

Real Estate Exchange

OF WHEATHEAD & 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 cannot state parties will write us if they do not see what they want in this list.

JOE DALE BRAND

REGISTERED BY THE AUTHORITIES

O PAIR as things political go. Pat O'Brien was the town. So far as the story of how it happened. The people of the town and the stockholders of the railroad don't come into the story at all. They only furnished the story as it was. It is abundant proof that the story is true.

Pat O'Brien's town calls him the cardinal. In a moment of angry defeat, a silk-stockinged enemy, too polite to like, Pat O'Brien dubbed him a second Cardinal Richelieu. The name tickled the town's fancy, and it stuck. The cardinal didn't mind. He was too busy to care at mere names. His business as a stockbroker grew with the town, he had for customers then like John, the son and heir of Joe Dale, and when John bought and sold stocks it was to be supposed that the cardinal profited through inside knowledge. Other business friends were powerful and their friendship financially was worth while. Colonel Legarde, who controls the Superior railroad, is also president of the Interstate Electric railway, an electric road, with terminals and local lines in the town. The electric road needed many political favors and the cardinal obtained them for it, or for his friend Colonel Legarde. Really there was no other way to get anything. Unless and until Pat nodded his head there was nothing to be done. The council fed out of his hand and state legislators followed out his orders.

Pat O'Brien waxed rich. But one generation away from the "old set" he was more and more away from Lacedaemon—for that is better Greek than the real name of the town, anyhow—it became necessary for him to ask favors of the cardinal, and the favors were given with open hand. Dale found it necessary, too, to have a daily local organ and a voice wherewith to fool the people. He bought the Planet Publishing company, and made Pat O'Brien president. Dale regarded the presidency a reward for favors received and a final binding of the town to his charter. The cardinal, however, regarded the editor, received all his orders from Dale, and regarded the presidency as something of a joke. He went to full stature among the other railroad kings, ruling the habit with Joe Dale. He made and unmade towns and the people in them at will, and expected no other interest than Joe Dale's to be thought of, or moved in, or tried for by any one connected with him. Sometimes he mistook his man, as when one day he went into the office of one of his eminent well-paid legal aids and found the lawyer dead to the outside world. Joe Dale's business was in a volume of Balzac.

The railroad king blew up. "I don't pay you to read my French novels," he roared. "The lawyer looked at him a long moment and then said: "Mr. Dale," he finally said. "You pay me for what I know, not what I do. I'll read your French novels—crescendo—do any other dumb thing—forty—any dumb thing or any dumb place—forty—any dumb thing—ending with a Wagnerian bang on the table.

Whereupon Joe Dale changed the subject. Dale thought he owned the president of the Daily Planet company, but he owned the thoughts about the matter. Colonel Legarde wanted a new franchise for an extension of the Interstate to a summer resort, some 30 miles away. The proposed extension would pass through another town or two on its way to the lake and would parallel Joe Dale's steam road. Now Joe Dale and his cogneg were bitterly at odds over various grabbings and matchings each had made at the other's magnateship. The cardinal could not see that this concerned him at all. The extension would bring a benefit and a convenience to the town. There was money in it for him. The deal was on.

Then Joe Dale came from New York and sent for the cardinal. The two men sat at a table with the eyes of poker players in a game, keen, deep, unfathomable. For the rest, it might have been a whistler farmer in his Sunday suit meeting a city man, otherwise correctly clad, wearing a red, red ascot tie.

"I hear," said Dale, "that the Interstate people want a franchise for that foolish summer resort extension of theirs."

"Well, let's cut it short," the cardinal replied.

"The extension would be a good thing for the town," Mr. Dale said.

"I don't want it. It parallels my road. Your city council must refuse the franchise. Here was no slushy talk or thought of the rights of people or of stockholders. It was "my road and your country." The cardinal was undisturbed.

"The people want it," Mr. Dale, he said, "it will be a great convenience for travel between the town and the lake."

Dale measured his man again. There were the cool, unfathomable eyes, the correct clothes, the red tie. The red necktie of O'Brien was only a cheap politician affair. He must be shown.

"You know, O'Brien, the Planet will oppose this thing to the bitter end, as you are the president of the Daily Planet Publishing company. It will place you in a nasty light." This was no news to the cardinal, and his eyes were accustomed to many lights. But the tone of a man who had surrendered: "I hadn't thought of that."



"YOU BLOCK THAT FRANCHISE OR YOU'WANT BE PRESIDENT OF THE PLANET COMPANY LONG"



"PAT O'BRIEN HAS A PRIVATE TIP THAT NIPPER STOCKS"

"Pollock will roast you," the magnate went on. "Of course he can't do it by name, but he will do you up. You must block this franchise. I insist on it, as your friend."

"Well, Mr. Dale, Colonel Legarde is my friend too," continued the cardinal.

"The extension will parallel my road. You must stop it," snapped Dale, irritated by the mention of his enemy's name. He cared nothing about the extension itself, but that Colonel Legarde wanted it was enough to make him fight the franchise. O'Brien knew that as the real reason and went on deliberately.

"It will be a hard thing to do. Colonel Legarde is popular—"

"This second mention of Legarde was too much for the cardinal. The two men sat at a table with the eyes of poker players in a game, keen, deep, unfathomable. For the rest, it might have been a whistler farmer in his Sunday suit meeting a city man, otherwise correctly clad, wearing a red, red ascot tie.

"You won't have to," the cardinal assured him, and he brought me in here."

Joe Dale went back to the obnoxious franchise.

