place, flowing wells, excellent buildings, never-failing living water, thoroughly drained, 75 grape vines, 25 apple trees, 50 raspberries, two farms, fine dwelling, one seven house with capacity for ten boarders, and barn combined, everything ready to do the finest and most profitable dairy business in the country, but fall-ing health makes it advisable to dispose of this desirable property. Price $45.00 an acre.

97

One hundred and eighty acres in the township of Bagley, Otsego county, Mich. No buildings, price ten dollars per acre. That's all.

98

Farm of 80 acres half a mile from the D. U. R. Electric railway between Pontiac and Birmingham, not a foot of waste land on the farm, 15 acres of orchard, 8½ buildings, dwelling with 9 rooms, bath room, well and cistern, barn with two windmills, 2½ miles from Pontiac, tenant house and all necessary conveniences. Now up to you what you want to do with it and inquire about it, as we will tell you more, or what is better, if you will call and see us we'll show you it. If you are in earnest about it, we will tell you more than is to be found here. Down below a hundred dollars an acre. Do it now.

99

An ideal country home for anyone. House worth $3,000, nearly new, all modern conveniences, have let the big, wicked city. Eighty-five acres, one of the best farms in the north, loamy gravel, 2 acres fine orchard, whole farm well fenced, 2 wire fencing with cedar posts, miles and miles of it. Farm well watered by living springs and electric road between Birmingham and Pontiac. Will exchange for improved city property or sell for $110.00 per acre and when you take into consideration that it is only seven miles from a good market to sell your produce, you will understand that you have got to hustle to get it. Don't you think so? Come and see us about it. We are all right we will take it all back if you don't say we are right. Don't write it all down, but if you have anything to poke around a little and find out about it.

100

A beautiful and productive farm—no better in the county—and only a mile from the electric road, near the little hamlet of Circle, three miles from Birmingham, 75 acres of it under cultivation, lovely little stream runs through the place for stock purposes and 10 of water front, not a foot of waste land, ten-room house and good outbuildings which are worth $5,000. Ten acres of timber oak and hickory; 5 acres of good orchard just coming into bearing peach trees and all together an ideal stock or fruit farm. Don't be concealed but everything to show you about this place, but it will be sure to please you and you can be pleased at all. More particulars? Nope. Come and see us about it. Or if you can't ask about it on a postal (only costs you a cent) we will gladly do the rest. House, It's cheap at the price asked for it.

101

Farm of 97 acres in sections 22 and 15, Southfield, 4 acres good grafted fruit, 10 acres timbered for $2,500; all plow land, well drained and under a high state of cultivation. Price $2,500.

102

Two story brick residence in the village of Franklin, Mich., and one of the finest in the county. Beautiful corner lot, 132x200, among the hills and valleys of the prettiest little village in Eastern Michigan. The cellar is divided into vegetable, coal and fruit and fine furnace room. The house has thirteen rooms and five closets, bath room, hot and cold water room, water closets, and in fact every convenience that you could possibly have in the city. Two barns, a woodhouse, pig pen, hen house and other outbuildings. Only forty miles or 90 hours on old jobs, iron fence around entire lot, cement walks, house fronts west and north on a corner lot, of course. The house alone cost $5,000 to build, and the money was well expended. Plenty of room and ideal place for city people who would like to settle down in a pleasant village and commute. Our reasons for price are ashamed to say it, is only $4,000, half cash, balance long time and easy terms. If you live in the big wicked city and want to live in a place that would suit you, we will take you to the place and be glad to get acquainted with you whether you buy or not.

103

Eighty acre farm in White Lake township, W. ½ S. E. ¼, Sec. 32, 70 acres cleared, 10 acres timber and ash lots, good buildings, well and never-failing stream. Don't know what the owner will take for it, but it is cheap at the money, you will buy it, and there are other things about it which we cannot whisper that it is offered for 25 per cent less than it is worth.

104

House and barn and south half of four lots, corner of Fremont and Spruce streets, Birmingham; comfortable little home for small family, 30 feet front on Spruce and 165 ft. deep. Price $1,200; terms easy. Will trade for other property.

105

Beautiful little 32 acre farm in Troy, on the Romeo branch of the D. U. R.; fine buildings, flowing well, 3 acres of timber, balance cleared, thoroughly drained and fenced with woven wire fence and hedge; buildings worth $1,800, house of 8 rooms, 50 bearing grapes well, if that don't satisfy some one, we don't know by how, just think! Get off the car right at your own door, one hour from the city hall; fare 10c. Price $3,500. Come on and let us show it to you.

106

House and lots on Stanley avenue, Birmingham, 132x200 feet, cistern, cellar, fruit; house worth $2,500 and they will sell it for the place. Wouldn't that take you to the fair?

107

One of the finest residences in the village of Birmingham, 200 feet front on Brown and 200 on Daines street; 2 story house with furnace, 8 large rooms, well, cistern, cellar, lots of fruit, one block from electric cars for Detroit. Price $3,500.

