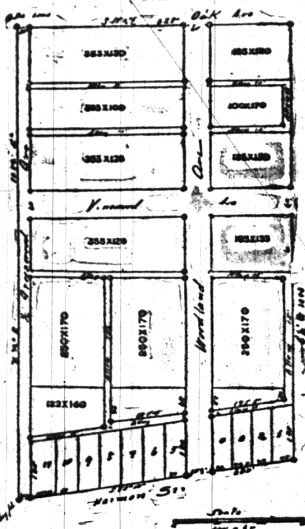


# HOME SITES!

If you are planning a Country Home, convenient to the City, let us call your attention to one of the best locations for this purpose between Detroit and Bloomfield Hills. Our new

## Birmingham Heights

BIRMINGHAM HEIGHTS, just a few minutes ride from Birmingham, between Woodward and Michigan



# Subdivision.

Is right in the popular and fashionable district, only a block from Woodward Avenue, with 15-minute electric car service, 10-cent fare, and half an hour ride to city limits.

City Water, Cement Walks, Electric Light, Good Drainage, 600 feet above the Detroit River, and altogether ideal sanitary conditions.

Consider the rapid rise in Birmingham real-estate values for the past three years; no feverish boom, but a steady, reliable increase in values, due to the building of beautiful homes for the better class of home folks. Let us tell you about our easy terms and small payments—then make an investment. You cannot lose.

Short distance from the select private school—Bloomfield Hills Seminary—becoming popular among particular people.

Twelve large building sites, varying in size from 100x160 feet to 250x335 feet; soil a gravelly loam, fine for gardening; just what will appeal to you. Larger than a Village Lot, but small enough to dispense with the services of a care-taker.

Only 12 miles from the Detroit City Limits.

Restricted to Residencees.

Numerous Beautiful homes have been built in the immediate vicinity during the past year.

Write us or call for terms and prices.

**Whitehead & Mitchell**  
Birmingham Michigan

## NOT A TAIN BOAST

By GEORGE ELMER COBB.  
"Go tell that to the marines—foot soldiers who stand it!"  
The little spare man with soft, dreamy eyes and the face of a post-bowed in a deprecatory manner and left the noisy mess-room of the Kimberly diamond mines.

One man among the group arose and followed him. He was bronzed, poorly dressed, and generally downcast in expression in his general appearance, but behind it all was the restlessness of a man who had been a soldier.

"What is it you want?" inquired the latter, lifting his stooped shoulders somewhat and turning his face up to the other.

"I heard your story in yonder."  
"Well?"  
"I believe it. You want some one to share your venture. I am your man, if you will accept me."

A great calm and soft content overcame the features of the man addressed. He simply put out his hand to clasp that of the other.

"I laughed at me in yonder," he said; "I who located the big Rhodes claim and have spent ten years in the district. I am still John Brazelton, expert—I still know when I see a bit of glittering sulphur and a real diamond over a mile away. There is one on Dykeman's Gulch. I have seen it and it is mine. You heard my story and believe it, you say. Then we become partners."

"To the extent of my limited means—a bare \$200, all—all I have in the world."  
"It is more than sufficient. All we need is a wagon, a team of mules, some tackle and provisions."  
"And then?"  
"Patience and—riches!"

Bruce Bersford led his new partner to his room. As they entered it a mild-faced, blue-eyed man arose from polishing a rifle and some pistols at a little table.

"This is my friend and to be trusted. He is Vaclav Polak, introduced Bersford. Now, then, Mr. Brazelton, tell your story over again."

It was a strange, extravagant narrative, but it was so strange South African realism of Croesus; where stranger stories had been told. In few words the gem prospector recited his story. In a lonely moon-

light gulch 200 miles away, while camping at night he had awakened to his eye fixed hundreds of feet up the perpendicular cliff side upon a great lighthouse mass of prismatic light.

Just at that phase of the moon, just at that hour the lunar rays reached for perhaps fifteen minutes across a surface, small but distinct, studded with sparkling prismatic brilliancy.

"Diamonds!" pronounced the old expert positively. "Imbedded in the petrified clay, thrown there by some upheaval of nature they show the promise of a promised fortune. Then the glow passed with the shifting moon rays."

