LAYING BARE THE SECRETS OF HYPNOTISM

Dr. John D. Quackenbos.

NEW YORK:—Dr. Jekyll drank a chemical reagent and became the bad Mr. Hyde. He changed himself back into the good Dr. Jekyll by the same means. Eminent scientists today are experimenting with a reagent for which they claim the power to perform the miracle of converting Mr. Hyde into Dr. Jekyll. By this mysterious power they are making bad men good, weak men powerful, mediocre men talented.

And the beautiful thing about this reagent, they say, is that every one has it in his own possession, to command at will. Only when he lacks the will to use it, after learning the simple processes of its application, need he employ others, skilled in the art of handling it, to administer it to him.

This is the claim now made for hypnotic suggestion, that it is the one reagent by which a man can transform himself into the ideal of what in his best moments he aspires to be.

For 25 years Dr. John D. Quackenbos, former professor of psychology in Columbia university, has been studying and practicing the art of curing and reforming persons by this process. He has treated 7,000 cases by suggestion given during hypnotic sleep.

What he has accomplished, often seeming to approach the miraculous, and the exact processes by which he and other skilled suggestionists operate, Dr. Quackenbos is now to make public, in a book to be issued from the press of Harper & Bros.

Dr. Quackenbos gives to the New York Sunday World, in anticipation of his forthcoming exposition, the revelation of his discoveries and remarkable experiences.

As a few instances of the power of hypnotic suggestion, as he has proved it, Dr. Quackenbos cites the following:

A leading lady in a Broadway theatrical company owes her rise to fame to inspiration given during hypnotic sleep. "At the time of her visit to me she was adjudged to possess but a slender mediocrity of talent," says Dr. Quackenbos. "Two treatments evoked the realistic touch of Bernhardt. I was in her. She was only inspired to express it on the instant, and the people of New York have for months given singular evidence of their wonder and delight."

A woman artist who has recently painted a portrait from life of King Edward VII., and previously had portrayed many other royal personages, owes the inspiration to do the work that has made her famous to suggestion given to her during a few sessions of hypnotic sleep.

A private ambassador representing President McKinley on an important diplomatic mission was enabled to utilize talents he had never before shown that he possessed because of an idea of power implanted in his mind during one hour of hypnotic sleep.

Other cases are cited to show that

DR. JOHN D. QUACKENBOS, FORMER COLUMBIA PROFESSOR, SAYS—

THAT HE HAS Hypnotized an Ambassador and Enabled Him to Succeed in an Important Diplomatic Mission.

THAT He Hypnotized a Mediocre Actress and Made Her a Broadway Star.

THAT You Can Cure Yourself of Drunkenness by Self-Hypnotism.

THAT Hypnotism Can Cure Seasickness, Locomotor Ataxia and Other Maladies of Mind and Body and Call Back the Dying from the Edge of the Grave.

of nervous conditions represented by hysteria, hysteroepilepsy, pseudomeningitis, petit mal, chorea, habit spasms, occupation neuroses, (like telegrapher's arm, writer's, violinist's and ballet dancer's cramp), psychogenis cardiac arrhythmia, pseudoangina, speech defests, intractable insomnia and neurasthenia or nervous exhaustion; even of diseases characterized by severe pain, like sciatica and other forms of neuritis, locomotor ataxia, tuberculosis and carcinoma.

HOW TO CURE YOURSELF OF DRUNKENNESS.

By Dr. John D. Quackenbos.

An alcoholic addict, actuated by a sincere desire to break the shackles of the despotism and go forth with capacity for the higher joys of life, is urged to think persistently as he is falling asleep in the following terms:

"Whisky is unnecessary to my physical well-being; it is creating structural changes in vital organs; it is destroying my mentality and blunting my moral sensibility. I am not need it, and shall no longer use it for the mere bravado or to hide from my vision conditions that are insufferable. I shall depend absolutely on the units of energy legitimately manufactured out of nutritious food, good air, exercise, and sleep. I am done with alcohol once and forever. The appetite for it is destroyed in my being, and I no longer admit capacity for temptation. From this hour it shall be impossible for me either to desire, or to take a drink. Nothing conceivably reason. I do not want it. I do not need it. I shall not miss it."

indeed, there is no rational sufferer who may not be benefited in some degree by such treatment.

"In treatment of moral diseases truly awe-inspiring results of transliminal domination are manifested.

