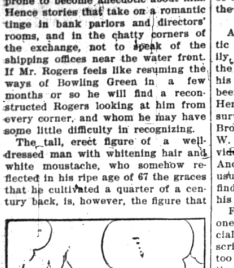
HENRY H. ROGERS

Pen Portrait of Once Active Head of Standard Oil

Genial and Companionable, He Has Many Friends and Is Praised for His Americanism—His Generosity.

New York.—When a man like Henry H. Rogers drops out of the active business world wherein he made so striking a figure, his friends are prone to become anecdotic about him. Hence stories that take on a romantic tinge in bank parlors and directors' rooms, and in the chatty corners of the exchange, not to speak of the shipping offices near the water front. If Mr. Rogers feels like resuming the ways of bowling Green in a few months or so he will find a reconstructed Rogers looking at him from every corner, and whom he may have some little difficulty in recognizing.

The tall, erect figure of a well-dressed man with whitening hair and white moustache, who somehow reflected in his ripe age of 67 the graces that he cultivated a quarter of a century back, is, however, the figure that

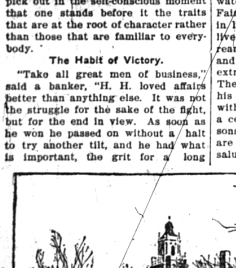


Rogers Library, Fairhaven.

his friends will recognize. His photographs have done him the doubtful service of giving him a proud, rather haughty, air, as of one who marshals hosts of facts and figures and who is always bent on hard achievement. It is the familiar trick of the camera to pick out in the self-conscious moment that one stands before it the traits that are at the root of character rather than those that are familiar to every body.

The Habit of Victory.

"Take all great men of business," said a banker, "H. H. loved affairs better than anything else. It was not the struggle for the sake of the fight, but for the end in view. As soon as he won he passed on without a halt to try another tilt, and he had what is important, the grit for a long



Country Home of Henry H. Rogers in Fairhaven.

clinch, and what, believe me, is most important, the habit of victory."

"Men like the heads of the Standard Oil company are no accidents," said a sharp observer. "They were tried out in a hundred ways before they came to control. It was the manmadeness of H. H. Rogers that made his uprise a necessity in that remarkable group headed by John D. Rockefeller. I don't know any of the qualities they possess that is not common in the business world of America. They are no better and no worse than the thousands of men engaged in the conduct of the higher business of the country, but each one has had some quality notably in excess of the average. Their combination has been irresistible, because its action has been continuous. Its steady business pressure, its suave method, its commercial reliability have been due, I have no doubt, to John D. Rockefeller, but I have no doubt, either, that its tremendous outreach and conquering courage have been greatly due to the imaginative side of the temperament of Henry H. Rogers. He has inherited the pioneer spirit."

His Domestic Life.

A man always happy in his domestic relations and devoted to his family, Mr. Rogers has been accumulating the patriarchal with the regularity of his increase in other wealth. He has been twice married, and his son, Henry H. Rogers, Jr., and his three surviving daughters, Mrs. Urban H. Broughton, Mrs. W. H. Coe, and Mrs. W. E. Benjamin, have already provided him with nine grandchildren. And he is proud of them in a way usual to grandparents, and one may find their pictures making cheerful his roomy office at 26 Broadway.

From this lovable domestic side one travels easily to his general social outlook. That can best be described as frankly American. He is too sensible of the value of his position as a man of wealth to underestimate its possibilities. He mixes easily in society, entertains on a generous scale, with an eye to the elegancies so easily within his reach, but he enjoys most the company of the gifted, the genial and the witty, for he rather leans to saying good things himself and is never happier than when he applauds a smart saying or a good story. A quiet game of cards for the love of the game in congenial company is his occasional pastime. He has never developed the fondness for field games that pleased him in his youth. He has taken easily to the automobile, but, like all good sons of the saltwater, his liking for the sea has grown with the years.

At Home on His Yacht.

Nowhere is he perhaps more genially at home than on his yacht. No hurry that sends men to express trains is allowed to interfere with his yachting runs to Fairhaven. Hence the Kanawha is about as well known as Mr. Morgan's Corsair around the waters of New York. But it is in Fairhaven itself that he fairly revels in life as he thinks he would like to live it. There he was born and reared, and his affection for the town and the bay and the country road is extravagant in its manifestations. There, in his frequent visitings, it is his delight to move about and chat on the old and cold eronites of half a century gone, who call him "Hen;" sons and daughters of old friends who are middle-aged men and women salute him as Mr. Rogers, and third

generation little ones, who regard him open-eyed as the local representative of a magnificent providence. Said a newspaper man recently: "I couldn't find anybody there who would say anything but kindness of H. H. Rogers."

