Money Kings Made in a Night

BUMPER CROP OF NEW MILLIONAIRES

THIS year's big and record yield of wheat, corn and other staples has been heralded far and wide. But there is another harvest that has been growing and ripening all unnoticed by government statisticians and by everybody else, and that is the bumper crop of new millionaires and multi-millionaires. Never before were there so many in New York as there are to-day. Millionaires were made in a night by the great wave of consolidation and the merging of hundreds of industrial enterprises that was the feature of the opening years of the twentieth century, just after the close of the Spanish-American war. There were steel kings, steamship kings, pump kings, kings of car springs and of air brakes and of all sorts of things. They blossomed forth between the sunset of one day and the dawn of the next. The select circle of plutocracy widened so swiftly that it broke all barriers and created a new aristocracy of wealth in America. New York was invaded by a horde of westerners whose manners in some cases shocked even the imperturbable servitors at the expensive hotels where they monopolized the royal suites. Pittsburg, from being simply a great mill town, a city of grimy workmen, jumped into world-wide prominence because it was discovered suddenly that it had more millionaires to the square inch than any other spot on earth. In New York all sorts of people achieved fortunes, paper or actual, almost before they were aware; jockeys, waiters, bartenders and other humble folk glanced with amaze at the balances with their brokers and began making plans for yachts and country houses. The history of this period was one of the wonders of America.

Then, two years ago, the panic came and put a dampener on the financial hopes and aspirations of those who had survived the various ills that followed in the wake of industrial over-expansion. But since the panic clouds have cleared away there has come another and even more wonderful appreciation in values, the most remarkable advance in the prices of all commodities and securities that this country has ever known. Probably more millionaires have been made in the last 12 months by the steadily rising tide of tremendous prosperity than history ever has recorded in a similar period of time. The number of those who have grown rich quickly is greater, probably than it was in the time of merger and consolidation, nearly a decade ago. Before the panic of 1907 there were, perhaps, 3,000 millionaires in New York. Now there are anywhere between 5,000 and 10,000.

The advances in the value of securities in the last two years have been almost incredible. There probably are more than 100,000 persons who are stockholders of United States Steel. In October, 1907, Steel Common was 21⅞; in February, 1909, it was 41¼; this October it has been well above 90. The shares of the Pennsylvania railroad are more widely distributed than any other transportation line, more than 60,000 people being listed on its books of shareholders. Two years ago it was 103; lately it has been above 150. Union Pacific is next to Pennsylvania in the length of its stockholders' list. It is not only one of the most popular investment securities, but also one that is speculated in most largely. Union Pacific common was 100 in 1907; this year it has been above 219, an increase of more than 100 per cent. New York Central, Southern Pacific, Baltimore & Ohio, Atlantic Coast Line, Illinois Central, Great Northern, Standard Oil—practically all the stocks in the long list of railways and industrials have advanced from 50 to 100 or more per cent. in value since October, 1907.

Thousands of people who are not speculators and who are intolerant of speculation have profited enormously by this wonderful rise in prices. They are the ones who bought for investment when the prices were low and who are now reaping the harvest. During the panic enormous blocks of gilt-edge shares were thrown on the markets when great speculators like Heinze and Morse, and some others who were not so spectacular or daring, had to sacrifice anything and everything for ready money. Their holdings now are scattered throughout the country and have been tucked away in tens of thousands of safes and strong boxes.

While some of the new millionaires come from the ranks of those who were bargain hunters in the days of panic, most of the new plutocrats are from the army of speculators.

There are so many of these new millionaires that it would be impossible to list them all individually with any degree of accuracy. Comparatively few of the old band of millionaires have failed to add materially to their fortunes since the panic. There are some, it is true, who were more or less disabled in those days, and the period that preceded them who have not succeeded in winning back their lost money and prestige; some who were in the ill-fated trust companies, others of the insurance crowd, and so on. But those who held on and were able to weather the storms have been lifted up and now are richer than ever. Not only that, but a large number of new groups of great financial strength has been developed. There is the Hawley group, for instance, which has made millions and millions in the rise in values of railway shares. Edwin Hawley, the head of this coterie, was not a big Wall street figure until within the last year or so, but of late he has added immeasurably to his wealth and to his power as a transportation king.