"Moral defective may be compelled to take upon himself a changed nature in response to appropriate suggestions. The bad may be made good even in the face of their deliberate determination to continue in the clutches of sin.

"As a rule, however, the success of suggestional methods depends largely on the desire of the subject to be cured and his faith in the power of the suggestion selected.

"Dipsomaniacs are generally easy subjects, in that they yield readily to the hypnotic influence, and accept unconditionally the suggestions communicated by the operator.

Morphine Habit Cured.

"All the great suggestionists have successfully treated morphinomania by inducing hypnosis and implanting a fixed idea against the use of the drug in question either by hypodermic syringe or mouth. Morphine cannot be suddenly cut off from the patient, as there is danger of collapse in such heroic treatment; it must be gradually withdrawn. Hypnotic suggestion renders such reduction absolutely painless to the subject.

"The method pursued with confirmed cigarette smokers has been to deprive them gradually of the deleterious gas. Suggestions are first given to smoke fewer cigarettes each day; secondly, to detest tobacco and drop the practice.

"Kleptomania, habitual falsehood, hopeless dishonesty, mania for swindling and gambling all yield to suggestional treatment.

"Every mother in the land can make her children what she wishes them to be, provided she is a woman of high moral principle, gentle and patient, apprehensive of the power of transliminal appeal, possessed of courage to apply it with intelligent persistence, and having ardent faith in its effectiveness."

Asked to state the care of auto-suggestion and the process by which a person applies it to himself, Dr. Quackenbos said:

"The transliminal self of an individual is as amenable to suggestion by his own objective mind as by the objective mind of an outside person. Self-treatment of this kind, of auto-suggestion, is open to all who would remodel their lives by cultivating a closer relationship between the supraliminal and the transliminal nature.

"The state of mental abstraction called 'reverie,' immediately preceding natural sleep, is most appropriate for self-suggestion. As one is about yielding to slumber for the night, let him say to himself, for instance, that he will no longer be a slave of the imperative conception or the evil habit that is crippling his best expression—that he will develop talent along specified lines—that he will draw spontaneously upon the resources treasured in his higher being for creative work in the normal sphere.

Prerequisite of Success.

"Lapse into sleep with the transliminal thus invoked, to employ itself as instructed, is all but equivalent to suggestion given by another. The prerequisite of success is earnest, intelligent, persistent application of the self-given suggestions.

"It is in accordance with psychological law now well tested and proved, that if the active intervention of one's own richly endowed spirit be honestly and earnestly invoked, adequate power will always be forthcoming to resist temptation, to destroy unworthy motives and impulses, to flood the earth-life with currents of prompting to sublime action. The unprincipled man is he who never defers to his transliminal self.

"Inspiration comes from the inner self, the spiritual personality, in response to spoken commands uttered in the approaches of sleep, and the propulsion of supernormal faculty grows easier with practice.

"By auto-suggestion before sleep, Robert Louis Stevenson obtained material, through immediate dream

"Two Treatments Evoked the Realistic Touch of Bernhardt!"

representation, for his most impressive romances.

"For authors," said Dr. Quackenbos, in conclusion, "science has been seeking to fathom the real connection between mind and matter. It has but just reached an explanation in the philosophy of a transliminal control of the material by the immaterial man, for the good of the human complex."

Life in Kentucky.

Drummer (at Moonshineville, Ky.)—Good morning, Mr. Crossroads; how's business?

Storekeeper (disconsolately) — Mighty poor, mighty poor. You see, a new store started up in opposition to me, and of course I couldn't stand that, so I jest gave my frien's th' wink, and they commenced killin' off his customers; but he had more trade than I kalkerlated on, an' w'en his customers began to shoot back it made a purty even fight, an' both sides killed each other off so fast that now there ain't either of us got any customers.—N. Y. Weekly.

The Trouble with Some People.

One trouble with some people is that a very small effort enables them to keep their self-respect.

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 56 feet front and 20 rods deep on Maple Ave. East, (half an acre). Fine barn and every modern convenience. Furnace heat, bath, closet, etc. Can be bought for what the buildings cost. Will exchange for improved city property for portion of the purchase price.

65

Village lots on Woodward avenue boundering north by land of Mollie G. Smith, east by D. G. H. & M. R'y, south by Bower street, west by Woodward avenue, 128 feet front on Woodward avenue, 178 feet deep on north side and 147 feet on south side; all in the Village of Birmingham, Mich. One of the finest building sites in the village.

