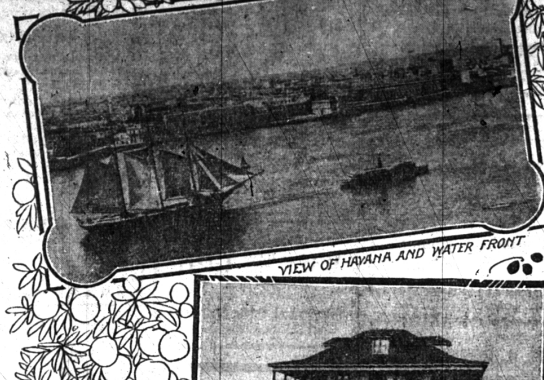
CITRUS FRUIT CULTURE IN CUBA

BY I.A. WRIGHT

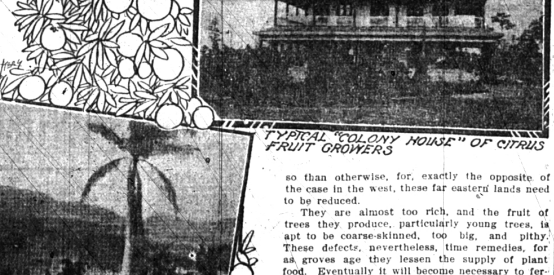
DURING the first week in February, 1910, the Cuban National Horticultural society, an organization the membership of which is almost exclusively American and Canadian, held its fourth annual meeting in Havana. In connection, a horticultural show was open; among the exhibits were citrus fruits from every section of the island. The fruits were large, juicy, clean, thin-skinned, heavy, beautifully colored and delicious in flavor. Florida had sent across grape fruit and oranges from famous orchards of the peninsular state, to facilitate invidious comparison, and the comparison, when made, showed that Cuba can produce citrus fruit of first-class quality, and, moreover, that she is doing so.

Citrus-fruit culture is the principal interest of American and Canadian settlers throughout Cuba. Cubans and Spaniards are growers of no citrus fruits save pineapples—the grape fruit and orange groves belong to the English-speaking colonists. Orange and grape fruit culture is the business which has been boomed mercilessly by land companies advertising largely and sometimes unscrupulously all through the United States and in Canada during the past ten years. Their customers, arriving in Cuba, have insisted upon growing nothing but grape fruit and oranges, even in regions where other crops would assuredly have proven more immediately profitable if not the better investment in the long run.

For instance, there are Americans and Canadians growing citrus fruits in the heart of Vuelta Abajo and in other parts of Pinar del Rio province on lands that might be made to produce tobacco of the qualities which have made western Cuba famous the world around for this one crop, were the owners willing to co-operate with Cubans on the partidario system, according to which the newcomer furnishes the requisite capital and the native furnishes the skill no less necessary to success in the delicate undertaking. It is a notable fact that few Americans or Canadians who themselves do the actual work in their tobacco fields have found this crop profitable. There are "tricks in the trade" of which Cubans are masters, especially those persons whose families have for generations cut of mind engaged in tobacco culture entirely. They seem to be possessed of an intuition which enables them to handle the seedling, the plant and the leaf, when germinating, when maturing, and especially when curing, in a manner to insure a better outcome than any foreigner is likely to compass. To grow the very best tobacco requires capital. The venture is a gamble, the result of which, however, is known in a single season. If the planter wins, he probably rakes in "big money." If he loses, at least it takes him only months, not years, to find it out.