"You could not fix the spot?" questioned the interested Bersford.  
"How could I? Why, I dared not move to lose the glow I might not later regain. I waited a month. Again the same celestial and terrestrial conjunction, the glow. Even if I could succeed in settling upon the exact spot in the first ten days, to it up that sheer perpendicular wall of rock. By a descent from overhead with the assistance of others only could I hope to succeed. I have sent to the diggers—I have found my man—You."

"And Vaclav," added Bersford, with a fond glance at his room-mate, who had spoken bravely, "has accompanied Bersford pledged himself to the enterprise. He sat meditating over this, his latest move, for a long time. He had spoken bravely when he had accepted that it would take his last dollar, and now a brief cloud crossed his face as he reflected how much that meant to him."

Two years previous he had left home and pretty Ethel Rayner to seek his fortune. The dull old village was slow to give him. With \$2,000 left him as a legacy by a favorite aunt he had bade his fiancée goodbye, with high glowing hopes of returning with a competence. This was the plan for proceeding to Dykeman's Gulch were talked over and Bersford pledged himself to the enterprise. He sat meditating over this, his latest move, for a long time. He had spoken bravely when he had accepted that it would take his last dollar, and now a brief cloud crossed his face as he reflected how much that meant to him.

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Just after his arrival he had come across a poor fever-stricken wretch, somewhat friendless. This was his present companion, or rather his pensioner, Vaclav Polak. The young

man had been a crack target performer with a show that had become stranded. He had been abandoned to his misery and poverty.

Polak was just recovering from his illness. His gratitude, his filiality towards Bersford was touching. Evidently now he exhibited cool collections exhibiting his remarkable marksmanship to the groups about the mines. He had been on a rampage. He had been allowed to remain with the only friend he had ever known.

Two weeks to a day after leaving the mines the little party of three arrived at Dykeman's Gulch. They camped in a valley.

"We have arrived at just the right time," declared Brazelton hopefully. "When the moon has risen two hours we shall start."

"The man did not rise in vain. It was shortly after eight o'clock when the moon, gleaming on a lofty ledge, cast its full reflection upon the face of the great steep bluff."

"It is there—see! Look! I have not deceived you!" shouted the exultant expert, as way up the cliff there shined out a thousand rainbow-tinted threads of light.

"If we could only mark the spot," murmured Bersford. "But I can at least make a geometrical computation," and he prepared to adjust an engineering instrument with which he had provided himself.

"Bang!"  
Bersford, turned, startled—bang! bang! bang! bang! and so a dozen times. He viewed Polak standing with his repeated rifle directed forward.

"It is done!" cried the skilled marksman. "I have marked a circle directly about the focus of light."  
"That the marks will not show in the daytime!"  
"Plainly," declared the ingenious fellow. "I shot chalk bullets."

As with the dawn the adventurers saw way up there shined an unmistakable series of plain white marks, denoting the center of the diamond glow.

It was the intrepid Polak who stepped on being lowered over the cliff. It was he who brought about the radiant gem by a freak of nature planned far out of ordinary human reach.

Fortune for each of the three adventurers lay in that precious jewel. "See," cried Brazelton, as he held the largest of them in his fingers. "A king's ransom! Oh, that the most beautiful thing in the world!"

"Except Ethel!" breathed Bersford fervently. "And Ethel means home, friends, happiness and love!"

And Vaclav Polak kissed the hand of his almoner and friend, tears of joy in his faithful eyes, and asked only to go back to civilization and hope with him.

(Copyright, 1913, by W. G. Chapman.)

## LIFE IS AN UPWARD EFFORT

Taking General Direction of its Current it Always Shows Ascendancy and Growth.

Edouard Le Roy, in his book, "The New Philosophy of Henri Bergson," in the depths of ourselves we find liberty; in the depths of universal being we find a demand for creation. Since evolution is creative, each of its elements works for the production of an indecipherable and transcendent future. This future must not be regarded as a simple development of the present, a simple expression of germs already given. Consequently we have no authority for saying that there is forever only one order of life, only one plan of action, only one rhythm of duration, only one perspective of existence. And if disconnections and abrupt leaps are visible in the economy of the past—from matter to life, from the animal to the man—we have no authority again for claiming that we cannot obtain today something analogous in the very essence of human life, that the point of view of the flesh and that of the spirit are at the point of view of reason, and the point of view of character, are a homogeneous extension of it. And apart from that, taking life in the first tenacious and in the general direction of its current, it is a scent of spiritualizing and emancipating creation by that which is the fine good, for good is a path rather than a thing.