66

Good, comfortable, cozy, old-fashioned house with 66 feet front on Maple Street. Fine location, plenty of room, and the price is only $1,200.

77

One set on Saginaw street, just south of land owned by John Germain. A rare chance for any one wishing to purchase will find this a bargain, for particulars inquire of Mollie G. Smith or at the Exchange Bank

101

Farm of 31 acres in sections 22 and 15, Southfield. 2 acres best apple trees in bearing. Insured for $2,100; all plow land, well drained and under a high state of cultivation. Price $8,000.

103

Eighty-acre farm in White Lake township, w ½ of s e ¼ of section 22, 70 acres cleared, 10 acres timber and huckleberry marsh. Don't laugh this evening, netted the owner over $150.00 last summer. Fine orchard, conveniently five piece new house, 7 rooms, good neighborhood. 4½ miles from Milford, 3 miles from Commerce; proposed electric road comes within a mile of the house. Price, $2,000.

114

Wise farm in the Township of Southfield; 38 acres, of which 75 are cleared and the balance is good maple timber. Two acres of orchard; building very fair; will be exceptionally fine place can be bought for $6,000. Nuf ced.

115

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 time has been asking too much for it. Now they are just getting fair prices for it, and soon are very cheap. For instance, 65 acres at $60 per acre; 4 buildings; nice apple orchard; fine fencing; water; all good plow land, except 10 acres of scattering timber. Nemarsh land on the place. There!

123

Nice little 40-acre farm near Big Beaver (S. ½ of N. ½ of E. ¼ Sec. 22, Troy). Has 32x46 and 8 factory house with 11 rooms. An acre of good orchard and 4 acres of timber; a little over a mile from the Rochester Electric Railway. Less than one hour from Detroit. Had better come so easy that any man who means business can pay for it.

126

Vacant lots 14, 15, 16 of Wilson's subdivision Royal Oak village. Are cheap at $100 each. Terms easy, with small payment down.

146

Farm, 87½ acres; good buildings; 3 acres timber, 3 acres orchard; one mile east of the Electric Railway. In Royal Oak township. W ½ of N. W. ¼ Sec. 22; loam and clay soil. If you come with the good hard cash in your hand, you can buy it for $2,800.

147

Nice little home for someone of small means. ¼ acres in n w ¼ of n e ¼ of sec. 14, Troy. House 7 rooms; barn in good shape; wells both bad and both never dry. Only $1,000. Rochester Electric Ry to Detroit in 1 hr. P. D All cash and no 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 summer homes of some of the most prominent of Detroit's wealthy citizens. Three hundred and forty-five acres of choice fruit farming land with 15 buildings, well adapted to the requirements of a first-class stock farm. Forty acres of timber, and for the matter of that there are forty year trees and five hundred plum trees, and six acres of spring apple orchards. One of the finest half mile race tracks in the state is situated on the farm. There is an artesian well that is daily supplying an unlimited account of mineral water which is properly developed and advertised, would be worth a fortune in forty year trees. From $45 to $90 a month is now now realized from the milk that is produced. Many of the best medical specialists of the present day have sent their patients here for rest cure for Diabetes and the various other kidney diseases. A medical analysis of the water will be furnished on request. The principal dwelling on the place cost over $5,000 and it's worth the money. Two tenant houses, fair and good, and all the other conveniences which are almost considered necessary now-a-days. A good brick tenant house in fact twelve good buildings in all.

No. 162

Seventy-acre farm in Waterford township. Price $2,500. 300 cash, balance on easy terms and long time. Good buildings; 4 acres orchard; cranberry marsh produces 25 to 50 bushels per year without cultivation; Clarkston 4½ miles, Waterford four miles.

No. 167

Wants to trade for 80 or 60 acres on or near west W. Maple, Troy township; three buildings; large apple orchard; all plow land; well watered; 14 miles from Detroit; 2 miles from Troy Corners, where there are good schools and churches. Puts up to Detroit; per acre.

No. 171

Finest building site between Birmingham and Pontiac on the Woodward road. Just north of Birmingham, among the country homes of Birmingham's Beech, Harbour, Kodicott, Brady, Shaw, Conklin, etc., etc. 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.

178

Seven-room cottage on west side of Bates street, 42 feet front, 120 feet deep. You couldn't build the house for $1,600, 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.

180

Farm in Avon township; 35 acres of good clay loam, 3 acres choice orchard, no buildings; small amount down. For sale or exchange for small farm.