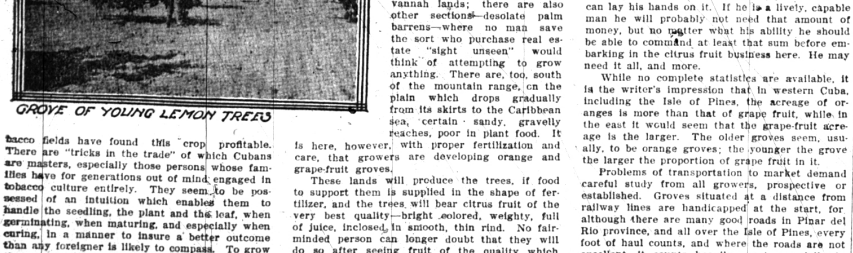


VIEW OF HAVANA AND WATER FRONT



TYPICAL "COLONY HOUSE" OF CITRUS FRUIT GROWERS

CITRUS FRUIT ESTATE, ISLE OF PINES



GROVE OF YOUNG LEMON TREES

In the Isle of Pines, which was formerly a cattle and hog country, producing especially valuable draft oxen for sale in Cuba proper, American citrus-fruit growers consume large quantities of canned condensed milk, at high prices, as well as large amounts of canned meats and vegetables. Despite the fact that some good pasturage exists, while still more could doubtless be planted, and the further fact that fine vegetables in remarkably large variety can be grown along the river banks, or, really, almost anywhere else where irrigation is possible. They also import hay and feed at ridiculous cost. All this into a region where corn at least can be grown and large herds used to "find" themselves.

In central, but most particularly in eastern Cuba, Americans and Canadians are developing groves in lands admirably adapted to sugar cane, which is a quick, certain and profitable crop, sold either in the field, or cut and delivered wherever there is a mill near enough to buy up the cane. They are growing their trees on sites natives would assuredly prefer for coffee and cacao, or, more wisely, for the numerous indigenous crops (named, boniatos, etc.) for which there is constant and remunerative demand.

American and Canadian settlers in Cuba, including the Isle of Pines, are citrus-fruit mad. In Pinar del Rio, in the Isle of Pines and in central and eastern Cuba there is, nevertheless, in their madness so much method, plus grit and utter inability to realize the odds they are "up against," that it seems to be very probable they will succeed regardless. Money, time and hardship are to them no object at all.

Pinar del Rio is a province possessed of most fertile lands in certain districts. There are among the foothills and in the "Organos" themselves rich valleys; unfortunately, some of the choicest are as yet almost inaccessible. There is good land always along the streams, and arable areas are to be found, here and there, everywhere. Also here and there and everywhere there are worn-out fields, sun baked through years, which wear, however, to the inexperienced eye, the aspect of virgin, though lightly wooded or savannah lands; there are also other sections—desolate palm barrens—where no man save the sort who purchase real estate "right unseen" would think of attempting to grow anything. There are, too, south of the mountain range, in the plain which drops gradually from its skirts to the Caribbean sea, certain sandy, gravelly reaches, poor in plant food. It is here, however, with proper fertilization and care, that growers are developing orange and grape-fruit groves.

These lands will produce the trees, if food to support them is supplied in the shape of fertilizer, and the trees will bear citrus fruit of the very best quality—bright colored, weighty, full of juice, inclosed in smooth, thin rind. No fair-minded person can longer doubt that they will do so after seeing fruit of the quality which growers located at Taco Taco exhibited at the latest horticultural show in Havana. These gentlemen had, however, the money to keep their trees properly nourished. Many others who have failed to succeed as they are succeeding owe that failure to the fact that they did not have the money to do as much for their groves.

Some land companies doing business in western Cuba deny overtly or by implication that fertilization is necessary, but no prospective owner of a citrus-fruit grove in western Cuba can afford not to include in his estimate of expenses the cost of fertilizing early and often in amounts properly augmented as years pass. Fertilizers in general use in the groves of the region mentioned cost, on a fair average, about $45 a ton.

This is the situation in the Isle of Pines, as well as in the western and central mainland of Cuba. "The soils are all poor in plant food compared with the average soils in the United States, and the gravel ridges are especially so," states Mr. H. C. Henricksen, secretary of the Cuban National Horticultural society, referring particularly to the Isle of Pines, "but I have never seen the effect of good fertilizers so sharply outlined as in these very soils, and from experience in Florida and Porto Rico I would predict an abundant crop of fruit of superior quality wherever the groves are properly treated."

The vital question in these regions is, then, whether the owner is able to afford proper treatment. He will, save in exceptional cases, where the soil is too "American" for any use whatsoever, get his crop provided he has the money to supply enough fertilizer.

For there are richer lands in Cuba than those on which Americans and Canadians are developing their groves in western Cuba and the Isle of Pines.