# REAL ESTATE EXCHANGE OF WHITEHEAD & MITCHELL

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.

- No. 1. Fine residence, practically new, 7 rooms, bath, toilet, furnace, electric light, lot 112 ft. front, 300 ft. deep, good barn, city water, 3 blocks to electric cars. Terms to suit.
- No. 2. Vacant lot in Buell addition fronting on Woodward and electric. Fine building site cheap.
- No. 3. Vacant lot on Woodward avenue, 100 ft. front, 300 ft. deep, city water, fine lot of berries.
- No. 4. One thousand dollars cash and the balance on easy terms will buy 6 acres of excellent land, electric in Royal Oak village. Excellent for planting, 1,200 berries, 34 grapes, 10 cents was harvested last season, ten cents and forty minutes to city hall, Detroit, Mich. Terms to suit.
- No. 5. Here it is! Finished-in two-story cottage just finished in fine location, offer for sale. Bath, furnace, electric light, five minutes walk from electric, good neighborhood, high and dry, \$1,500. Terms to suit.
- No. 6. Delightful Maple avenue residence 4 rooms, bath, toilet, furnace, electric light, 140 ft. front, 205 ft. deep, 3 blocks from electric, fine locality, price right and terms easy.
- No. 7. Eight rooms, 1 1/2 story cottage, hot water heater, bath, toilet, hot and cold water, barn, lot 40x103, two blocks from electric and \$2,500 cash will buy it.
- No. 8. Two and one-half story residence on Maple avenue, 12 rooms, furnace, city water, good barn, electric light, fine shade, about half an acre of land with fruit and the desirable qualities of one of the finest homes in Birmingham. Two blocks from electric. Look it over, come across with a reasonable offer for cash and you'll see us help you get it.
- No. 9. Seven-room bungalow, latest improved, bath, toilet, furnace, hot and cold water, electric light, good barn, 60x180, nice barn, sewer, no better locality in town, 3 blocks from electric, blue front, central, nice, cozy home for \$3,300. Take it away on easy terms and be happy.
- No. 10. Modern two-story frame dwelling with all conveniences in Hockley, Mich., lot 60x120 with good barn, in good residence portion, buildings well kept, fine location, 3 blocks from electric, and \$1,100 above the mortgage will buy it.
- No. 11. Now listed. Prettiest little farm in seven states, just outside the village of Birmingham, 19 acres, 3 blocks from electric, 3 1/2 acre of berries, 3 buildings including barn, 2000 bushels of nice, modern 7-room dwelling, electric city water and all conveniences such as bath, toilet, furnace, electric light, ideal place for city man with ideas regarding a little farm on the side. And we can assure you that the price and terms will be just what you mean business. No? Well, you just ask Whitehead and see.
- No. 12. Here's a good little house and store in pleasant little country village three miles from electric. An acre and a quarter of good land. Six room two-story with cellar, well equipped, and barn; all in good shape. Fine chance for some one with small means to make a good living and something besides a country trade in rich farming community, and the terms are easy that they won't weary you and the price is only \$1,500. Just scrape together enough to buy the general stock and there you are.
- No. 13. Right in the central part of the village and valuable for business or residence. 43x50, good comfortable, old-fashioned house, will rent for \$20 per month, but bless your heart, the price is only \$1,500. Come on and we'll show you.
- No. 14. 120 in Campbell's subdivision, 60x120, new house, nice neighborhood, water, sewer, electric, \$2,300. Terms so easy that you can't help pay for it if you just pay a little more than rent and build the house for the same price would have a home of your own.
- No. 15. Good house and lot on Highland avenue in the quiet village of Highland Park, seven rooms, \$1,500. Will exchange for small farm property or \$2,000 will buy it.
- No. 16. Farm of 147 acres, Oakland township, 135 cleared, 15 acres oak timber, house and barn, price \$45 per acre, one-half cash, balance on easy terms. No. 21.
- No. 17. Good farm of 154 acres in Orion township, 70 acres under plow and balance young growing timber, two miles from Orion village, half mile from D. U. R. house and barn, all kinds of soil, fine place for house and lot in Royal Oak or Birmingham, or will sell for \$45 per acre on easy terms.
- No. 18. Good cottage on Watkins street, full basement, barn, chicken house, lot 60x120, fine fruit trees, plants, lot had enough to let it go for \$1,500.