185

Corner lot, 100 feet front on Maple avenue on 2 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; building easily worth $2,000. Come in and ask the price, and let us surprise you.

188

One of the best-arranged and finest-equipped residences in the village, and in absolutely the best location—Bates, Maple Avenue. Heated from electric road; bath, toilet, hot and cold water, city gas, 10 rooms, 2 stories, finish and arrangement better than new; 3 buildings, fine orchard; 125 feet on Maple, 320 feet deep; plenty of room for chickens and garden; good barn, fine workshop, etc., etc. Must be seen to be appreciated; anyhow! Will rent and 32 feet front by 150 feet deep for $1,800. One of our best bargains.

191

Vacant lots Nos. 54 and 55, Block R, Wilson's sub-division, Royal Oak Village; most desirable part of this growing village. Price $250 cash—no trade.

193

Thirty-five-acre fruit farm, 1¼ miles north on Birmingham, on the town line; 6 buildings, insured for $1,900. All kinds of fruit; well drained; dark loam. Last year this farm produced 125 bushels raspberries, 200 bushels blackberries, 121 bushels strawberries, 10 tons hay, etc. A grand ridge of rich gravel right on the place; inexhaustable supply of gravel, is worth almost the price of the farm alone. No waste land and under a high state of cultivation. Worth looking at anyhow. Price $5,000, terms easy.

194

Fifty acres in Township of Troy, adjoining the Troy Stock Farm; 6 buildings, good house, basement barn, plenty of small fruit, orchard of excellent fruit; 5½ miles from Flint Division D. U. R.; 3 wells and fine spring. Price $4,500.

199

Fifteen acres in Township of Royal Oak; no buildings; small grove of timber; 3 miles to Detroit; new land, well drained, clay bottom, sandy loam; fine for fruit. Corner of the Dixie road and Campbell road, ¼ mile east of electric road; adjoins J. H. Hudson and Duffield tracts, which are held at $500.00 per acre; 1½ miles north of State Fair grounds. Price $300 per acre; will exchange for farm property.

196

Six acres, part of s w ¼ of n e ¼ of section 36, Troy township; near barn, fair house, will clay loam, fine for fruit; 2 miles east of Flint electric road, ¼ mile east of electric road; adjoins J. H. Hudson and Duffield tracts, which are held at $500.00 per acre; 1½ miles north of State Fair grounds. Price $200 per acre; will exchange for

198

Ten acres 1 mile east of Royal Oak village on excellent road, 40 fine apple trees, in bearing; fine plow land, well drained, clay loam. This price will enable you to build the kind of house you may require.

199

One hundred and six acres, ¾ mile east of Northwood station on the Woodward Avenue electric and ½ mile west of the Flint line. D. U. R. Good buildings, new wind mills, two good houses, farm well fenced and tiled. Excellent buildings insured for $5,500; 1½ miles from Royal Oak village; 5 acres excellent orchard; 6 acres oak and white ash timber; everything in splendid condition. Will sell fruit with the farm or the property. Price $125 per rcre.

200

One hundred and twenty-six acres near Birmingham; good buildings, well fenced, fine orchard, flowing well; pretty little brook runs through the farm; 1½ mile from Birmingham, Worth looking at. Price place at $6,000. Oh, yes; the price is $10,000, and the terms easy. Farms not 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 factory residence on Maple Avenue, corner of High Street; 50 feet front, 125 feet deep; hot-water heater, hot and cold bath, toilet, city and city water; every convenience found in the best class of city residences. Cement walk (cost $200) and best neighborhood in town. House would cost at least $3,000 to build today; ask any one to build it for less and see what they say. You can buy the 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 Harris 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 quick sale at $100 per acre, or offer of $2,800 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 it. Save of it, and the balance you can pay at your leisure.

209

Fine home with good barn on Townsend Street. Good 2-story house, nearly new. Plenty of bearing peach trees on south side make it a shady, restful residence. Would cost $1,500 to build the house alone, 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 reading.) Nice little acre on Grand River. Good little house with 4 rooms, in Southfield village. Possession given any time before April 1, and $225 gets it if you come quick.

212

The premises formerly owned and occupied by the late G. C. Gibbs in the Township of Troy, and consist of one and some a half acres of land, the best location for $2,200, or will sell the whole outfit, both houses and about one-half acre of land, on south side of Maple Avenue, for $3,500.