Generous to Fairhaven.

He surely has been good to Fairhaven, which picturesque village looks across Buzzard's Bay to New Bedford, ancient home of whalers and all the romance and business that came of their seafaring. There he built a great mansion for himself amid beautiful grounds, and there he loves most to live when away from work. But he alone was not to be the only Fairhavenite who was finely housed. He built and presented to the citizens a handsome town hall and a Masonic hall.

On the death of Millicent, a beloved daughter, he built a beautiful public library as a memorial. It is called the Millicent library, and has the highest record in the country for books taken out and read in proportion to the contents of its shelves. The village wanted water works and H. H. Rogers provided them.

They might be doubly useful to Fairhaven, he deeded the income from them to the Millicent library forever, so that draughts from the pierian spring might supplement satisfaction of the ordinary thirst of the villagers.

Commissioner of Highways.

He built a grammar school and a Unitarian church, with a parish house and parsonage, altogether one of the most complete and handsome edifices in Massachusetts. He became, at universal request, commissioner of highways, and thereafter never were streets so looked after. He turned low land into a park, beautified the highways and byways, furnished a stone approach to the bridge over the Acushnet river and, lest the traveler might think ill of Fairhaven's hostelries, erected the handsome Taltitia Inn—name suggestive of New England hostelries and quaintness.

It was in 1856 that Henry Rogers was graduated from the high school at Fairhaven, and it appeared to him that there was still something else to build as the fiftieth anniversary of that event approached. So he called for his merry men all, and commissioned them to build and equip the finest high school ever, and as it went up he watched it and nursed it as a mother might a growing child. And now, with its wonderful fittings, its gymnasium, its class rooms, its offices, it is at once the most luxurious and practical building of the kind in the world.

"What is at the bottom of all this home love and passion for local adornment?" a friend of his was asked.

"It is his Americanism," was the answer. "He loves his people and would see them second to none in the world."

Taking Life Easy.

Mr. Rogers is taking life easy now, and obeys the behests of his doctor with a smiling acquiescence that conceals whatever impatience he may feel at unwonted restraint. You noticed the other day that he had Mark Twain with him on a short yacht cruise. Well, that was not the first time they had forgathered in the cabin at the day of steaming in the open. Men like Mr. Clemens and the late Tom Reed are the type he most prizes for companions—they should be bright and brainy both. Of a winter evening when he lives in town he may spend a few hours at one of his clubs—the Metropolitan, say. There he would be apt to gather a group of bright people and smoke a single cigar while good things went around.

I heard him once tell of meeting a whaling captain whom he had known as a lad 40 years before. He took his old comrade about the town and the countryside, identifying old landmarks together. The captain had been away six years from home and was to sail on a new voyage the next day. "I'm going aboard now, Hen," he remarked. "And won't you go home first and tell your wife good-by?" I asked. "Blazes, no," replied the whaler, "I'm only to be gone two years." That seemed, he said, the most extraordinary utterance he had ever heard. He saw the humor of it, but to a home-lover it seemed sacrilege.

When the new high school was about to be opened I spent an afternoon with him, and our talk turned quite naturally on education. What he said then is about as good a key to the man and his opinions as anything I can think of, and this is the drift of it:

High School Best Outfit.

"For the boy starting out in life who is anxious to succeed in business I believe that the ordinary high school education is the best outfit.

"He is master of the ordinary implements of business life, whether it be mechanical or commercial—that is, he can read, write, spell and figure. He has at least a foundation of general knowledge. Our American high schools, too, cultivate a sense of the greatness of the country which inspires him with confidence in her future and hence in his own. I speak now more particularly of what may be called the country schools, which I know best. The high school boy has had set for him a standard of good conduct, and that give-and-take, which is the necessity of all civilized social conflict.

"His great advantage over the college bred man is that he gets his start in life at 16 or 17 years of age, as against the 21 or 22 years of the college graduate. The high school graduate is proud enough in his way of what he has accomplished in getting his class standing, but he does not bring his pride with him when he is going to work or looking for a job. On the other hand, the college man who is not entering one of the professions is apt to have more pride than the situation warrants, and that is a hampering thing. He is expecting the world to come to him rather than he should get out with eager heart to discover the world.

Had Mechanical Bent.

"As for myself, I was very eager to go to work after graduating, and in fact did go to work in less than a week from the day I left school as a graduate. My father and I were agreed that I should take up the trade of machinist, but there was no chance. Apprenticeships were limited even at

The Fairhaven High School.

that time as much as they are now. The machine shops within reach were full, so I had to look in another direction. I wanted to be at work and I found work. I was proud to get three dollars a week to begin.