- No. 19. Here's another \$2,500 home on Williams near electric, eight feet front and back, water, sewer, electric, good cellar, beautiful maples, shade the premises, and it is true that you could build the house for the same price. One of the many good things in our list, if not the best.
- No. 20. Forty acres on D. U. R. gravelly loam, good drainage, seven fine building sites, stowing well can be obtained where desirable, 17 miles from Detroit, just the place for subdividing into the small farms every one is crazy about just now, and \$200 per acre will buy it if you come quick with cash.
- No. 21. Yep! here's your chicken farm! seven and one-half acre on electric about 10 miles from Detroit, 10 rooms, bath, toilet, furnace, gas, electric light, flowing well, barn, chicken houses, 4000 ft. front, 100 ft. deep, going into bearing and \$5,000 will buy it.
- No. 22. Ten minutes walk from electric, city water, good drainage, 2 1/2 acres with small buildings, (you would want to build anyway, in the price) just outside village limits, first-class location, \$3,000.
- No. 23. Five acres vacant on Willow avenue, just outside corporation, 15 minutes walk from Detroit, fine electric, fine platting, will sell all for \$600 per acre or any part of it to suit. Will sell 1000 ft. from front on fine front foot lot, according to location.
- No. 24. Excellent farm of 160 acres on new State road, 20 acre orchard, 15 acre timber, buildings insured for \$5,000, only 3 1/2 miles from electric, will sell eighty acres without buildings separately if desired. Farms in this section have sold within the past six months for \$300 per acre cash, but you can buy this one for much less.
- No. 25. New, here's a farm for \$75 per acre and of course you will say it must be good. It is good. In this section of high prices. Now just to show you how easily you can be misled, we will sell you one hundred and sixty acres, fine, productive land in good locality with comfortable buildings, barns, orchard and a mile of new wire fences, 2 miles from electric and nice country village, 80 acres heavy timber, good farm house, and a lovely little creek runs through the lovely meadows. There, we knew you would be interested. Detroit 15 miles.
- No. 26. If you could hear of a good farm of about 10 acres for \$2,000 you'd sit up and begin to reach for things, what? Well, here you are: 10 acres near city, fine house, electric, good barn, 1,000 peaches, rolling land, large pit of first class gravel, a little over a mile from electric, fine gravel pit will pay for the whole outfit in two years. Fact.
- No. 27. Southfield farm of 96 acres, new 8-room house, 3 barns and chicken house, good fruit trees, fine view of shape, stream runs through middle of farm, 2 acre orchard, no waste land, 1 mile from electric, \$30 per acre will exchange for Birmingham improved.
- No. 28. Sixteen acres in high state of cultivation, good farm house, which needs but little expenditure to make modern improved, barn and chicken house, wire fence, good drainage, pretty little wood lot six acres, fine old maple, walnut, elm, etc., Birmingham one mile from city, fine view of shape, 8-room brick house, silo and 5 other buildings, fine gravel road to Woodward, fine view of shape, drainage, well first class in every particular. Price and terms on application.
- No. 29. One mile from electric, one mile from Birmingham, one hundred acres, fine bull good farm, flowing well, 8-room brick house, silo and 5 other buildings, fine gravel road to Woodward, fine view of shape, drainage, well first class in every particular. Price and terms on application.
- No. 30. Two story, nine rooms, modern, with high water heater, fine location, best lot \$825 per acre, garage, every convenience, very desirable, \$4,500.
- No. 31. Want a good little, productive farm in Southfield? Well, here it is: Forty acres, 6-room house, fair buildings, fine view of shape, electric, \$5000, enough cash to secure, balance easy.
- No. 32. Two story 12-room house, lot 70x250, fine location on Woodward avenue, sewer, furnace, electric light, house insured for \$2,000. Come and get it right away for \$3,500 cash. The lot alone is worth more than half the price.
- No. 33. A bully good Troy farm of 120 acres lying on both sides of the Flint line, 1000 ft. from electric, fine view of shape and five other ample and first class buildings, flowing well furnishes enough water to supply a dozen such farms, best new Page wire fence, 6 acres good orchard, cow barn for 25 head, water, sewer, electric, 2000 bushels school 10 rods, churches and stock 1 mile, 17 acres beautiful woods, hickory and walnut trees, fine view of shape, seed, price is low enough to be very attractive and 25 per cent of purchase price will swing it.