242

Fine new house with all modern conveniences, within 300 feet of the west side of Woodward Avenue; 8 rooms, hard-wood finish; lot 66x100; plenty of fruit. Can be sold on easy terms, or will trade for farm, and that's all we ask for the premises. Well worth looking at.

243

Farm of 160 acres, Saginaw county, 2 miles from Freyer's Station, on the M. C. R. R. Fine barn; buildings valued at $5,000, and $8,000 will buy the farm if you come quick. Nearly all cleared; the rest is within 2 miles of active coal mines, and there is a rich coal vein under the entire farm; 6 miles to Chesaning; 16 miles to Owosso; 42½ miles to Charles and 22 miles to Saginaw. Well drained, good fences, and altogether worth the money.

244

If you could buy an acre and a quarter of land with a brick house equipped with hot and cold water, bath, water closet, furnace, and every possible convenience, and barn, chicken house, plenty of fruit and everything complete, for the alone cost $6,000—for $3,000 on easy terms, you'd call it a snap, wouldn't you? Well, we can do it. Come on and we'll show you.

245

Lot 7, Block 1, of Campbell's Subdivision, Village of Birmingham. Make your choice of Brady Street and Forest Avenue. Without doubt the most desirable lot for building purposes on this very popular subdivision. Price $400. Terms easy. Call and consult with us. We would like to whisper to you. Come and let us give you a peep at the property.

246

One hundred and twenty-seven acres in the Township of Avon. Six buildings worth $2,000; 7 acres of timber; 3 acres of orchard; 80 rods of fence (Clinton river runs through the farm); no marsh; land is 18 feet above the river; fine cedar rails, 2 good houses, 2 barns in good repair; well fenced, and only a mile from the thriving village of Rochester. Will trade for a small farm. Owner will consider an offer of $5,000, with one-third cash. Take you to see it at all times at all.

MATTER FOR THE SCIENTISTS.

Theory as to Whether We Live Inside or Outside Earth.

There are a number of believers in the theory that we are living inside the earth instead of outside. These unpleasant people want us to admit that we are surrounded by a shell like a huge nut. Just what good it will do us to admit this isn't clear. About the only benefit to be derived from the information, as far as we can see, at present is the possibility that the Hollonists may prepare themselves for a hard bump against the inner side of the shell if they ever go up too high.

We are also told that the acceptation of this kernel in the nut theory will explain many things—none of which we remember.

It will also upset a great many things with which we are familiar and which, on the whole, we like pretty well.

This leads us to remark that we prefer to believe we are outs. At the same time if the inside facts are convincing we are open to conviction.—Cleveland Plain Dealer.

WHERE THE SEAS ROLL HIGH.

Pen Picture of Approaching Storm Off Honolulu.

How an approaching storm affects the imagination of the Honolulu reporter is shown by the following vivid description from the Star of that Hawaiian city: "Like white ghost cattle stampeding, monstrous breakers are charging the reef beyond the harbor, piling over each other like mad steers precipitated over those in the van who stumble. In the harbor the waters are stirred to a cold green anger, fringed with glistening teeth, and bottoms are bumping wharves and boats rocking uneasily in the motion. With bare poles in the stream a bark lies tugging at her moorings like a restless hound, the wind howling through her shrouds and whistling like a host of devils up sloft. At the kwa end of the harbor the great warehouses and sheds which surmount the long-tongued jetties are converted into sounding soves for the freshening gale, and the weird whimpering of the wind under wharves and its screeching around corners is getting to the ears of sailors with a foretelling of what they declare is to be a roaring kona.

"Every window in the wharf offices is closed to-day and enough fresh air is forced through cracks and crannies to keep clerks with their jackets on. On Sunday immense rollers were noticed all along the Oahu coast from Waialua to Waianae, so that passengers on the trains looked down on what appeared to be low-lying clouds with occasional penetrating peaks of jutting spray, the surging of the breakers making a fearsome noise.

"Later in Hanauma bay the sea crashed unmercifully on the crumbling crater foot, spurting through tunnels and geysering high, spreading panic among the crabs which have so long enjoyed a moderate water line. And now the storm is shifting more and more until it promises soon, to come rushing from the south with all the fury of an old-time kona."

Best of All Genius.

There is no genius in life like the genius of energy and industry.—Mitchell

DRESSING ON $10,000 A YEAR.

Minor Outlays and Expenses of the Englishwoman of Fashion.