"My father said to me, 'Make your hand able to support your head, and maybe your head will learn in time to support your hand.' It was worth a whole volume of maxims to me. I never forgot it, and for the 11 years following I worked with my hands. No doubt it was born with a mechanical bent, but when, in 1868, I entered the oil refining business in Brooklyn I had an equipment of mechanical knowledge and experience that gave me a special value, and I may say that I exacted a money return for it. My mechanical knowledge and aptitude were of great advantage to me with my young competitors in the business, and, indeed, with many, if not most, of the older ones.

Great Opportunities To-day.

"What, I am asked, is the young high school boy's chance now as compared with 50 years ago? The cry is general that it is much less than it was then. Is that so? It is emphatically not so. The chances for the high school boy now are many times greater than they were then. People count too much in the conditions they find in their immediate surroundings. They don't look at it in a broad enough way. Remember that in 1856 I seemed to find closed to me a trade that has since grown with the country's growth, in a proportion far greater than the increase in population. Think of the number of machine shops in the country now compared with then. Not only that, but think of the increased average of output or the total of machinery of the United States as to-day compared with 50 years ago.

"We are truly in the way of having the whole world as our market. Our cotton, wheat and corn, our coal, iron and copper, our gold and silver, our oil and all its by-products, not to speak of all the manufactures that arise out of these and which call for more and more millions of workers—these are the great fields open for the effort of the young men just out of school. And these United States alone will some day be the home of 500,000,000. For a high great opportunity of today, and this multiplying prospect of to-morrow, the high school boy may surely find all that any age has presented, or ever will present."

In Fat Berth.

Towne—No, Grafton doesn't work at all now.

Browne—He doesn't? Why, when I knew him he seemed to be a young man with considerable push.

Towne—All that's changed now. He's a young man with considerable pull, and doesn't have to work.

Real Estate Exchange

OF WHITEHEAD & MITCHELL,

Exchange Bank, Birmingham, Mich.

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.

5.

Elegant house and lot of rest fronts and 10 rods deep on Maple Ave., Royal Oak; cost $6,000; will sell for $4,000, cash or terms; modern conveniences. Furnace, barn and other modern conveniences. Plans, what the bath, closet, etc. Can be bought for actual building cost. Will exchange for improved city property for portion of the purchase price.

66

Good, comfortable, cozy, old-fashioned house with 50 feet front on Main St., south of D. U. R. & M. R'y, south by Bower street, west by Woodward avenue, together with lot 50 feet front, avenue, 126 feet deep on north side and 142 feet on south side; all in the village of Birmingham, Mich. One of the finest building sites in the village.

66

Village lots on Woodward avenue, bounded north by Scott street, on Main St., south by D. U. R. & M. R'y, south by Bower street, west by Woodward avenue. Scott street front on Woodward avenue, 126 feet deep on north side and 142 feet on south side; all in the village of Birmingham, Mich. One of the finest building sites in the village.

101

Farm of 81 acres in sections 22 and 15, Southfield; 2 acres best grafted fruit; 5 buildings insured for $1,100; all plow land, well drained and under a high state of cultivation. Price $3,000.

103

Eighty-acre farm in White Lake township, w ¼ of s e ¼ of section 32; 70 acres cleared, 10 acres timber and huckleberry swamp. (Don't laugh; this swamp netted the owner over $150.00 last summer.) Three acres of good orchard, house of 7 rooms, good neighbors; 2½ miles from Milford, 3 miles from Commerce; proposed electric road comes within a mile of the house. Price, $2,000.

114

Fine farm in the Township of Southfield; 36 acres, of which 75 are cleared and the balance in good maple timber. Two acres of orchard; building worth $2,000, and the exceptionally fine place can be bought for $2,500. Naf ced.

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 reason, and some are very cheap. For instance, 80 acres at $60 per acre; 5 buildings, nice spring of ever-flowing water; all good plow land, except 1½ acres of scattering timber. No marsh land on the place. There!

123

Nice little 40-acre farm near Big Beaver (S. ¼ of N. ½ of S. E. ¼ Sec. 22, Troy). Barn 32x46 and 16 feet high; all in timothy. An acre of good orchard and 5 acres of timber; a little over a mile from the Rochester Electric Railway. Can be had for $30 per acre; will buy it, and the terms are so easy that any man who wants a homestead can pay for it.

126

Vacant lots 16, 17, 18 of Willson's Subdivision, Royal Oak village, sunrise each. Price $100 each. Terms easy, with small payment down.

127

House and lot on Fremont street in Birmingham, Mich., facing north. House nearly new; has some and closets, well and cistern. Price $1,100.

