

"Yes, this is the little "Pink-Sheet" that the Farmers swear by, and the Market Gamblers swear at!"

# Michigan Business Farming

The First Crop Reporter and Market Guide ever published solely in the Interests of those who make a Business of Tilling the Soil for Profit

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## FLIM-FLAMMING UNCLE SAM

CITY BUSINESS INSTITUTIONS  
TAKE ADVANTAGE OF THE  
ZONE SYSTEM.

Gas Stoves, Laundry, Produce and  
Parcels of Every Kind and De-  
scription Turned Over to  
Uncle Sam—It Will Be  
Little Less Than a  
Miracle If Parcels  
Post Survives.

"It was so soon done for, that we wonder what it was begun for." It will be little less than a miracle if this old saying cannot be truthfully applied to the new parcels post law at the close of its first year. If the dealers in cities large and small had taken united action to defeat parcels post in this country, they could not have taken methods more sure than have been adopted, in literally swamping Uncle Sam with bundles, packages and parcels since the new law went into effect. The merchants of Detroit have practically turned over their small package delivery business to Uncle Sam, and Postmaster Warren finds that the six automobiles secured are not sufficient and a dozen more will have to be secured at once.

The adoption of the zone system is what has raised havoc with the whole proposition, and it will be found when those interested get to the root of the whole trouble, that the express companies and their allies were responsible for putting this little joker into the parcels post law. Everything from a gas stove to a bundle of laundry has been turned over to the Detroit postoffice for delivery, and the superintendent in charge is wondering where it will end. For instance, the other day the Detroit Gas Company sent over one hundred small gas stoves by mail to different parts of the city. Fifty-one hats were mailed at the main office last Saturday. A hundred packages of laundry were turned over to Uncle Sam, and it is estimated that Monday morning more than five thousand packages were waiting for delivery. The cost of delivering a hat, for instance, anywhere within the delivery limits of the city, is but 5c. None of these deliveries cost more than 6c. Not only clothing stores are sending out hats, but the milliner is in the game, and sends some of her choicest creations to different parts of the city. The grocers have taken a hand, and on Saturday a broom was mailed, for 5c, to a resident living five miles from the post-office. It required eleven automobiles to take care of the delivery of small parcels on Saturday, and more must be added from time to time.

One of the biggest items of expense, and the cause of a world of trouble, is the delivery proposition in the large cities. The merchants realize that it costs them five times as much to make their deliveries as Uncle Sam charges, therefore they are right in the game for all there

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(Cartoon by Scott Kimball for Michigan Business Farming)  
"It Never Rains But What It Pours!"

## VEHICLE MAKERS AGREE TO RAISE THEIR PRICES

Also Decide at Chicago Meeting  
That Credit Terms Must  
Be Shortened.

An advance of 10 per cent in the price of vehicles is in prospect as the result of a meeting here recently of representatives of the Carriage and Accessory Trades.

"It was the sense of the meeting that this advance is absolutely justified by the increased prices of everything entering into the manufacture of vehicles," said President C. C. Hull, of the Carriage Builders' National association. "We have been granting absurdly long terms of credit also, and these, it was made plain in the discussion, must be shortened."

Statistics were presented showing that the output of horse-drawn vehicles in 1912 was over 1,000,000.

## EMMET POULTRY SHOW A SUCCESS.

Without doubt the best exhibition of its kind ever seen in the county was brought to a close Saturday when the doors closed on the second annual show of the Emmet County Poultry association. Dr. George Reycraft, president of the association, had the largest and best exhibit, while E. B. Gill, of Central Lake, was second.

The first two years of a calf's life is the foundation period of her future cowdom. It acts the same the robbing a child of its childhood.

## LAST MINUTE QUOTATIONS.

At the time of going to press, the wires bring us the following "last minute" quotations:

Wheat, No. 1 White (large mills paying) .....	\$ 1.13
Wheat, No. 2 Red (large mills paying) .....	1.14
Oats, Standard .....	.36
Rye .....	.62
Beans .....	2.20
Hay (best market today, New York) at .....	21.00
Potatoes (best market today, Philadelphia) at ..	.62
Butter .....	.32
Eggs .....	.28
Poultry .....	.13

## KICKING OUT THE LAND SHARKS

AGITATION STARTED BY MICHIGAN  
BUSINESS FARMING  
ALREADY BEARING FRUIT.

A State Organization Has Been Formed and a Bill to Prevent the Operations of Land Sharks Will Be Vigorously Pushed.