Along the Cauto river, to mention but one locality, there are exceedingly deep, fertile, virgin soils which need no fertilizer to produce citrus fruit groves. Such lands must, at the very commencement, be cleared, at some expense, of the thick woods that cover them, and groves, once planted, must at all costs be kept fairly free of weeds. Secondary crops—corn, for instance—may be grown between rows without detriment to the trees; in fact, it would seem wiser to do so than otherwise, for, exactly the opposite of the case in the west, these far eastern lands need to be reduced.

They are almost too rich, and the fruit of trees they produce, particularly young trees, is apt to be coarse-skinned, too big, and pithy. These defects, nevertheless, time remedies, for as groves age they lessen the supply of plant food. Eventually it will become necessary to fertilize the trees, and then growers, by selecting their fertilizer, can control the quality of their fruit.

They have, meanwhile, acquired their grove without the expense for fertilizer the grower in the west has been put to in order to produce his. He, on the other hand, has been to less expense than the man in the east in the matter of clearing, and he has not had to sit up nights weeding to keep his grove from disappearing under a tangle of tropical vegetation.

The obvious conclusion, is therefore, that six is one-half dozen. Groves in both eastern and western Cuba will produce trees and good fruit, but neither will do so for any owner not willing to pay the price under one head or another in cash and also in hard work.

It is conservatively estimated that no man should undertake even a five-acre grove anywhere in Cuba unless he has at least $5,000 where he can lay his hands on it. If he is a lively, capable man he will probably not need that amount of money, but no matter what his ability he should be able to command at least that sum before embarking in the citrus fruit business here. He may need it all, and more.

While no complete statistics are available, it is the writer's impression that in western Cuba, including the Isle of Pines, the acreage of oranges is more than that of grape fruit, while in the east it would seem that the grape-fruit acreage is the larger. The older groves seem, usually, to be orange groves; the younger the grove the larger the proportion of grape fruit in it.

Problems of transportation to market demand careful study from all growers, prospective or established. Groves situated at a distance from railway lines are handicapped at the start, for although there are many good roads in Pinar del Rio province, and all over the Isle of Pines, every foot of haul counts, and where the roads are not excellent, it counts heavily, most especially in wet weather.

Americans and Canadians have plunged headforemost into citrus-fruit culture in Cuba. They are building up against odds, by their indomitable courage and optimism, an industry into which preceding owners of the lands they hold did not venture. The Spaniards and Cubans did not so venture may have been because they were blind to the possibilities, lacked specific knowledge, or the energy required; or possibly they were outmatched by adverse conditions in past decades. Then again, it may be they were deterred not by these things at all, but by a true understanding of basic conditions here; by a realization of difficulties in the way of competing, not to say controlling, in the markets where the citrus fruit of Cuba must be sold; and, especially, by a keen appreciation of more profit to be made more quickly and inexpensively elsewhere. In fine, they may have been governed by caution, which does not notably distinguish the Anglo-Saxon when engaged in opening up fields to him new.

Now to him, be it noted, but in Cuba's case not in themselves either new or untried. This island is not a virgin wilderness in toto. It has been under the domination of white men for 400 years. Not all these white men were idle and incompetent. They appreciated the country and in developing its resources—not to the fullest extent possible now-a-days, to be sure, but as far as was possible to them in their times—they made fortunes.

The Spaniards devoted all the energies they had for agriculture in Cuba to sugar cane and tobacco in the eastern and central provinces, and especially to tobacco in the west. Four centuries they held fast to these two products, thus demonstrating that they were possessed of no more versatility than the American and the Canadian who, in Cuba, insist upon discovering no future save in citrus fruit.

From tobacco and from cane the Spaniard, and the Cuban with him, has wrested the "wealth of the Indies." "Rich as a Cuban planter"—planter of cane and tobacco, not of oranges and grape fruit—is a significant English phrase. To attain to the wealth and the ease it implies has been the ambition of the adventurous and the avaricious from 1492 to the present time.

Epistle to the Joy Riders

Look Not Upon the Buzz-Cart When It Is Red and Giveth Stinkum to the Breeze.