Among those of his friends who have climbed into the chariot of the plutocrats is Frank A. Vanderlip, the president of the National City bank. He is reputed to have made more than a million out of Chesapeake & Ohio and Union Pacific. When he was assistant secretary of the treasury a few years ago Vanderlip was a man of very moderate means and lived in a modest little flat in Washington. After he came to New York his wealth increased somewhat, but only since the first of this year has he entered the millionaire class.

Another of the Hawley group who is one of the new crop of multi-millionaires is a banker named Scott, who piled up a small fortune, dollar by dollar, in Richmond, Va., and who has increased it many fold of late in Wall street. Still another of the same group is Robert Fleming. He was not a poor man when the rise in stocks began, but he is said to be a very rich one now. Then there is a new crop of Union Pacific millionaires, Southern Pacific millionaires, Wabash, Rock Island and many other groups of new millionaires who have become wealthy by the tremendous upturn of the shares they were interested in. Some of these men were millionaires before the beginning of this year; these have now moved up to the multi-millionaire class.

There are quite as many who have won fortunes in the field of industrial stocks, especially in United States Steel common. One of these—more than a millionaire when he began buying Steel—is Frank A. Munsey, the publisher. He is said to have started his Steel purchases two years ago, when the stock was around 22, and to have accumulated a total of 100,000 shares at very low prices. His winnings are estimated at more than $5,000,000.

These instances, taken at random, give an indication of the thousands of fortunes that have sprung up lately through the upward sweep of prices in Wall street. Great corporations, like the fire and the life insurance companies, have also profited stupendously. These tremendous reservoirs of money own huge blocks of shares in scores of railway and industrial companies—lots of from 10,000 shares to almost a controlling interest. The most of these are sober, gilt-edged, dividend-paying stocks that have not been spectacular in their advance in price as compared with some of those that have gone up like skyrockets. Yet even these high priced shares have been enhanced in value from 20 to 50 per cent. in the last 12 months. They were bought at panic prices, so the published records of these companies show, and these institutions now are said to be selling them off, cautiously and carefully at the fancy figures that have been prevailing of late. Unlike the individual investor, they believe in cashing in their winnings and salting them down until there is another chance to buy cheap.

In the commodities there are new groups of millionaires and multi-millionaires also. Some of these have won their wealth in wheat, others in corn, but most of them in cotton. There are more new cotton kings and princes to-day than ever before. Practically all of these are southerners, who have had an expert knowledge of this staple. Most of them have been cotton planters themselves on a large scale, and all their lives they have been studying cotton, its growth and its ever-widening markets.

Almost every day there have been rumors flying about as to what Patten was doing in cotton. But curiously enough there has been never a word said about the real bull leader in the cotton market, the man who has been the biggest speculator in this staple, and who recently has jumped into the multi-millionaire class, Eugene G. Scales of Dallas, Tex. Scales is the most towering bull, probably, that the cotton market ever has known. Patten is a piker beside him. Even the celebrated Mr. Sully in his palmiest days never operated on such a huge basis as Scales has been in the last eight months.

This new and mighty multi-millionaire in the cotton market has steadfastly kept himself in the background. He is no amateur speculator, however, for five years ago he was in one of the Sully campaigns and retired from the fight with several large dents in his financial armor. But now he has won back all his losses and a lot more.

Some among the many others who "know cotton" and have won big fortunes through its rise in price are Fergus Reid of Norfolk, Va.; Morris H. Rothschild of Woodville, Miss.; William P. Brown of New Orleans and Louis S. Berg of Mississippi. Berg had charge of the Chalmette terminals at New Orleans not long ago and was a hard-working railorad man. A little later he pieced together a lot of small Mississippi railroads and combined them into an effective and profitable system. Then, with a modest fortune, he came to New York, and since then has been making money out of cotton.