146

Farm, 67¼ acres; good buildings; 8 acres timber; 2 acres orchard; 1½ miles east of the Electric Railway, in Royal Oak township; in W. ½ of S. W. ¼ Sec. 26; loam and clay soil. This farm is one of the good hard cash in your hand, you can buy it for $3,800.

147

Nice little home for someone of small means; 1¼ acres in s w ¼ of n e ¼ of sec 34, township 2 north, range 10 east, Troy township. Eight-room house, both barn and house, never dry; ¼ mile east of Rochester Electric; fare to Detroit, 15c. R. F. D. All cash and so grumbling will buy it at $750. Hurry up!

157

The celebrated Cooper stock farm, situated one-half mile north of Birmingham on the D. U. R. electric line, and right among the best farms and homes of some of the most prominent of Detroit's wealthy citizens. Three hundred and forty-five acres of excellent farming land, with fine buildings, well adapted to the requirements of a first-class stock farm, etc. Forty acres of timber, and for the matter of fruit there are forty pear trees and five hundred plum trees, and six acres of bearing apple orchards. One of the finest bank pile race tracks in the state is situated on this farm. There is an artesian well 1,000 feet deep, supplying an unlimited amount of mineral water which, if properly developed and advertised, would be worth more than the price of the farm. From $25 to $50 a month is realized now realized from the sale of this water, which is acknowledged by the first medical specialists of the present day to be the best known natural remedy for Diabetes and the various other kidney diseases. A chemical analysis of this water will be furnished on request. The principal dwelling on the place cost over $5,000 and is well worth the money. It has a modern hot air furnace and all the other conveniences which are almost considered necessities now-a-days. A good brick tenant house—in fact twelve good buildings in all.

No. 162

Seventy-acre farm in Waterford township. Price $2,700; $1,400 cash, balance on easy terms and long time. Buildings alone worth $2,000; cranberry marsh produces 75 to 100 bushels per year without cultivation; Clarkston 4½ miles, Waterford four miles.

No. 165

Eighty-acre farm in Township of Wells, Tuscola county, Mich.; 36 acres cleared, two acres of orchard, balance in second-growth timber; black sandy loam. An even $1,000 each will buy it.

No. 166

Seventy acres just north of the base line in Royal Oak township—50 acres cleared, 15 acres second-growth timber, and five acres of beech logs; soil sandy. Price $80 per acre. But wait a minute; it's only a short distance from the new State Fair Ground, and within 15 minutes of the City Hall.

No. 167

Wants to trade for 80 or 60 acres on or near electric. Fifty acres on east ¼ of southwest ¼ Sec. 11, Troy township; well fenced; well watered; well fire no stone; all level; buildings: soil sandy. Price $80 per acre. But wait a minute; it's only a short distance from the new State Fair Ground, and within 15 minutes of the City Hall.

No. 171

Finest building site between Birmingham and Pontiac, on electric railway, just north of Birmingham, among the country homes of such well-to-do gentlemen as Barlow, Kennedy, Coulkin, and others; 43 acres, nearly half of which is timber, and pretty little branch of River Rouge runs through one corner of the farm, with giant elms and oaks overhanging. No buildings, good drainage, fine orchard of apples. Price is high, but if you have the cream you must expect to pay for it.

176

Farm of 223 acres on the town line between Troy and Bloomfield. Seven buildings valued at $4,000, 18 acres of hickory timber; 3 acres best bearing apple and peach orchard; pretty little branch of the River Rouge runs through east end; 4 good wells, 2 have now wire fence; this farm is celebrated Joy Stock Farm; well drained; 1¼ miles from the Detroit & Pontiac electric. Nice little drive for a pleasant afternoon; come on and we'll show you the prettiest place in Oakland county.

178

Seven-room cottage on west side of Bates street, 42 feet front, 129 feet deep. You couldn't build the house for $2,200, and that's all we ask for it. City water, wood shed, cellar, all ordinary conveniences. One of the best bargains we have. Show it to you any time.

179

Farm in Springfield township for sale or exchange for property in Royal Oak, Birmingham or Pontiac. 120 acres; 100 cleared, 12 of oak timber; 5 acres good apple orchard. Two buildings valued at $600; property unincumbered, buildings insured. Price $3,700, enough down to secure.

180

Farm in Avon township; 55 acres of good clay loam, all cleared; small orchard; buildings; small amount down. For sale or exchange for small farm.

181

Farm for sale in Town of Southfield; 60 acres all cleared; four acres orchard; gravel and clay loam; three buildings worth $3,000, insured. Will sell for $3,000, enough cash down to secure.