The automobile is a fine bird but it sucks blood. It has a song that lures men to destruction and women to vain pride that corrodes their happiness. Look not upon the buzz-cart when it is red and giveth stinkum to the evening breeze; for it chaweth scads and ducats like a hay baler; also mazuma and sesterces, and rocks and dough it lappeth up like a house afire. When the devil-wagon champeth and snorteth, flee to the mountains of the Hepsidam and crawl in a hole; or the old boy will get you and carry you to the poorhouse. Man goeth forth in the morning chugging and shaking with pride; a halo of blue smoke circleth him as a wreath; he patteth his belly with pride and saith, behold, I am a six-cylinder bute; even a lallapalooiu am I in my pride. When lo, the sheriff campeth on the front door of the shop and swipeth up his substance in a night and a Missouri mule hauleth off the available assets to the auction. The auto is a mocker and the touring car is raging and whoso is deceived thereby should soak his noodle in lye. Vessels of wrath fitted into destruction are the devil-carts that eat man's time and sap his securities and in the end turn over in a ditch and make his family into hamburger steaks. Woe is his name who dallies with them; even pants is he called in the marketplace who twists the brass wheel and winketh with the other eye at fate.—Emporia (Kan.) Gazette.

Patient.

"He's very patient with her."

"So?"

"Yes; he never even loses his temper when his wife brags about her aristocratic ancestry."

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 (⅓ acre) on East Lake Avenue. Fine barn and every convenience. Price $2,500. Terms easy. Must sell. Can be had for $2,000 cash. Owner has other property and will exchange this property for portion of the purchase price.

180

Farm in Avon township; 75 acres of good clay loam, all cleared; small orchard, no buildings; small amount down. For sale, or exchange for small farm.

77

One lot on Woodward Avenue, just south of land owned by John Germain. 82 feet frontage. Any one wishing to purchase will find this a big gain. 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 s e ¼ of sec 21, Township of Troy; 7-room house, barn in good shape; well at both barn and house, never dry; 14 mile east of Inkster electric line to Detroit. Price, $1,200. All cash and no grumbling will buy it at $750. Hurry up!

167

Wants to trade for 5 or 10 acres on or near electric. Ninety-four acres on s ½ of s w ¼ of sec 11, Troy township; 2 buildings valued at $6,000 (insured for $1,700); flowing well piped to barns; farm well adapted for stock or dairy; 1½ miles from electric at Troy Corners, where there are good schools and churches. Fare 15c to Detroit; 400 per acre.

194

Fifty acres in Township of Troy, adjoining the Joy Block Farm. 2 buildings, good house, basement barn, plenty of small fruit, orchard of selected 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 in a pretty location; new land, well drained, clay bottom, black top soil; corner of the 9½-mile and Campbell Roads, ¼ mile east of electric road; adjoining R. Madison and Duffield tracts, which are held at $500.00 per acre; 15 miles north of State Fair grounds. Price $350 an acre, will exchange for vacant 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 foot 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) in front of house. Will sell for $6,000. Rent for 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 $2,850, and have your own way about payments. Ask the man at the bank.

222

Two-story to-cement or terrace, on the east side of Woodward Avenue. Two sets of distinct lodgings of 3 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 150 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. All wars 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; 1 acres orchard, 4 acres good timber; 5 buildings worth $3,500, 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 200 feet of the west side of Woodward Avenue; 8 rooms, hard-wood finish; lot 66x150; plenty of fruit. You could not build the house for $3,000, and that is all we ask for the premises. Well worth looking at.

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 same also 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.

246

One hundred and twenty-seven acres in the Township of Lyon, Oakland county, 8 miles from Detroit, 7 acres of timber, 5 acres of orchard; well watered (Clinton river runs through the farm); no marsh; land is flat, 1 foot above the river; fine cedar; well fenced; soil, a heavy clay loam; 2 good repair; well and cistern; 2 barns in good repair; well located, 2 miles from the Grand Trunk railway at Rochester. Will trade for a smaller farm, or will consider an offer of $6,500, with one-third cash. Take you to see it any old time at all.

247

House, barn and about an acre of good garden, on north side of Hamilton Street. Good, old-fashioned house, and a cozy home at a bargain. 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.

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 finest pieces of building stone in the village—city water mains; fine shade trees and lawn; all kinds of berries planted for family. $8,500. Last 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 choicest piece of property in the village for the money, and the price is right.