And so the list runs on. Hardly a name among the thousands of new millionaires is familiar to New Yorkers. They are practically unknown outside of the small communities they came from in the west and south. They live in the costliest suites in the most expensive New York hotels. Next summer, if they have no setback they will begin leasing or buying palaces at Newport, Bar Harbor or other places where the socially elect are supposed to live. Then they will begin trying to break through the imaginary inclosure with which "society" surrounds itself. There are so many of these new millionaires that perhaps like the incursion of a new race they will overwhelm and conquer the relatively small group of people who have been priding themselves on having their wealth for a decade or more. At any rate, the names of most of these new millionaires probably will be read for the first time in print in the next year's books of social registry, which form the nearest approach to the directory of the peerage that the plutocracy of America knows.

SURELY HERE IS THE LIMIT

Undecipherable Handwriting a Minor Thing, According to This Story.

From Horace Geeley's time great men have been noted for their poor chirography, and in this connection Joaquin Miller, the "poet of the Sierra," is no exception. But the best story regarding the versifier's handwriting that I have heard came recently from the secretary of a well-known local club. It seems that the club desired to have the poet address the organization at an annual affair at which an elaborate program had been prepared. The secretry addressed a letter to Joaquin telling him of the purpose of the jinks and requesting his co-operation. He was scheduled for a recitation.

In due time, there came an answer from the poet. It was in his own hand and covered four pages. In vain the secretary pored over the manuscript. He turned it over to the president, the board of directors and the members in turn, but all failed to decipher the scrawls. The question before the club was, "Has Miller accepted or has he declined?"

The secretary finally took the matter into his own hands and addressed the following note to Miller:

"My dear Mr. Miller: Your letter received, but I have been unable to determine whether you have accepted or declined our invitation. If you will be present on the date mentioned, will you kindly make a cross on the bottom of this letter? If it will be impossible for you to appear, will you kindly draw a circle?"

In due time the letter came back, but the secretary could not decide whether it was a cross or a circle.—San Francisco Call.

Greek State Monopolies.

Salt, petroleum, matches, playing cards are state monopolies in Greece.

Real Estate Exchange

Of WHITEHEAD & MITCHELL

Exchange Bank Birmingham Michigan

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 61 feet front by 20 rods deep (¼ acre) on East Maple Avenue. Fine barns and every modern convenience—furnace, bath, closet, etc. Can be bought for what the buildings cost. Will exchange for improved city property for portion of the purchase price.

55

Village lots on Woodward Avenue, bounded north by land of Mollie G. Smith, east by D., G. H. & M. R'y, south by Bower Street, west by Woodward Avenue—108 feet on Woodward Avenue, 178 feet deep on north side and 148 feet on south side; all in the Village of Birmingham, Michigan. One of the finest building sites in the village.

77

One lot on Woodward Avenue, just south of land owned by John German, 50 feet frontage. Any one wishing to purchase will find this a bargain. For particulars inquire of Mollie G. Smith, or at Exchange Bank.

147

Nice little home for some one of small means—1½ acres in n w ¼ of n e ¼ of sec 31, Township of Troy; 7-room house; barn in good shape; well at both barn and house, never dry; ½ mile east of Rochester electric; fare to Detroit 15c; R. F. D. All cash and no grumbling will buy it at $750. Hurry up!

167

Wants to trade for 50 or 60 acres on or near electric. Ninety-four acres on e ½ of s w ¼ of sec 11, Troy township; 3 buildings valued at $2,000 (insured for $1,700); flowing well piped to barn; farm well adapted for stock or dairy; 1½ miles from electric at Troy Corners, where there are good schools and churches. Fare 17c to Detroit; $60 per acre.