185

Corner lot, 100 feet front on Maple avenue, 132 feet deep; one good building, insured; plenty of small fruit. A bargain for $1,000, one-half cash down.

187

House and lot, in Campbell subdivision, Birmingham; 6 rooms and bath. Come in and call the price, and let us surprise you.

188

One of the best-arranged and finest-appointed residences in the village, and in absolutely the best location in Birmingham. Within a few rods from electric road; bath, toilet, hot and cold water, city gas, 11 rooms, 2 stories and basement; built better than new; 3 buildings, fine orchard; 132 feet on Maple, 330 feet deep; cement walks on Woodward avenue and garden; good barn, fine workshop. Say! What else do you want, anyhow? Well, 100 feet more and 32 feet front by 330 feet deep for $2,800. One of our best bargains.

191

Vacant lots Nos. 54 and 55, Block B, Willson's sub-division, Royal Oak Village; most desirable part of this growing village. Price $350 each—no trade.

193

Thirty-five-acre fruit farm, 1¼ miles north of Birmingham, on the Lone Tree line; 6 buildings, insured for $1,300. All kind of soil—clay, gravel, sand and dark loam. Last year this farm produced 125 bushels raspberries, 30 bushels blackberries, 111 bushels strawberries, 10 tons hay, etc. A gravel ridge 60 rods in length, with sawdust inexhaustable supply of gravel, is worth almost the price of the farm. No waste land and under a high state of cultivation. Worth looking at anyhow. Price $6,000; terms easy.

194

Fifty acres in Township of Troy, adjoining the Joy Stock Farm; 5 buildings, good house, beautiful location, plenty of small fruit, orchard of excellent fruit; 2¼ miles from Flint Division D. U. R.; 2 wells and fine spring. Price $4,000.

195

Fifteen acres in Township of Royal Oak; six buildings; small grove of maples in a pretty pasture; new land, well drained, clay bottom, black top soil; corner of the 24-mile road and Campbell road, ¼ mile east of electric road; adjoins J. L. Hudson and Duffield tracts, which are held at $500.00 per acre; only 2½ miles north of State Fair grounds. Price $300 per acre; will exchange for Detroit property.

196

Six acres, part of s w ¼ of n w ¼ of section 28, Troy township; new barn, fair house, soil clay loam, fine flowing well; 2 miles east of Flint electric road, 7 miles from Big Beaver; good farm for somebody. Price $625.

198

Ten acres 1 mile east of Royal Oak village on collect land, 40 fine apple trees, no buildings. Price $1,200. The place is well fenced, and the price will enable you to build the kind of a home you may require.

199

One hundred and six acres, ¼ mile east of Northwood station on the Woodward Avenue electric and ½ mile west of Pontiac; 2 miles from D. U. R. Good building, new wind mills, two good houses, farm well fenced and tiled. Excellent buildings, insured for $6,500; 1½ miles from Royal Oak village; 5 acres excellent orchard; 6 acres oak and white ash timber; everything in splendid condition. Will exchange for improved Detroit city property. Price $125 per acre.

200

One hundred and twenty-six acres near Birmingham; good buildings, well fenced, fine orchard, flowing well; pretty little River Rouge runs through the farm; 1½ miles from Birmingham. Worth looking at. Take you to see it any day. Oh, yes; the price is $125 per acre. Some say it is as good as this have sold within the past year, in the immediate vicinity, for $150.00 per acre. Let us take you to see it. It will please you, and if you don't buy we won't grumble.

201

Fine 3-story residence on Maple Avenue, corner of High Street; 50 feet front, 125 feet deep; hot water heater, hot and cold bath, toilet, city gas, city water; every convenience found in the first class of city residences. Cement walk (cost $200), and best neighborhood in the town. House would cost at least $3,000 to build today; ask any one to tell it for less and see what they say. You can buy this beautiful home for $2,800, and have your own way about payments. Ask the man at the bank.

203

Forty acres on the line of the Flint electric, at Haven's Corners, in Troy Township. Excellent soil, clay loam, no waste. One of the pleasantest locations for building a nice country residence. The place is held for more money, but make us an offer of $2,400 cash, and we will see what we can do for you.

208

Five acres and 4 good buildings, making a nice little home near the little Village of Southfield. Stores, school, church, etc., within 200 rods. The buildings cost more to build than the price asked for the place, and are well worth looking at. The price is $1,000, and $250 cash will take care of it, and the balance you can pay at your leisure.

209

Fine home with good barn on Townsend Street. Good 2-story house, plenty of small fruit, beautiful maple trees on south side make it a shady, restful residence. Would cost $2,500 to build the house and barn, and $2,200 will buy it if you take it right off the last. Owner is leaving town, and that's the reason.