200

Lots 32 and 33, Buell's Addition, Birmingham. Price $650 for both lots. Terms, $50 cash; balance on contract.

270

House and lot, west side of Ann Street; 5-story Craftsman cottage, with hot-water heat, bath and cellar; one block from Woodward Avenue car. $1,850; terms easy.

273

New cement house, one block from Woodward Avenue, 4 bedrooms, bath and closet on second floor, 2 bedrooms and closet on first floor, furnace, hot and cold water, hard-wood floors, good-sized lot, fruit trees, shrubbery, cement walks, cistern, etc. Worth looking at; also worth the money if you can get it, but we'll sell it for $5,250 on easy terms.

Same Thing.

The Grocer's Wife—Ach! no, my child, we cannot to de beach go in de winter; but ven de gustomers have vent away you may take your liddle pail and shofel and play mit de granulated sugar.—Harper's.

Country Work for "Worry."

Dr. A. T. Schofield has written a book on nervousness, in which he advises those who want a cure for the modern disease of "worry" to go out into the country and work there.

Success.

Success in any direction does not, in most cases, depend upon genius, but upon the cultivation of ordinary qualities to a more than ordinary degree.—Theodore Roosevelt.

Uncle Sam's Match Consumption.

It has been estimated that we of the United States consume 790,000,000,000 matches annually and that ours is a larger match bill than any other nation's.

To Prevent Dust Explosions.

To prevent explosions of coal dust in mines experiments are under way in Germany in which water is pumped into borings under pressure.

280

Farm of 200 acres in Township of Royal Oak; one mile and a half from electric road; 14 acres timber, 10 acres orchard, 14 acres meadow, balance under cultivation; 2 buildings, good house and barn; 2 wells and spring; 2 acres of peaches, 1 acre of plums, 1 acre of pears; 300 rods of wire fencing; 600 rods of stone wall; soil, a clay loam; 2 miles from Royal Oak village; 12 miles from Detroit; 4 miles from Birmingham; 2 miles from Troy Corners, where there are good schools and churches. Fare 15c to Detroit; 400 per acre.

281

Two very desirable lots in the Buell Addition and on the best residence street in the village. Location cannot be improved upon, as some choice of lots in the whole addition are selling for twice the price. Price $650 for both lots.

282

Lot 4 in Block 7, Campbell's Subdivision; good house, barn, cistern, well; 6 fruit trees; price $1,250. Nice easy little home for some one with enough cash to make a small first payment.

283

Lots 32 and 33, Buell's Addition; one of the best residence streets in the village; both can be bought for $650, and you can get them on easy terms of $50 cash, balance on long contract with easy payments.

294

ACREAGE—20 acres, high and dry, in the village of Birmingham. Just the thing for platting; good sewer can be run through the middle. One block from Woodward Avenue. Price, $1,000 per acre. $5,000 will handle it. H. R. Hoy's 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, well; 60 feet front and 132 feet deep. Cost over $2,600, but will sell for $2,150.

297

Without exception, the finest farm for stock raising or high-class farming in the county. On the line of the Rochester-Utica electric, 18 miles from Detroit, 2 flowing wells, good of nearly an acre of pure spring water, furnishing all abundance of pure cleanliness, 8-room house, new silo, barn 76x44, accommodations for 40 head of cattle in cement floor stable, milk house with flowing well, 13 acres timber, 360 rods new wire fence with cement posts, 3 acres of black-loam land in 4 lots, 2 acres waste land, pretty little creek runs through farm. Nothing finer on the list, and the price is $150 per acre will buy it on easy terms. Thesy!

298

House, barn, wagon shop, blacksmith shop, two lumber sheds, two acres of land, fine orchard; buildings in good repair; 196 miles from electric, in Village of Pontiac, another village in a big way. 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—Or rent, farm all under cultivation and buildings; on main road and rural mail and telephone line. Four miles from railroad station, in well settled country, and 16 mile from a proposed railroad from Grand Rapids to Lansing, which is sure to be completed within two years. This farm is all No. 1 land, and will grow any crop, hay, corn, oats, onions or peppermint. A good distillery and boiler go with the farm. One mile and half mile to church and school. This farm is well worth $4,000.00, but for a quick cash sale will take $2,600 —$1,500 cash and balance on easy terms.