178

Seven-room cottage on west side of Bates Street; lot 42 feet front, 120 feet deep. You couldn't build the house for $1,200, and that's all we ask for it. City water, woodshed, cellar, all ordinary conveniences. One of the best bargains we have. Show it to you any time.

180

Farm in Avon township; 55 acres of good clay loam, all cleared; small orchard, no buildings; small amount down. For sale, or exchange for small farm.

188

One of the best-arranged and finest-equipped residences in the village, and in absolutely the best location—East Maple Avenue, 2 blocks from electric road; bath, toilet, hot and cold water, city gas, 10 rooms, 2 stories; rebuilt last year, better than new; 3 buildings, fine orchard; 112 feet on Maple, 320 feet deep; plenty of room for chickens and garden; good barn, fine workshop—— Say! What else do you want, anyhow? Will sell house and 52 feet front by 150 feet deep for $2,800. One of our best bargains.

193

Thirty-five-acre fruit farm, 1¼ miles north of Birmingham, on the town line; 6 buildings, insured for $1,300. All kinds of soil—clay, gravel, sand and dark loam. Last year this farm produced 123 bushels raspberries, 20 bushels blackberries, 111 bushels strawberries, 10 tons hay, etc. A gravel ridge 60 rods in length, with an almost 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 Joy Stock Farm; 5 buildings, good house, basement barn, plenty of small fruit, orchard of excellent fruit; 2½ miles from Flint Division D. U. R.; 2 wells and fine spring. Price $4,000.

195

Fifteen acres in Township of Royal Oak; no buildings; small grove of maples is a pretty feature; new land, well drained, clay bottom, black top soil; corner of the 9½-mile and Campbell Roads, ¼ mile east of electric road; adjoins J. L. Hudson and Duffield tracts, which are held at $500.00 per acre; 1½ miles north of State Fair Grounds. Price $300 an acre; will exchange for Detroit property.

198

Ten acres 1 mile east of Royal Oak village; excellent 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 house you may require.

201

Fine 2-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 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 this beautiful home for $2,800, and have your own way about payments. Ask the man at the bank.

219

Tidy little place for some one with moderate means. Corner Chestnut and Palm, Campbell Addition. Lot worth at least $500, and the house is insured for $1,200—that's $1,700, and prices are advancing all along the lines in that location. If 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.

222

Two-story tenement or terrace, on the east side of Woodward Avenue. Two distinct 2-story houses of 8 rooms each. Furnace, water-closet, bath, hot and cold water, city water and gas; each independent of other apartment. Rent for $15 per month each. $40 per year will pay all taxes and insurance. Good barn on the premises, and the lot is 70 feet front on the best frontage on Woodward, and 180 feet deep; room for a nice garden; can live in one apartment and have a steady income from the other. This is something to ponder over. Come and let us help you ponder. Always at your service. If you can't call, write.

229

A pleasant and sightly farm of 71 acres in West Bloomfield, ½ mile from the Northwestern electric; 3 acres orchard, 4 acres good timber; 5 buildings worth $3,000, and the price is only $5,000—and it is well worth it. Soil, sandy loam and clay loam, under high state of cultivation. Better investigate.

241

Fine new house with all modern conveniences, within 300 feet of the west side of Woodward Avenue; 8 rooms, hard-wood finish; lot 56x100; plenty of fruit. You could not build the house for $3,000, 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, [illegible] buildings valued at $5,000, and $8,000 will buy the farm if you come right away—now. The place is within 2 miles of active coal mines, and there is a rich coal deposit under the entire farm; 6 miles to Chesaning, 16 miles to Owosso, 4½ miles to St. 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 cement walks—and the house alone cost $6,000—for $3,000 on easy terms, you'd call it snap, wouldn't you? Well, we can do it. Come on and we'll show you.

246

One hundred and twenty-seven acres in the Township of Avon. Six buildings worth $5,000, 7 acres of timber, 5 acres of orchard; well watered (Clinton river runs through the farm); no marsh; land is 120 feet above the river; fine cellars; 4 wells, 2 good houses, 2 barns in good repair; well fenced; only 1 mile from the thriving Village of Rochester. Will trade for a smaller farm, or will consider an offer of $8,500, with one-third cash. Take you to see it any old time at all.