A very exclusive London dressmaker on being asked how much a lady should spend on dress replied: "She should dress fairly well on $6,500 a year." The analysis of a typical bill, however, shows that that sum may be easily exceeded, say the Pall Mall Gazette.

Thus dresses cost $3,000; mantles, etc., $1,150; millinery and hats, $750; gloves, sunshades, etc., $1,000; lingerie, $1,700; boots, riding outfit, etc., $575; motor outfit, etc., $200; sundries, including laundry and cleaning, $2,150. The total expenditure on clothing alone in this particular case came to more than $10,000. When to this is added the actual expense of the gratification of minor tastes it will be realized that the fashionable Englishwoman costs the community a very useful sum.

There are saddle horses to be hired, and, proceeds our instructress, "Ladies nowadays generally belong to one or more clubs. They also smoke. The cigarette merchant is somewhat scornful as regards the woman smoker, declaring that she is no connoisseur and seldom gives more than five shillings a hundred for her cigarettes. But—there are others,' and these when they order the gold-tipped variety are a joy to the merchant and a proportionate sorrow to those who deplore the smoking habit in women. There may be bridge debts, but there is no reason to suppose that our fashionable lady will gamble, and even if she does one could not get even an approximate idea of what such debts would be."

Chinese Students Abroad.

The board of education has asked the Throne to order the Chinese students abroad, who are now maintained at the government expense for a short course of study, to further pursue their studies for another five years and then they will be duly examined, and if they pass they may be granted a suitable title and appointments. Imperial sanction has been given to the memorial.—Shanghai Mercury.

Pens in a Ton of Steel.

A single ton of steel will make about 10,000 gross of steel pens.

228

Fine stock farm in the Township of Troy; 100 acres, no waste land. Fine spring well right on the place; good house and the other buildings, on gravelly road, and will be kept in good repair and painted. One mile from the Rochester line of the D. U. R. Electric road. Fine sandy loam; plenty of best fruit; buildings are insured for $3,000. Terms easy and lower than you think for, as if that would interest any one who had an idea of buying such a farm as this; take you and see it any day.

229

A pleasant and satisfactory farm of 71 acres in West Bloomfield, ½ mile from the Northwestern electric road. Good buildings, well fenced, well watered, worth $3,000, and the price is $2,500—and it is well worth it. Terms easy and lower than any bank, broker's agent of cultivation. Better investigate.

230

Seventy-acre farm in Township of Troy; good buildings, well fenced, well drained, well watered; branch of River Rouge runs through the farm—large enough to be dangerous in the spring. 2-story house, basement barn, 60x64, with 30-ft. wing; good sandy loam; 5 acres of timber, or enough to amply secure will take it. Orchard is large; 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 rcre.

231

Two-story, 7-room house in good repair; well cistern, cellar, fruit, etc. House would cost more than $1,500 to build today; we ask for it. Opposite school house, between Merritt and Maple, on Chester Street. Terms easy.

232

Farm of 2?½ acres, just outside the Village of Birmingham, Mich. Fine electric line; 30 minutes to Detroit, half-hour service; land all cleared; 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, good buildings; 80 rods to Detroit. This farm can be purchased very cheap.

235

Farm of 90 acres—will exchange for Detroit property; 10 acres of mixed orchard, buildings are as fine as any, in the county, in excellent condition; 2 miles from Rochester; a thriving village. Improvements and location this farm is a bargain at the price asked. Write us, 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 places in a rapidly improving part of the village. If you want to buy one of these lots for $100 cash you can do so, 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 west popular street in the village, and—$200 will buy it 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 80x150, $1,000 cash. Larger house with lot 60x140 and one acre of ordinary land, $2,200, or will sell the whole outfit, both houses and about one-half acre of land, on south side of Maple Avenue, for $3,500.

241

Fine little farm of about 71 acres in Royal Oak, on the line of the Detroit electric; 3 miles north of Royal Oak; fare to Detroit 15c; good cellar; good well; good fruit; good pure water; 3 acres bearing apple orchard; 3 buildings, insured for $1,275, and $2,000 will buy it, subject to a small mortgage, which can run at the pleasure of the purchaser. Will exchange for improved Detroit city property.