302

Nice little farm of 40 acres, about a mile from the electric line at Birmingham; 6-room house, Rolling country, beautiful view, 4-acre orchard, fine young timber, 2 wells, never-failing spring; State road; 16-rood barn; price $2,500; terms to suit purchaser. Can be had with 2 acres more, if desired, for $2,800. Also, 80 acres, 2 miles from village, 50 acres under cultivation, balance timber; 6-room house, barn and corn-house; 2 wells, never-failing spring; 2 acres orchard; 1 acre of grapes; 40 acres plow land, 20 acres timber, and a trifle over $200 per acre will sell it. Glad to drive you out to see it, and if you don't buy you will not be assessed a little bit. Worth looking at by anybody.

303

One of the nicest lots on the Buell addition, fronting on Woodward Avenue, 80 feet frontage and 120 feet deep; one of the most desirable building lots in the village. Cannot be bought for less than $650 for a short time; you can have it for one—either for building purposes or as an investment.

305

Two-story cottage on Campbell addition, two blocks from car; 4 rooms, city water, 2 lots, 66x132 feet, small fruit, shade trees. Price $1,250 cash. Worth more money, but owner has need of vendee for selling.

316

New brick house, two blocks from electric; bath, closet, furnace, city water, all other modern conveniences; 7 rooms; pantry 8x8 feet; closet, nine rooms, cement walks; lot 66x132 feet. Price $3,700 above little mortgage will buy it. Ask us about it.

318

A cozy, convenient home which cost $6,000 to build can be had for $4,000 by some one of the best business localities in Birmingham. Owner has had your good fortune and is going to California. He will take $1,800 and no grumbling. Come, see and love these to the right kind of a purchaser.

320

Excellent business chance in a small village. Store and dwelling, 10 rooms, 2 buildings; a chance for some one with small capital to get a good start, to make a living and something for the future. Will be sold cheap for cash, or on easy terms. This has been done in the same location for many years, and the party who has it is going away for any one who will pay enough to secure it. Price, $1,500. Terms, $500 cash, balance on good collar, fine soil, good brick cistern. Further plans for the asking.

321

Fine farm of 80 acres in the midst of the Bloomfield Hills, a little over a mile from Birmingham; 2 miles from Detroit-Pontiac electric line; 8-room house, two basement barns, other buildings; 2 wells, never-failing spring; fine location in best farming community in county. Will exchange for small farm near Birmingham. Why, bless you! the buildings alone are worth $3,000; and the land is worth $100 per acre, and that's how it's bought on the open market. Let's get busy on all this stuff. Anything with real estate going up all the time.

322

Twenty acres with good buildings; 2 acres bearing orchard; balance young timber; barn with other buildings; 2 miles from electric road; fine location in best farming community in county. Will exchange for small farm near Birmingham. Why, bless you! the buildings alone are worth $2,000; and the land is worth $100 per acre, and that's how it's bought on the open market. Let's get busy on all this stuff. Anything with real estate going up all the time.

323

If quality in farming lands is what you are looking after, here it is. One mile from the electric car, on Grand River road, 80 acres, well fenced, 7 acres orchard, good house and other buildings, 2 wells, never-failing spring; soil, a clay loam; well fenced. But wait! The price is only $45 per acre, and will exchange for Detroit improved or west side.

324

Ninety-two acres a mile east of the electric at Royal Oak; 10-room house, 8 other buildings; fruit trees; 10-room house—bath, toilet, cellar, hot-water heater. All conveniences. Fine soil, and would trade for Birmingham, good improved.

326

Fifteen acres, no buildings—no waste land; 4 peach and pear trees just coming into bearing; three-quarters of a mile from Birmingham, and in the midst of the famous Bloomfield Hills District; 30 rods frontage on Adams Avenue, good fences, rolling land, and price low enough to make it interesting for a speculator or a home-seeker. Let us tell you more about it, or introduce you to the owner.

The Philosopher of Folly.

"When I give a tramp my old silk hat and frock coat," says the Philosopher of Folly, "I feel right have I to be angry when the cook and kicks because I didn't give him a gardenia to put in his button-hole?"

Her Instructions.