247

House, barn, and about an acre of good garden land on north side of Hamilton Street. Good, old-fashioned house, and a cozy home at a low price. Party has decided to go West and wants to sell badly enough to make a decided sacrifice. Ask the man at the bank about it.

249

Nice, warm, old-fashioned house on the south side of Maple Avenue, among the best class of residences in the village. Plenty of room for a good garden, and it can be bought for $1,500. No? Why not? Well, just come and talk it over with us; and after you look the premises over you will make us an offer anyhow.

250

Now; here is a "Beaner!" House, barn and chicken house, with two acres of land on westerly side of Woodward, opposite Electric Park, known as "Elmcrest." 10 rooms, bath, toilet, 2 cellars, furnace room, good hot-air furnace, 2 grates and mantels, one of the best-equipped lot of buildings in the village—city water, drains, fine shade trees and beautiful lawn; buildings insured for $4,000. $3,500 cash will buy it, and the balance of purchase price can be had on long time and low rate of interest. Without exception, this is the finest location and the best lot of buildings on our list; and the price is right.

251

House and lot in Campbell's Subdivision; corner lot 60x110, fine hedge on front and side, cellar, city and cistern water in the kitchen, fine veranda on front and side; cherries, peaches, pears, crab apples—all bearing—and some smaller trees. $1,400 will buy it, and terms can be made so that it won't take a millionaire to handle it. Come on.

258

Lots 23 and 24, Buell's Addition, Birmingham. Price $400 for both lots. Terms, $25 cash; balance on contract.

269

House and lot, east side Woodward Avenue; will exchange for other property; lot 105x97; house 6 rooms; small barn, large garden, some fruit; $1,000; buildings are insured for $600.

270

House and lot, west side of Ann Street; 2-story frame cottage, cement-block foundation, 8 rooms and cellar; one block from Woodward Avenue; $1,800; terms easy.

271

Forty feet front on Southfield Avenue, 176 feet deep; 2 buildings, 6-room house, 3 bedrooms, water in house, garden, fruit, new cement walks; $1,350.

273

New cement house, one block from Woodward Avenue, 4 bedrooms, bath and closet on second floor. 4 rooms downstairs; large veranda, hot-air furnace, hot and cold water, hardwood floors, good barn large enough for horse or auto; cement walks, cistern, etc. Worth looking at; also worth more money than we ask for it, but we'll sell it for $3,500 on easy terms.

274

Nice little country place for some one of small means. House, barn, and all necessary outbuildings with two acres of good land; buildings insured for $725; cistern, good location, 2½ miles from Clawson on the Flint electric line; $900; terms easy.

275

Fine new house and 102 acres of good land on west side of Woodward Avenue, near Pontiac; 16 acres timber, 5 acres orchard; 2 buildings, valued at $7,000; hot and cold soft water, tubular hot-air furnace, bath, toilet, water closet; grapes, peaches and apples in great abundance; one mile from Pontiac on D. U. R. electric. Prices and terms on application.

276

Farm of 160 acres, west of Birmingham; excellent soil, good buildings, fine location; 16 acres orchard, 20 acres timber; one of the finest farms in the country. Price low and terms. Take you to see it any day.

267

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 more money, but make us an offer of $2,600 cash, and we will see what we can do for you; or, will sell from one to 20 acres in any sort of parcel, or any part of the 40, at prices which cannot fail to interest you.

277

Farm of 160 acres in Southfield; gravelly loam and clay; 4 good buildings, 6 acres orchard, 40 acres oak timber; 1 mile from cheese factory and Village of Franklin; 2½ miles from electric road; telephone, R. F. D., and $45 per acre will get it if sold before March 1. Postal will get full particulars, or we will take you to see it at any time.