108

About 13 acres of vacant property in the village of Birmingham, suitable for platting; 500 feet on west side of Woodward avenue, within a few line of the electric railway; will plat into 65 lots 50 ft. in depth, and a thousand dollars each will buy it with the balance of the purchase price on long time at low rate of interest. Honest, we say, almost ready to sell it ourselves. There is money in it for anyone who has time to devote to the selling of it, and who could take monthly payments, etc.

109

Lot 25¾'x130 in Randall subdivision, with nice little one-story cottage, on Greenwood avenue. Price $750.

110

Two story house and one lot in Campbell subdivision, rents for $14 a month, good neighborhood. Price $900; enough to secure.

111

Store and residence on Saginaw street; 18x from and 165 feet deep; one of the best locations for a business or residence property in the village. Will sell cheap enough to make it attractive, and if you are interested we can show you the property in a minute. Do it now! Just grab a postal card and tell us your address, and what you want to know and you'll get it right off the bat.

112

Nice little farm of nineteen acres in the township of Troy, 14 miles from Detroit, electric railway good for chicken raising, plenty of timber for fire wood. Log house and small frame barn and other buildings. Price $1,400.

113

Vacant lots No. 46, 47, 48 and 49, Castle's plat, Birmingham. Each, about 34 feet front on Townsend street and 125 feet on Merrill street. Good building sites, fine drainage and good location. Price on application, it's too cheap to mention in public.

114

Fine farm in the township of Southfield; 8 acres of which is are orchard, and the balance in good maple timber. Two acres of orchard, 5 buildings worth $1,800, and this fine place can be bought for $5,000. Nuf ced!

115

New house and one lot on the Randall subdivision, Birmingham. Finished, but will sell for what it has cost to make it in the present shape. Don't you believe a word about what we say to you about these places. Just insist that we go with you and prove it to you, will you?

116

Farm in Southfield. Really you will begin to think we have the whole town of Southfield for sale. Well, we have a lot of it, and there is no better farming land in the world. Only they have been asking too much for it. Now they are just getting down to fairer and some say a very cheap, terms, 61 acres at $60 per acre, 4 buildings, never-failing supply of ever-flowing water; all good plow land, except 15 acres of watering timber. No marsh land on the place. There!

117

Now, here's one that don't look quite so cheap, but just consider that it is the finest building site between Birmingham and Pontiac, with an excellent orchard of six acres, good barn and fairly good house. Seventeen acres of the finest kind of land, and $2,500 will be enough cash down and the balance can be paid at your own sweet will. Right on the electric railway.

118

Seven acres just outside the city limits of Pontiac, on Elizabeth Lake Road, less than one-half mile from electric cars. Buildings new, house 8 rooms, bath room, well and cistern, or may sell the buildings and one or more acres of land. Will sell the whole business for $2,200 with cash enough to insure and let you take the balance on the installment plan, if necessary.

119

Two lots, house, barn and chicken house, corner of Greenwood and Harmon in Birmingham. Mich., and it is one of the most comfortable and pleasing homes in the village. Buildings are nearly new, good cellar, well, sewer was constructed along the east line of the property last summer and is all paid for. Buildings are insured for $1,000 and the place will cost you only a trifle more than that. You really could not build the buildings and side-walks for what is asked for it. Ask the man at the Exchange Bank.

121

One hundred and three acres just outside of the corporate limits of the village of Pontiac, on the electric railway, 2 acres orchard, 12 acres of oak timber, 9 buildings in poor repair (the buildings don't cost anything at the price we are asking, so you needn't kick about 'em), beautiful rolling land of pure sandy and gravelly soil. Properly leased by D. M. Ferry & Co., for seed farm. The undersigned has been authorized to investigate and will get our bonnet on and be off to go with you to look at it. Now, one of this kind are getting mighty popular just now and when we tell you that it can be bought for sixty dollars per acre, you will understand that you'd better hurry.

122

Farm of 73⅝ acres at $80.00 per acre. Good gravelly loam, well fenced and drained, 7 acres of excellent orchard, 4 acres timber, buildings valued at $3,500. Terms easy, and long time, one of the best farms in Southfield, about 5 miles from Birmingham. Take you to see it any time. It's worth looking over.

123

Nice little 40-acre farm near Big Beaver, (S. ½ of N. ½ of S. E. ¼ Sec. 22, Troy.) Barn 32x60 and 2-story house with 11 rooms. An acre of good fruit of excellent kinds, and within a little over a mile from the Rochester Electric Railway. Less than one-half mile to the rail road. Terms are so easy that any man who means business can buy it for cash.

124

Here it is and well worth the money. It's the justly celebrated Winkler farm in fact just west of the village, adjoining the corporation line, and there are 220 acres of it and not a foot of waste land on the premises. We will frankly say without fear of contradiction that that there is no better farm in Oakland county, Michigan. What's that? Too big. Well, that's as you may look at and what you want, you don't have to buy it do, we'll just sell you either side of the road with the buildings, as we have already described, and there you are, with a farm of 128 acres or 92 acres, just as you wish, and it's easy down below five per acre that we are asking for it, too. 8 acres of timber and 10 buildings, excellent, Sandhills, fine soil. What's the use? You must come and let us take you to see it. Only ten minutes drive from our office.