Conductor—"Ticket, please." Passenger—"Certainly, sir. Here is the key of my trunk, which is in the baggage-car. In the pocket of my second-best dress is my mileage book."—Harper's Bazar.

A Good Way Not.

A good way not to try and determine whether your wife loves you is to stay downtown all night for the purpose of ascertaining how lenient she will be when you get in.

329

Want a minute? Here it is! Five acres of excellent soil, new house, 7 rooms, modern conveniences; new barn, 32x40, with 16-foot posts; 2 wells, never-failing spring; 2 acres of peaches, 1 acre of plums, 1 acre of pears; 300 rods of wire fencing; 600 rods of stone wall; soil, a clay loam; 2 miles from Royal Oak village; 12 miles from Detroit; 4 miles from Birmingham; 2 miles from Troy Corners, where there are good schools and churches. Fare 15c to Detroit; 400 per acre.

330

Fine farm of 200 acres, 2 miles from Birmingham; 11-room house, 2 buildings; 30 acres orchard; 2 wells, never-failing spring; 2 acres of peaches, 1 acre of plums, 1 acre of pears; 300 rods of wire fencing; 600 rods of stone wall; soil, a clay loam; 2 miles from Royal Oak village; 12 miles from Detroit; 4 miles from Birmingham; 2 miles from Troy Corners, where there are good schools and churches. Fare 15c to Detroit; 400 per acre.

331

House, barn, lot 61 feet front and 20 feet deep, on one of the best residence streets in the village. Private access street, and can be reached by the same line without crossing. Price $2,500. Terms easy. Must sell. Can be had for $2,000 cash. Owner has other property and will exchange this property for portion of the purchase price.

332

Twenty acres with good buildings; 2 acres bearing orchard; balance young timber; barn with other buildings; 2 miles from electric road; fine location in best farming community in county. Will exchange for small farm near Birmingham. Why, bless you! the buildings alone are worth $2,000; and the land is worth $100 per acre, and that's how it's bought on the open market. Let's get busy on all this stuff. Anything with real estate going up all the time. Will you write us and tell us what you have to exchange, or will you call?

335

Will exchange for small farm near Birmingham, 120x132 feet, corner in fine best part of Birmingham; 12 rooms; barn; fine shade trees; fine grape arbor. Two blocks from the electric. Price $3,000; terms to suit purchaser. Plenty of room for best-equipped homes in the village. Hurry up before Napoleon has a grabber.

336

Twenty-five acres, 2½ miles from Rochester electric line; small house, barn, two sheds; extra fine land in high state of cultivating, easy terms. Price $2,500.

337

South side of Martin Street, Birmingham, three blocks from D. U. R.; 99 feet front, 132 feet deep; will sell 3 thousand 50 foot lots at this price like 40x132 feet, for $300, or all together for $1,200.

338

Five desirable lots on Woodward Avenue, running back to frontage on Adams Avenue. Fine Woodward Avenue, 8-room house, water-closet, bath and boiler by gas stove. Also, one half mile to church and school. This farm is well worth $4,000.00, but for a quick sale will take $2,600 —$1,500 cash and balance on easy terms.

339

Five desirable lots on Woodward Avenue, running back to frontage on Adams Avenue. Fine Woodward Avenue, 8-room house, water-closet, bath and boiler by gas stove. Also, one half mile to church and school. This farm is well worth $4,000.00, but for a quick sale will take $2,600 —$1,500 cash and balance on easy terms. Come and see us and make us an offer. Terms easy.

340

A good little farm of 40 acres, with five buildings which would be worth $2,000 in Wood county, Ohio or Ohio improved, but would rather sell here at $2,000 on easy terms. Good house, barn, electric, 8-room house, 3-acre orchard (200 peaches in the orchard), 2 wells, never-failing spring. Come and see us and make us an offer. Terms easy.

341

Fine 8-room house, two blocks from electric; bath, toilet, cellar, hot-water heater, gas and electric lights, 2 fireplaces, cement walks, lot 66x132 feet, shade trees, fine lawn, chicken-house, garden, etc. Price $3,500; terms easy. Owner has other property and will exchange this property for portion of the purchase price.