211

Just an acre of land. (Ever read that book that was so popular some years ago, entitled "One Acre Enough?" No? Well, you ought to. It's worth while.) There's a house on the acre. Good little house with 4 rooms, in Southfield village. Possession can be had before April 1, and $225 gets it if you come quick.

212

The premises now formerly owned and occupied by the late G. C. Gibbs in the Township of Troy. House and some small buildings on the south side of the road with 20 acres of land can be bought separate if desired. Seventy acres on the north side of the road, with buildings and other necessary buildings. Location exceptionally fine; 1½ mile from electric line—Flint Division D. U. R. After you take out the cost of the house and buildings, the price we ask you for the land down is but about $40 per acre. Take you to see it any time.

213

Fine little farm of about 75 acres in Royal Oak, on the line of the Rochester Electric, 1 miles north of Royal Oak; fare to Detroit 15c; good cellar; will pile 1200 feet deep; good pure water; acres best big apple orchard; 3 buildings, insured for $1,700, but $4,000 will buy it, subject to small mortgage, which can run at the pleasure. Will exchange for improved Detroit city property.

214

About 52 acres, 1 mile west of Rochester, 26 miles from Detroit. Al land, 4 acres timber; house and barn worth $1,800. Must be sold at once. Just bearing butternut trees, 15 walnuts and 30 hickories; fine oak trees of Nature's planting border the farm on east and north. Also some pictures and diagrams of this place, so that you will have almost as good an idea of it as if you went to see it.

215

Decidedly the prettiest lake farm in this country of lakes. Situated on Wing Lake, noted for its fishing, 4 miles west of Birmingham; 10 acres of room house with furnace; fine lawn; excellent barns; fences in good shape; 2 acres of young peaches; 4 acres bearing apples; 2 acres apple orchard, which bore 700 bushels of marketable apples the past year. One mile south of Franklin. Daily mail and telephone service. Abundance of excellent water pumped by windmill and piped to house and other buildings. Eighty acres and the price is $7,000; if you will call up or take you to see it and you say it isn't worth the money, we'll take you for a ride on the lake, catch you a nice string of fish, then you'll give us twice the money. And it's worth it, too. Try it.

216

A new, modern dwelling, just constructed by a well-known builder for his own use, from best concrete blocks, hollow walls, 2 stories high, in one of the best locations in our village; 132 feet front; 12 large apple trees; bath, water-closet, hot and cold water, some good, hot-air furnace, 3 rooms beautifully finished in hard wood, large attic. Best of reasons for selling. Price $3,850. Let us show it to you any day—any time.

217

Farm of 80 acres on Section 1, Troy; 5 buildings, 4 acres beech and maple timber, 76 acres cleared, 4 acres orchard; 2½ miles from Rochester line D. U. R.; can be bought for $2,800, worth nearly $3,000 if not for the $50 per acre. $1,000 cash will buy it, with the balance on long time at low rate of interest. Seems as if that ought to interest almost anybody.

219

Tidy little place for some one with moderate means. Corner Chesterfield and Woodward Avenue Addition. Lot worth at least $600, and the house is insured for $1,200; that's $1,800, and prices are advancing all along the line in that location. Do you come right away we will consider an offer of $1,500, and if that is too high after we have shown you over the premises, we will introduce you to the owner, and you can make your own terms. That's fair.

220

An acre and a quarter right on the west side of Woodward Avenue, in the village of Birmingham, on the electric line. Without exception the finest little home in the village. For others equal to it, come over and see us. Nice little 3-story cottage with 7 rooms and bath, hot and cold water in the house, barn, best well in town, plenty of fruit of all kinds. Buildings are insured for $1,100, and the place can be bought for $2,600. Some one is going to get this for the best bargains on our list. Let's look it over and talk it over together. Any time.

221

Fine house and two and one-half lots on Davis Street, Brownell's Sub-Division. Hot and cold water, furnace, plenty of small fruit, orchard of excellent fruit; 2¼ miles from Flint Division D. U. R.; 2 wells and fine spring. Price $4,000.

222

Two-story tenement or terrace, on the east side of Woodward Avenue, in the village of Birmingham; 2 houses of 8 rooms each. Furnace, water-closet, bath, hot and cold water, and every house is entirely independent of other apartments. Rents for $18 per month each, which is a handsome return for your all taxes and insurance. Good barn on the premises, and the lot is 70 feet front on the best location on Woodward, and 126 feet deep; room for a nice garden; can live in one apartment and have a steady income from the other. No waste land to ponder over. Come and let us help you ponder. Always at your service, if you can't call, write.