Joe Dale went back to New York convinced that he had shown the man with the red necktie it was not safe for Joe Dale's men to fool with the Dale buzz saw. Apparently he had, for when the franchise came before the council it was cheerfully approved, delayed, tabled, taken up again, juggled with, side tracked and everything but killed outright. Public interest in it lagged. Pollock of the Planet, his fears soothed by the parliamentary acrobatics which he thought were only O'Brien's method of "saving face," took himself and his loaded editorial pen to New York on business.

This was the cardinal's time, and he acted quickly. At the next meeting of the city council the franchise was rushed through. But this was not all. In the absence of Pollock, the president of the Planet company assumed authority, and the morning after, out came the Planet with news descriptions of the Interstate extension, scare-head first page, and double-columned indorsement of the council's action, the need of Lacedaemon for the proposed road and the many benefits it would bring to the city, on the editorial page. The people read and marveled. Some laughed and others of the knowing ones looked scared. Dale's

guns were spiked. He had no other local means of attacking the franchise or the cardinal, and any way the deed was done. All wondered what he would do.

They didn't wonder long. As fast as a railroad king can get over the rails, Joe Dale came to Lacedaemon. He almost literally threw the railroad king out of its office windows, murdered it and jumped on its corpse. He fired Pat O'Brien from the presidency with force and arms. It would have been tragic, if everybody had not been grinning at the sight of the deed. As it was, the only satisfaction the late railroad king got out of it was to tell a few party leaders who brought hands to continue the paper or act that he would let the Western Associated press franchise expire rather than see another fool paper like that in Lacedaemon. Even this small satisfaction was lessened when Pollock insisted on his salary being continued to the end of an iron-clad four-year contract. Mr. Dale went back to New York with new ideas about city bosses and their ways.

The episode, for it was only an episode in the life of busy Lacedaemon, was soon almost forgotten. The cardinal had shown Joe Dale that he was boss of the town. Joe Dale had seen that the cardinal's presidential hand in retaliation John Dale continued his business friend and customer, and the whole affair was dismissed from the cardinal's busy mind as closed, with honors even.

But Joe Dale was not through with Pat O'Brien. It is a railroad king's prerogative to punish, as well as to reward, and for the punishment of which lay entirely in its simplicity.

Came John Dale one day to the cardinal and said: "Pat, I have a private tip that a big killing is coming off in Nipper stock. Buy me a thousand at the market and hold on until I tell you to let go."

"All right," said the cardinal, and bought another ten thousand as well for his own account. Nipper advanced a point. He called for a chosen friends who formed a pool and invested heavily. Nipper advanced two points, five points. Pat bought more; he would pull out when John Dale did and retire from active business with his profits.

John Dale himself had gone to New York on the day he gave his order to O'Brien. Within a day Nipper began to rise. It dropped below the buying point. The pool put up more margins. The stock still dropped, swiftly now, and the other members of the pool became alarmed. Pat reassured them by shaking out a few small blocks of stock," he said, "then you'll see her sky-rocket."

Nipper continued to toboggan. Pat's friends were seriously concerned. They talked of selling their shares, but they were not. "Look here," he said, "John Dale is in this thing up to his neck and we know where the shares are. When the dollar is small, I'll have it to be wired to New York for special and keep up his margins. I'm satisfied. His friends knew the cardinal, they knew he, too, was "up to his neck," they held on.

Suddenly Nipper went down like mercury in blizzard weather. The friends were widely alarmed. They insisted that John Dale was giving back the "double cross." Though he did not believe it, he wired to New York for special and private investigation of John Dale's movements there. And after a little delay tidings came that made the pool-holders very short men. John Dale had gone to New York had a long talk with his father, then came straight to his broker and sold short ten thousand Nipper at the market. The profits on his sale as the stock went down would pay his losses on the Lacedaemon purchase. Meanwhile Joe Dale would see it that Nipper'd go down with Pat O'Brien was utterly swamped.

Of course the pool had made a prophecy. A killing had been made and O'Brien and his friends were the slaughterers. When the dollar was small, they swept up the cardinal, who had pinned security on his own private account, found himself poorer by \$750,000. It had cost him that much to disobey the mandate of a railroad king. But he still owes Lacedaemon.

More than forty pure and mixed crops were planted in the colossal international program to celebrate the centennial of the birth of Eliza Burritt, "Apostle of Brotherly Love," held recently in New Britain, Conn., the third year since. School children, farmers, school teachers and social workers, all participated in the joyous and profitable day. A half-holiday contributed to the patriotic celebration.

260 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

261 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

262 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

263 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

264 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

265 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

266 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

267 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

268 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

269 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

270 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

271 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

272 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

273 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

274 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

275 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

276 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

277 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

278 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

279 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

280 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

281 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

282 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

283 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

284 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

285 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

286 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

287 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

288 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

289 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

290 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

291 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

292 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

293 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

294 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

295 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

296 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

297 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

298 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

299 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

300 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

301 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

302 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

303 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

304 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

305 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

306 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

307 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

308 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

309 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

310 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

311 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

312 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

313 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

314 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

315 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

316 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.

317 Farm in Iowa available for sale. 100 acres of good clay soil. All cleared, small orchard, no buildings. Any one wishing to purchase will find this a fine opportunity. Price \$10,000.00.

318 One lot on Woodward Avenue, just north of East River, 10 feet frontage. Price \$1,000.00. For particulars inquire of Morris G. Smith, Real Estate Exchange Bank.