Decidedly the prettiest lake farm in this county of lakes. Situated on Wing Lake, noted for its excellent fishing, 3 miles east of Birmingham; 10 room house with furnace; fine lawn; excellent barns; fences in good shape. 2 acres of young peaches, 4 acres bearing peaches, and 4 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 rest of the 160 at $75.00. Terms easy to the right party. Or we will consider an offer of $1,500, and if that is too high for the value we know it to be, you owe it to yourself to make a nice string of bass, and then you'll give us twice the money. And it's worth it, too. Try it.

216

A new, modern dwelling, constructed by a well-known builder for his own use, from best materials throughout; hot-water heating plant, one of the best localities in our village; lot 60x100 feet; 9 large rooms, bath, hot and cold water, open-hearth, hot and cold water, open-pool, hot-air furnace, and fully finished in hard wood, large attic. Best of reasons for selling. Price $4,800. Let us show it to you any day—any time.

217

Farm of 80 acres on Section 1, Troy; 8 buildings, 4 acres beech and maple timber, 76 acres cleared, 2 acres fruit, 2½ miles from Birmingham on line D. U. R. Can be bought for $2,800, and that's only a trifle over $35 per acre. Well, we would consider an offer of $2,500, and if that is too high for the value we know it to be, you owe it to yourself to make a nice string of bass, and then you'll give us twice the money. And it's worth it, too. Try it.

219

Tidy little place for some one with moderate means. Corner Cheltenham and Palm, Campbell Addition. Lot worth at least $600, and the house is unfinished and has cost $1,200, and people are advancing all along the lines in that location. If you take hold right away we will consider an offer of $1,500, and if that is too high for the value we know it to be, you owe it to yourself to make a nice string of bass, and then you'll give us twice the money. And it's worth it, too. Try it.

222

Two-story tenement or terrace, on the east side of Woodward Avenue. Two distinct 2-story houses of 4 rooms each. Furnace, water-closet, bath, hot and cold water, city water and gas, each independent of other apartment. Rents for $18 per month each. Forty feet by 100 deep; will pay all taxes and insurance. Good barn on the premises, and the lot is 70 feet front on the best front age on Woodward, and 155 feet deep; room for a large garden; can live in one apartment and have a steady income from the other. Price $4,000. Terms 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 mile east of Birmingham; 95 acres; the best stock and grain farm in Oakland county; 10 acres timber; 2 good houses, 10 room house; horse barn, and box stalls for 12 head, and cow barn, with 25 head capacity; also barn for 100 head; corn crib and chicken house. Two miles of the village; 4 good flowing wells; orchard and young fruits. Apply at farm, or Exchange Bank, Birmingham.

225

Forty-acre farm on Section 7, Troy; 5 acres timber, 3 acres orchard, 6 buildings (cash and easy terms $3,000); 9-room house, good cellar, well and windmill, water; plenty of small fruits; farm; 1 mile west wire fence with cedar posts; 2 acres strawberries, which will retain $400 per year; 600 peaches, 300 plums, 150 pears and—$2,000 will buy the whole little farm; free and clear; 2½ miles from Rochester, and 2 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 good house, 2 barns, 2 chicken houses, one acre of fine grape fruit; about 80 rods deep, with nice little creek (branch of the River Rouge) crossing the south end of the property. Most location in the county for a nice little chicken and fruit farm. Only $2,000 cash can be bought cheap enough so that you can build to suit yourself. Have some of the finest houses among the many in the Bloomfield Hills district. Postal card request will bring you further particulars. Rather show it to you, though.

MATTER FOR THE SCIENTISTS.

Theory as to Whether We Live Inside or Outside Earth.

There are a number of believers in the theory that we are living inside the earth instead of outside. These unpleasant people want us to admit that we are surrounded by a shell like a huge nut. Just what good it will do us to admit this isn't clear. About the only benefit to be derived from the information, as far as we can see, at present is the possibility that the Hollonists may prepare themselves for a hard bump against the inner side of the shell if they ever go up too high.

We are also told that the acceptation of this kernel in the nut theory will explain many things—none of which we remember.

It will also upset a great many things with which we are familiar and which, on the whole, we like pretty well.

This leads us to remark that we prefer to believe we are outs. At the same time if the inside facts are convincing we are open to conviction.—Cleveland Plain Dealer.

The Really Educated Man.

Peabody: He is educated who is master of himself and of his task.

For the Unbeliever.

Matthew Arnold: Hath man no second life? Pitch this one high.

Many Species of Butterfly.

There are 20,000 different kinds of butterflies.

Idleness Not Rest.

Cowper: Absence of occupation is not rest.