342

Just a minute! Nicest farm you ever saw for the price at $30 per acre! Brick house, 10 rooms, bath, 2 new barns, 32x52, with ship roof; carriage house, grain room, and other buildings; 2 wells, good, drinking; 700 rods of rail, making perfect fencing; 2 miles from electric road; 2 miles from wire fence with cedar posts; 1½ miles to village with all conveniences; 2 miles to railway station, etc. Two churches within 40 rods. It will be worth $50 per acre when Grand River road. You can raise a bale of cotton to the acre on it. Only four miles from Mt. Pleasant, the "Queen" of Isabella county. Only $30 per acre. Terms to suit. Let's go and look at it at its our expense.

343

Good little farm of 30 acres in the Township of Southfield, Oakland county; 8-room house, with cellar under whole house, and cistern; 2 barns, 1 for 4 horses and 10 cows. Cement floor to granary. Corn crib, hen-house, etc. Soil, a clay loam; well drained, and all good; 1 mile sandy loam; 4 miles from Detroit; 2 miles from Birmingham; 2 miles from Royal Oak; 2 miles from Southfield; 2 wire fences with cedar posts; 1½ miles to village with all conveniences; 2 miles to railway station, etc. Two churches within 40 rods. It will be worth $50 per acre when Grand River road. You can raise a bale of cotton to the acre on it. Only four miles from Mt. Pleasant, the "Queen" of Isabella county. Only $30 per acre. Terms to suit. Let's go and look at it at its our expense.

344

New modern house—2 story and attic—with lot 61x150 in Maple Avenue. For water, electric lights, Permanent sidewalks, fine closets, electric laundry, bath, closets, hot and cold water every place where conveniences are required. Fine corner lot for completed to change his residence, we will sell at a reasonable price. Owner has other property and will exchange this property for portion of the purchase price. Call and see us or write us if you are interested.

345

House and lot in Birmingham. Will trade for good little farm in the vicinity of the village. Eight-room house in fine condition; lot 66x132; cellar—three blocks from electric. Price $1,750.

346

Cheapest farm on our list—160 acres in Township of Southfield, Oakland county, 4 miles from Birmingham, 12 Detroit, 1½ gravelly loam, 15 heavy clay; 3 acres orchard, good house and other buildings; 2 wells, never-failing spring; 2 acres of land well fenced. But wait! The price is only $45 per acre, and will exchange for Detroit improved or west side.

347

Forty acres just outside of the corporate limits of Birmingham; 6-room house, with cellar under whole house, and cistern; 2 frost-proof buildings which could not be built for $1,000.00; 10-rod house; fruit trees; 2 wells, never-failing spring; soil, clay loam. Just what you want. Costs nothing to investigate. Let us take you to see it.

348

House and 2 lots, 2 blocks from electric in Birmingham; 1½ feet front and 132 feet deep; will sell house and 1 lot, or both lots. Price $2,500. Terms easy. Owner has other property and will exchange this property for portion of the purchase price. Call and see us or write us if you are interested.

349

Three vacant lots in Ten Castle Addition. Price $1,000 for the three. Terms easy. Owner has other property and will exchange this property for portion of the purchase price. Call and see us or write us if you are interested.

350

A classic among the farms. Only one half a mile from Birmingham, and the prettiest farm in the district. Just on the edge of the Bloomfield Hills district. Fine soil, good buildings, fruit trees in plenty of shape. Fine stone and concrete house, with all the modern conveniences and the very latest in the way of heating apparatus. Fine barn, commodious and in fine condition. Everything as it should be, and necessary. The price is right, and when we can get it for a price like that it is a bargain. Let us take you to see it.

351

Two-room house, three blocks from electric in Birmingham; lot 40x132 feet; fruit trees; shade trees; fine location; only $1,200. Terms easy. Owner has other property and will exchange this property for portion of the purchase price. Call and see us or write us if you are interested.

352

Forty-two acres, three miles south of Birmingham; 2 acres of peaches, 1 acre of plums, 1 acre of pears; 300 rods of wire fencing; 600 rods of stone wall; soil, a clay loam; 2 miles from Royal Oak village; 12 miles from Detroit; 4 miles from Birmingham; 2 miles from Troy Corners, where there are good schools and churches. Fare 15c to Detroit; 400 per acre.