278

How would you like a good big farm in Crawford county, Michigan? 540 acres, and the north branch of the Au Sable river runs across it. 90 acres cleared, 2 acres orchard, 2 buildings valued at $3,500; good house 8 rods from the river; abundance of game and fish, fine climate, pure air, school house on the same section; only four settlers in the township; ideal place for club buildings for hunting and fishing. Price $15 per acre; terms easy, and we will take some stock in a corporation to buy it. A postal will bring full particulars, photographs and map.

280

Farm of 228 acres in Troy—15 acres oak and maple timber, 5 acres orchard, 4 acres apples. 7 buildings valued at $4,000; insured for $3,000. No waste land. Soil rich loam; flowing wells; tank and tank house; buildings fair; one mile from Rochester electric; 9-room house with good cement bottom cellar; 200 rods of new Page wire fence. $85 per acre will buy it, and the terms are easy at low rate of interest.

281

Two very desirable lots in the Buell Addition can be bought for $325 on account of the owner leaving town. Bound to go soon, as same class of lots in the neighborhood are selling for twice the money.

282

Lot 4 in Block 7, Campbell's Subdivision; good house insured for $850; fine location; price $1,200. Nice cozy little home for some one with enough cash to make a small first payment.

283

Lots 23 and 24, Buell's Addition; one of the best locations in the whole plat; can be bought for $400, and you can get them by paying only $25, and the balance on land contract with easy payments.

284

House, barn, and 1¼ acres of excellent land, with plenty of fruit; 8-room house, good barn with cement floor; fine location on west side of Woodward Avenue, near Electric Park; good drainage; cement walks. Price $2,500.

286

Fine farm of 55 acres on Franklin Road, 1¼ miles from Court House in Pontiac. No buildings, good well and new windmill, no waste land, well fenced, nice grove of 3 acres on west end, new gravel State road ½ mile to city limits, ½ mile from electric; fine view; farm well fenced. Price $6,000; enough cash to secure, balance on long time at 6 per cent.

288

Acreage, 16 acres one block from Woodward, streets on two sides, excellent land well drained; just the thing for platting. Price $4,000. Terms, $2,600 cash and balance on mortgage; easy terms.

289

Two-story frame house, practically new; 10 rooms, good furnace, nice barn and carriage house, 120 feet frontage on south side of Townsend Street, two blocks from electric, cement walks—everything in excellent condition; city water, all conveniences, and will be sold for $3,000 cash, or enough to secure and balance on easy terms. One of the best bargains on the list. Come and see it.

292

One of the best equipped and loveliest little farms on our list. 47 acres, new stone house, 10 rooms, furnace, bath, hot and cold water, city water, ½ acre beautiful grove of native trees, 16 acres of best orchard just coming into bearing, all kinds of fruit, fine hip-roof carriage house; just outside of village limits; 22 rods to electric; no waste land; prettiest location in the country. Owner has business which takes him to other parts and will sell at a great sacrifice. For price and terms call at the Exchange Bank, and if you want something better than the ordinary at almost your own price you will go with the man and look it over. Any time—any day.

294

ACREAGE—[illegible] acres, high and dry, in the village of Birmingham. Just the thing for platting. Street on two sides and through the middle. One block from Woodward Avenue. Price low; terms easy. $3,000 will handle it. R. E. Dep't Exchange Bank, Birmingham, Michigan.

296

Nice 8-room house, built last year in Village of Royal Oak, one block from both electric railways—cellar, cistern; lot 50 feet front and 120 feet deep. Cost owner $2,600, but will sell for $2,100.

297

Without exception, the finest farm for stock raising or high-class farming in the county. On the line of the Rochester electric, 18 miles from Detroit, 2 flowing wells, pond of nearly an acre of pure spring water furnishing an abundance of pure clean ice, 9-room house, new silo, barn 74x40, accommodation for 30 heads of cattle in cement-floor stable, milk house with flowing well, 15 acres timber, 345 rods new wire fence with cedar posts, 142 acres of black-loam land and not a foot of waste land; pretty little creek runs through farm. Nothing finer on our list, and less than $100 per acre will buy it on easy terms. There!