125

Lot No. 17, Birkeleer Addition to the village of Birmingham, Mich., nice frontage on Saginaw street, west side, good, excellent neighborhood. No buildings. Price, $650.

126

Vacant lots 16, 17, 18 of Willson's Sub-division, Royal Oak village, 300x120 each. Price, $500 each. Terms easy, with small payment down.

127

House and lot on Fremont street in Birmingham. Mich., fronting feet. House nearly new, 9 rooms and closets, with all modern conveniences. Price, $2,100.

128

Five-room cottage, Hood's Addition, Birmingham, on Stanley street. Comfortable little home, good well, cistern, fruit, garden, etc. Price, $1,200.

129

One of the finest residences on Saginaw street, Birmingham, 22 or 23 rooms, closets, furnace, bath, hot and cold water throughout, and one which you would have or expect to have in the city; without exception the finest location in our village; brick house, 2 stories, practically new, 2 acres, room to build it, 330 feet on 140 feet, fronting on Saginaw street, and about 200 feet deep. And the price is so low that we wouldn't feel justified in mentioning it in this advertisement. But if you want the best house and lot in our town at a price far less than it cost to build it, and terms to suit purchaser, you surely would do yourself an injury if you don't call on us and let us take you to see it. That's right!

130

Modern little cottage on Stanley street, 165 feet front, 165 feet deep, corner lot with a little variety of fruit and other conveniences. One of the cheapest little cottages that can be bought for the money, you will buy it, and there are other things about it which we cannot whisper that it is offered for 25 per cent less than it is worth.

131

New factory house, 3 rooms, bath, cellar, fruit; desirable location on Randall's addition, Birmingham. Price $1,150.

132

Large, 10-room frame house on Saginaw street; basement under all, good furnace, bath, etc., some oak mantels with grates, large lot, 132x200 feet, with a little variety of fruit, also a small fruit, nice lawn, with magnificent trees for shade, and a nice, 2 acre orchard. Price, $4,000. Will sell for $3,500 for whole place for $3,500. It is right on the electric railway, within a few rods of a good, new depot, within a few rods of acres of land and the most elegant and costly residences in the village. Now, if you want what it is and you will never be sorry for what you buy under the investigation.

133

Five acres, no buildings, good light loamy soil, 330 feet on Saginaw street, 660 feet deep, 330 feet front, 20 rods from post office, rural free delivery, 2 rods from electric road, 2 rods from flowing well, 2 rods from school, electric lights and water in front of property, 2 rods from church, a nice place for a country home built to suit you, or to subdivide and sell off in lots, 10 miles from city hall, 2 miles from Royal Oak and 2 miles from Birmingham, and if you don't speak right up quick, some will. Price $1,000.

AGRICULTURE

The Cost of Production.

The question is frequently asked whether the farmer should try to make money by getting a larger price for the things he grows or by cheapening production. We reply both, but in the main it must be by cheapening production. The reason is that the control of cost of production is more under his hand than the control of selling price. The selling price is regulated by conditions extending far beyond the boundaries of his own farm. This depends on the kind of a crop he is growing. If he is producing a crop that is perishable he will be facing prices controlled by local conditions largely. If he is growing wheat he will be facing prices that are made by world-wide conditions. What is the use of a man stopping production of wheat and saying that before he produces any more wheat he will help shove the price up to a figure far in excess of that prevailing at the present time? Some men are saying that, but these same men can have no more effect on the price of wheat in the world than the man that owns a meadow brook can affect the tides of the ocean, which flow back and forth in response to great laws vary far beyond the control of man.

The man in his wheat field has to a considerable extent the cost of production under control, and his ability to manipulate the factors that enter into the cost of production will determine his profit or his loss. The cost of production will be determined by numerous things, among them the yield of crops. There is many a farmer that says he is making money from the averages as now raises and is not particular about making more. If that is so he should be contented. But there are thousands of farmers that if they kept books on every crop would find that they were annually losing on some of their crops. Of this they are now ignorant. The increase of the average yield is the first and most important means of decreasing the cost. That these yields can be immensely increased under better methods of culture is proved beyond all controversy by the results that have been attained in different European countries. The average yield of wheat per acre in England is double what it is in the United States. This alone shows how greatly we can yet reduce the cost of each bushel of wheat grown on our farms.

Another great factor in reducing the cost is drainage, this letting the air into the soil and bringing carbon dioxide available by oxidizing it the manure now in the ground or that is annually placed there. We go on year after year burying manure in the ground and then so saturating it with water that the air cannot make it suitable for plant food. The complete utilization of all the fertility pinned in the soil is one of the most complete ways of reducing the cost of the crop.

Gypsum and Manure.

Gypsum is a good material to use as an absorbent.