- No. 34. Modern two-story home in the very best residence portion of the village, about 1 1/2 acres of land, 13 rooms, 2 toilets, bath, furnace, barn, fruit trees, everything to make it comfortable and convenient, all buildings comparatively new. Will exchange for good farm of 100 acres or more within a mile or two of the electric, either line, or will sell for \$7,000 on easy terms.
- No. 35. Two story frame dwelling, modern in every particular, bath, toilet, furnace, electric light, built 1911; finished in natural oak; good shade, nice shrubbery; two blocks from electric, in best of all locations; lot 60x120, \$4,000, terms easy and well, we disassemble print it. Just ask Whitehead.
- No. 36. Fine farm of 120 acres just over the county line in Redford township, less than 10 miles from electric, nice view of shape, 12 acres orchard, three buildings; ten room house; 1000 bushels of peaches; good wire fence. Would be cheap at \$200 an acre, but—whisper! \$125 per acre will buy it. Now make a bid for this. It is sold when you get around to ask about it.
- No. 37. Thirteen hundred dollars cash will buy a nice home on drainage, seven fine building sites, stowing well can be obtained where desirable, 17 miles from Detroit, just the place for subdividing into the small farms every one is crazy about just now, and \$200 per acre will buy it if you come quick with cash.
- No. 38. Anything is possible that you do not see in this column to suit you. Well, listen! Just come and pay \$25 dollars down and select your lot from those not already sold in Birmingham Heights, and pay the balance in monthly payments on the water, terms you could ask. City electric lights, cement walks, and the beautiful Birmingham. Then build a house to suit your own tastes and be happy. Come out! We'll help you!
- No. 39. One of the very best and most productive farms in this locality, 150 acres, well fenced, no waste land, 8 buildings, 2 houses, larger residence ten rooms, good road, only forty rods from electric, entire farm under high state of cultivation, excellent drainage, 10 miles from Detroit, 2 1/2 from Birmingham. If you want one of the best and cheapest bargains on our list, just ask about this number.
- No. 40. Two-story, frame, modern, new and complete with every convenience, nine rooms, insured for \$2,000, lot 65x170, on north side of one of our best electric streets, and you can buy it on contract for \$4,000 with small amount down and balance on easy monthly payments.
- No. 41. Eighty acre farm 2 1/2 miles from electric, sandy loam, no buildings, well fenced, fine springs, no waste land, neighborhood, under good state of cultivation. Terms easy, price \$45.00 per acre.
- No. 42. Two story, eleven rooms, bath, toilet, furnace, electric light, lot 75x130, six blocks from electric, 2 porches, fine view of shape, good barn, will trade for smaller place in Birmingham, or sell for \$3,000 cash.
- No. 43. Fine farm of eighty acres, 4 buildings, 10 room house, 10 acres fine apple orchard, two creeks never-failing spring water, 1 1/2 miles from thriving city, 6 miles from Birmingham, 2 1/2 miles from electric, 2 1/2 miles from stock or dairy farming, nothing but on our list for the price and enough cash to secure will get it at \$75.00 per acre.
- No. 44. One mile from electric, one mile from Birmingham, one hundred acres, fine bull good farm, flowing well, 8-room brick house, silo and 5 other buildings, fine gravel road to Woodward, fine view of shape, drainage, well first class in every particular. Price and terms on application.
- No. 45. Two story, nine rooms, modern, with high water heater, fine location, best lot \$825 per acre, garage, every convenience, very desirable, \$4,500.
- No. 46. Want a good little, productive farm in Southfield? Well, here it is: Forty acres, 6-room house, fair buildings, fine view of shape, electric, \$5000, enough cash to secure, balance easy.
- No. 47. Two story 12-room house, lot 70x250, fine location on Woodward avenue, sewer, furnace, electric light, house insured for \$2,000. Come and get it right away for \$3,500 cash. The lot alone is worth more than half the price.

**Remember**  
That every added subscriber helps to make this paper better for everybody

**Inside Information** is the costly, valuable ingredient that figures most prominently in all business deals.

There is a wealth of "Inside Information" in the want ads.

Many business men whose preeminent success is attributed to a highly developed foresight and shrewdness, are in reality making daily use of this want ad "Inside Information."