298

House, barn, wagon shop, blacksmith shop, two lumber sheds, two acres of land, fine orchard; buildings in good repair; 2½ miles from electric, in Village of Franklin, prettiest village in Michigan. All ready for an enterprising blacksmith and wagonmaker to make a good living in a prosperous farming community. Best of reasons for selling, and $2,000 cash will buy it right off the bat.

299

FOR SALE—80-acre farm all under cultivation, good buildings; on rural mail route and telephone line. Four miles from railroad station, in a well-settled country, and ½ mile from a proposed railroad from Grand Rapids to Ludington, which is sure to be completed within two years. This farm is all No. 1 black soil, the very best for corn, hay, oats, onions or peppermint. A good distillery and boiler to go with the farm. One-half mile to church and school. This farm is well worth $4,000.00, but to make a quick sale will take $3,500—$1,500 cash and balance on easy terms.

300

GOOD BUSINESS CHANCE.—Country store, stock of general merchandise, house and barn for sale. Eight-room house, hard and soft water, hot air furnace in store and dwelling, acetyline gas machine; stock will inventory $3,000; sales run from $20 to $30 per day. One mile from electric, Telephone and R. F. D. Fine farm trade—best of reasons for selling. Will make sacrifice for cash. Take you to see it any day. Address R. E. Dep't Exchange Bank, Birmingham, Mich.

302

Nice little farm of 63 acres, about a mile from the electric, and 1½ miles from Birmingham. Rolling country, beautiful view, 4 acres orchard, fine maples, pretty little brook, excellent gravel State road, 12-room house just finished, fine new barn with accommodation for 20 cows, cement floor, ample hay room, good new stables, 40 acres plow land, 20 acres timber—and a trifle over $100 per acre will buy it. Glad to show you any time, and if you don't buy you will not be scolded a little bit. Worth looking at anyhow.

303

One of the nicest lots on the Buell addition, facing on Woodward Avenue, 40 feet frontage and 120 feet deep. Corner lot, and one of the most desirable building lots in the village. Can be bought for cash at a price that will surely appeal to any one—either for building purposes or an investment.

304

Fine large 9-room house three blocks from electric, practically rebuilt this year; water-closet, bath, electric lights, city water, small barn, lot 80x103; best neighborhood and location in the village; cement walks; house newly painted and decorated, ready to occupy without further expense. $3,000.

305

New 7-room cottage just finished, one block from electric, lot 60x98, west of Woodward Avenue, north side of street; house 28x30. Fine cosy home for any one of small means. Everything new and neat. House never rented or occupied. Sure to please you at $1,600.

306

Two-story cottage on Campbell Addition, two blocks from cars; 8 rooms, city water, wood-shed, cellar, small fruit; cost $1,200, will sell for $1,350 cash. Worth more money, but owner has best of reasons for selling.

307

Twenty-seven acres on the line of the Rochester electric in Troy township; rich sandy loam and clay; no buildings; 1½ acres orchard; good school, nice neighborhood; just the thing for chicken farm, and build to suit you, or nice country residence. Car stops directly in front; fare to Detroit 13 cents, and can be bought for $2,700, on easy terms.

303

Now, here it is! Best-equipped stock-farm in the country. Township of Troy, 225 acres, 14-room house and seven other ample buildings, all practically new; 28 box stalls, cold pure water piped to all the buildings; 125-barrel storage tanks; water in every field but three, beautiful shade, fine view, no waste land, and every acre under high state of cultivation—altogether one of the most beautiful as well as profitable farms in this country of fine farms; buildings insured for $12,000; big old-fashioned fire-place, hardwood floors, bath, water-closet, etc.; in fact, all the buildings, fences, drainage and every detail in apple-pie order. Let us take you to see it. Only [illegible] miles from our office, and good roads. Come on!