223

For sale or exchange—Brooks Farm, 1¼ miles west of Birmingham; 80 acres; the best stock and fruit farm in the county; 40 acres timber; orchard of excellent fruit; house, barn, and box stalls for 12 head; grain and cattle barn, stable 32 head; cattle; hog pens for 100 head; corn crib and chicken house; 2 wells and fine spring. Also—every 5 rods; 4 good flowing wells; geohard, and young fruit. Apply at farm, or Exchange Bank, Birmingham.

225

Forty-acre farm on Section 7, Troy; 8 acres timber, 6 acres orchard, 4 buildings, which are worth $3,000; 9-room house, good cellar, well and windmill; water piped to house and barn; 1 mile new wire fence with cedar posts; 2 acres strawberries, which will realize $400 per acre; 600 peaches, 100 plums, 100 pears and 1,000 cherry trees; 1½ miles little farm, free and clear, 2½ miles from Rochester line, and 4 miles east of Kimball's Corners, on the Pontiac line.

227

Five acres just outside of the corporation limits of Birmingham, about 10 rods from Woodward Avenue, on the Pontiac electric line; one stops in front; about 10 rods deep, with the brick church (branch of the River Rouge) crossing the back end of the premises. Finest location in the county for a nice home. Will build to suit purchaser, but can be bought cheap enough so that you can build to suit yourself and have one of the finest homes among the many in the Bloomfield Hills district. Terms will be arranged to suit the purchaser. Call for particulars. Rather show it to you, though.

228

Fine stock farm in the Township of Troy; 230 acres, no waste land, flowing well piped to the buildings; running water in six other buildings; unusually ridge; farm well fenced and properly tiled; 3 miles from Royal Oak; have one of the finest homes among the many in the Bloomfield Hills district. Terms will be arranged to suit purchaser. Call for particulars. Rather show it to you, though.

229

A pleasant and sightly farm of 71 acres in Wood Township, Oakland county, Michigan; 2 acres of choice orchard, 4 acres good timber, 5 buildings worth $2,000, and the price is $3,000—and it is well worth it. Terms easy. Soil clay loam, sandy subsoil, under high state of cultivation. Better investigate.

230

Seventy-one-acre farm in Township of Troy; good buildings, well fenced, fine orchard, 4 acres timber, ½ mile from electric line; this is a choice farm—never dry; 1½ miles from good school; 2½ miles from Rochester; 4 miles from Birmingham; 20 miles to 30x36, two good wells, and 18,000 feet of tile. This is enough to amply secure will take it. One of the most delightful farms in the Township of Troy, and that's one of the best towns for fine farming in the world. Not Well, we'll prove it to you if you'll let us.

231

Two-story, 7-room house in good repair; well water, cellar, etc. Lot 50x150, and can be had for $1,000 to build—and that's all we ask for it. Opposite school house, between Merritt and Marsh, on Chester Street. Terms easy.

232

Farm of 27½ acres, just outside the Village of Birmingham, on the D. & P. electric line; 15¢ fare to Detroit, half-hour service; level as a floor; two acres; four buildings, all in good condition. Best open location between Detroit and Pontiac.

233

Farm of 107 acres, one hour's ride from City Hall on Jefferson Avenue; 1,000 feet on Lake St. Clair; 7 acres of apple orchard; splendid buildings. The price is very low.

234

Farm of 77 acres, 60 rods from D. & P. electric line. All cleared, tiled building; 4 miles to Detroit. This farm can be purchased very cheap.

235

Farm of 90 acres—all good buildings for Detroit property; 10 acres of mixed orchard; buildings are in fine order, and in the county, in excellent condition; 2 miles from interurban; on account of improvements and location this farm is a bargain at the price asked. Write us, or, better yet—call.

236

Forty-six acres, all improved, no buildings, good land, well fenced, flowing stream through the place. Worth the money, for a little over $50 per acre will buy it.

237

Four vacant lots in the Randall Addition. Excellent building lots, close to a rapidly improving part of the village. If you want to buy one of these lots for $100 each you can from us, and then if you want to build a house on it and are lacking in funds, come and see us about it and we will make arrangements at low rates and easy terms.

238

Vacant lot on Woodward Avenue, on street car line, 50 feet front and 132 deep. One of the best building places on the most popular street in the village, and a snap at the price. If for cash, Want to build on it and don't happen to have the cash? Come and see us about it, and we can arrange matters. Come and see us anyhow.

239

Vacant lot in Castle's Plat; price $300, and will exchange for Detroit vacant.

240

Small house with lot 60x150, $1,000 cash. Large house with lot 60x120 and all ordinary conveniences, $6,000 cash. Will sell the two on credit, both houses and about 2½ acres of land, on south side of Maple Avenue, for $8,000.

241

Fine new house with all modern conveniences, within 300 feet of the west side of Woodward Avenue, on Bloomfield Hills car line; 6 acres apple orchard, plenty of fruit. You could not build it's house for $5,000, and that's all we ask for the premises. Well worth looking at.

243

Farm of 160 acres, Saginaw county, 2 miles from Fergus Station, on the M. C. R'y. Clay loam, good buildings, 40 acres timber, 20 acres orchard; will take farm if you come right away—now. The place is within 2 miles of active coal mines, and there is a rich coal vein on the farm. Within 4 miles to Chesaning; 16 miles to Owosso; 4½ miles St. Charles and 6 miles to Saginaw. Well drained, good fences, and altogether worth the money.

244

If you could buy acres and a quarter of land with a brick house equipped with hot and cold water, bath, water closet, furnace, and every modern convenience, and large, chicken house, plenty of fruit and cement walks—and the house cost $6,000 to build—for $3,000 or very nearly, you'd call it a snap, wouldn't you? Well, we can do it. Come on and we'll show you.

Good in Automobiling.

The physical effects of several days of automibiling upon both normal and anaemic persons are found by A. Mouneyrat to be those of a stay in the mountains—red blood being increased, with stimulation of respiration, circulation and nervous system.

Use for Iron Cloth.

Iron cloth is largely used to-day by tailors for making the collars of coats sit properly. It is manufactured by a new process from the steel wool and has the appearance of having been woven from horsehair.

LIED TO NO PURPOSE.

Policeman Thought he Saw Something Coming, but Alas!

The big bells and the little bells and all the clocks in town were on the point of striking midnight when the policeman who was about to lean up against a lamp post and catch a few minutes' sleep was approached by a trampish-looking man who began:

"Sir, I was in this town 15 years ago."

"Well, what of it?" asked the officer.

"I was homeless, friendless and stone broke."

"You look that now."

"Not a place to shelter my head—not a penny to buy food. I was discouraged. I was ready to commit suicide. In fact, I was on my way to the river to end all when I encountered you. Same man—same red hair and whiskers—same sneer in his voice. But you were good to me. You at first started to club me, but when you saw tears in my eyes you put your arm around me and asked what was the matter. I confided all to you. When I had done so you put your hand in your pocket and handed me out a $5 bill and told me to go and try again. You must remember me."

The officer didn't. He hadn't been on the force a year. But he thought he saw something coming to him and he lied about it.

"Ah, I knew you would remember," continued the other. "With the $5 and your blessing I went away. I went to South Africa. I discovered a diamond mine. I made millions. Every day and all the time I thought of you, and now, at last, I am here to reward you. Take this sealed envelope and remember that a kindness is never thrown away, and the virtue is its own reward."

The man placed a sealed envelope in the officer's hands and walked away. The policeman turned to the gaslight and opened it with his heart pounding his ribs. It contained a note of hand due 10 years hence, for $1,000,000. He saw the tramp in the darkness and started for him on the run, but he wasn't in it. There was a thumping of the pavement ahead of him for a moment and then he was all alone on the street.

EVENED UP THE SCORE.

Fatal Number Was Mixed in the Love Affairs of Both.

It was a plain, every-day case of mutual admiration. He admired the girl and she admired him. It was much more than admiration—they were in love with each other. Of course, one was more so than the other, for it cannot be otherwise, seeing that Cupid is born with one leg shorter than the other, but that is not an insuperable obstacle to matrimony. If it were, the marriage license clerk would be compelled to retire from business. So it came to pass that he proposed to her. That seemed natural enough, but when she burst into tears, he was greatly disturbed.

"My darling," he exclaimed, as she came to his arms, "what is the matter?"

"I am so superstitious," she sobbed.

"What has that got to do with your loving me, as I love you?" he asked, wonderingly.

"Nothing, dear," she wept.

"And you do love me, don't you?"

"More than all the world; but I cannot marry you; at least not now."

"Why can't you?" he asked, very tenderly.

"Oh, I can't tell you," and she burst into a fresh flood of tears.

Certainly not, my darling," was his brave reply, for men under such circumstances are not always in a hurry to take risks even if they do love.

"It is this, darling," she said, hiding her face on his manly bosom; "you are the thirteenth man who has proposed to me, and I am afraid to accept you with that unlucky number's baleful influence hanging over us."

With a ringing laugh, in which there was only sunshine and joy and happiness, he kissed her eighteen times and folded her in his strong arms. "That's all right, my own," he almost shouted, "you are the thirteenth girl I have proposed to, and that makes it quits."

And they lived happily ever after.

Some men would rather be thought rich than be considered rich in thought.