309

Vacant lot, Merrill Plat, fronting on Merrill Street, 40x103, near Methodist Church; fine location. Price $350.

310

Brand-new 2-story cottage, finished in golden oak, with bath, water-closet, city water, electric light, and every convenience to be found in best-appointed city residences. Lot 40x103, and only two blocks from electric, and two blocks from Birmingham High School. Price $3,000, and terms easy. You must be convinced that this is very cheap after you look at this beautiful, new, well-equipped, cozy little home. Let us show it to you.

312

Eight-room, 2-story dwelling on west side of Southfield Avenue; large barn, fine shade, cement walk, good neighborhood. Why, see here! The buildings would cost at least $2,500 to build today, besides the other improvements, and that's all we ask for the whole outfit; will take $1,000 cash and balance on mortgage on easy terms. If you don't look at this, you will be sorry after you have bought elsewhere.

313

The very cream of all farms on or near the electric on Woodward Avenue, between Birmingham and Pontiac, in the fashionable Bloomfield Hills district; 166 acres, nice old-fashioned farm residence built of stone, with more modern cement and frame additions—7 buildings in all; 10 acres of good timber; beautiful branch of the River Rouge runs through the farm near the house, with fine old elms and other shade trees; 3 acres of finest apple and peach orchard; farm well fenced and one of the best and most productive in the county. The price is high for farming lands, but no higher than other places in the vicinity, and 10 times more desirable. This is the first time it has ever been put on the market. We want you to know about it. Take you to see it any time—any day.

314

Good comfy 2-story, 9-room cottage on Purdy Street, with good barn. Lot 50x120, one block from electric. City water, hard-wood floors; and the price is so low and the terms so easy that you will have to call at our office and let us take you to see the property; and when we tell you the circumstances you'll sit up and take notice. Try it!

315

Fine Lake Farm, with good buildings, excellent natural drainage, well fenced with cedar posts and Page wire; ¼ mile gravelly lake front, with solid banks and plenty of shade; stone barn with cement floor, five stalls, new shingle roof; six acres oak timber; six acres excellent orchard, all kinds of fruit; seven buildings. And all at a price which ought to decide at once after you have looked over all the other lake propositions in this county of beautiful lakes. Take you to see it without expense any day—any time. Only about 20-minutes ride from our office.

316

New brick house, two blocks from electric; bath, closet, furnace, city water, electric lights—all modern conveniences; 2-story up-to-date residence, nine rooms, cement walks; finest location in village. $2,700 above little mortgage will buy it. Ask us about it.

317

Fruit and Poultry Farm of 28 acres—1½ acres full-bearing grapes; berries, currants, peaches, plums, apples, cherries, etc., in abundance. Flowing well supplies an abundance of water for the house and six other buildings; on line of electric, about 20 miles from Detroit; steam heat in house and large green house; farm newly-equipped with woven-wire fences, and all buildings in excellent repair. Price and list of other property on application.

MARKET FOR ICE IN TURKEY

Company Shaves Product Until It Resembles Snow, Which the Natives Demand.

There is a newly erected ice plant at Smyrna, Turkey, built by an American company, and it is now doing a good business. An ice plant there has been making daily about six tons of poor ice, which it sold at $15 a ton.

The new company makes from distilled water a fine, clear ice, which it sells at $5 a ton, and although it has been running scarcely 30 days it is selling from 25 to 40 tons of ice daily.

The company has some unique competition from the mountain folk, who bring to Smyrna snow packed in skins. They save the snow in the winter by having it packed in trenches and covered with pine needles.

The Turks are very conservative, and it is difficult to get some of them to use ice instead of the snow to which they have been accustomed for many years, even though the latter costs them one cent a pound, or $20 a ton.

The new company puts a block of ice in a box, with small circular saws at one end, and produces an article that cannot be distinguished from snow and which is sold in successful competition with the mountain snow.