Michigan Business Farming: The "Pink Sheet" reaches my office every week, and I am greatly pleased with your publication. An item appeared in a recent issue to the effect that Land Commissioner Carton was going after the land sharks. I claim to be the pioneer in baiting land sharks. I took up the matter with the Western Improvement Bureau nearly two years ago, and suggested a land agent's license. I had rather rough sledding for a time, but my efforts are now bearing fruit. We have called a state meeting, and have organized the Western Michigan Land Dealers' Association, which covers twenty counties. We intend to have only honest dealers in the association, and don't intend to let any one join and then take a chance as to whether he is a shark or not. I don't need to tell you that a great amount of injury has been done in this section of the state, and in the entire state, for that matter, by these sharks worse than highway robbers. I enclose a copy of the bill we hope to put through the legislature this winter, or something equally as good. Yours truly, A. C. Gongwer, Hart, Michigan.

During the past two years, land sharks have flourished in Michigan. We can cite instances without number where farmers have given an option on their farms, extending over a period of from three months to a year, to these unscrupulous dealers, who have at once added from 20 to 50 per cent to the asking price and then started out to land a buyer. Advertisements appear in the Chicago papers every Sunday, setting forth the wonderful values to be had in wild lands in northern Michigan, and it is said that thousands of workingmen in that city have purchased from one to ten acres at fabulous prices, thinking they were going to get a fruit farm. Certain of these firms agree to set out a given number of trees per acre and to care for the same for a term of years. The asking price was sufficient so that from the profits the sharks could plant the trees each recurring spring, until the three-year period had passed, and then turn over the white sand tract to the Chicago sucker, who found that he had bit an unbaited hook. We know of several real estate firms in the little villages of this state that have gone out and secured options on farms and then sent their agents to Ohio, Illinois and Indiana for prospective buyers. In some cases these firms buy the farm in an adjoining state, provided the farmer will buy a certain tract of land in Michigan. The whole scheme is well lined up, and from the day the prospective buyer reaches the little town until he deposits a certain amount toward the purchase price, he is given automobile rides, wine and dined, until he thinks every acre in this state is as valuable as the rich prairie soil of his

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Every Business Farmer Needs Grant Slocum's New Book—See Page Eight



# A Market Review from the Farmers Standpoint

## HAY

Based on very good authority, the present season's hay crop is measured by 72,425,000 tons. This exceeds the previous five-year average by 10 per cent, or practically one-sixth. We do not consider this as serious as first crop conditions reported. By proper distribution, we should be able to overcome its natural effect on the market.

**BLUE** We regret most keenly being unable to give you a more soothing article on hay this week. The weather man has promised us zero weather, but the indications as we go to press would not show that he was good authority in this instance. Weather conditions will have much to do with the future market conditions of this commodity. The situation is serious to the extent that we need every little help possible to obtain. Every door of escape should be opened to the situation, or else the great mass will not be able to get out this season. We say mass, because it is certainly evident that we have an enormous amount of hay still back in the producers' hands for disposition. We do not think that the holdings are at all heavy in the dealers' hands. From what we can learn, they have gradually gotten in shape for the situation which now confronts us. We also believe that they have felt very conservative and possibly alarmed over the future expectancy of this community. Everything, so far, has broken against us. The turn of the tide has been downward instead of upward. It has been one continuous fight from the inception of the season. We again advise you that the situation is very dark at the present time. We appreciate that holiday season, with its subsequent January first inventory, usually brings about a depressed condition, but in face of this we are forced to advise that every market and in every direction, shows no improvement at this writing. We appreciate that it is a little early. About the 10th to the 15th of this month should see conditions on a basis where we could form some true expectancy of what the outcome was going to be. There is going to be a premium in effect constantly for bright characters of hay in practically any grade, but we really believe from the manner in which the market has developed, and on basis of the natural receipts on outside markets, that we are going to see an overflow or a glutted condition at most all times from now on until the season closes, on common qualities. This condition would have the natural effect of placing a premium on good bright qualities, but it would also have its effect of reducing the market level of price possible to obtain for the same. Holding the market at a lower level than naturally would be the case. Our closing advice would be to hold nice, bright characters of hay in either straight timothy qualities, or clover mixed qualities. You simply must make a fight. If you throw up your hands, the hay situation is absolutely lost. That is a most true assertion. It is possible, dear readers, to put the mar-

### HAY—MICHIGAN ZONE PRICES.

Zone No. 1 Michigan	\$10.00
Zone No. 2 Michigan	10.60
Zone No. 3 Michigan	11.60
Zone No. 4 Michigan	11.50
Zone No. 5 Michigan	10.60
Zone No. 6 Michigan	11.00
Zone No. 7 Michigan	12.00

**NOTE**—The prices given are on a basis of No. 1 Timothy hay in the different Michigan freight zones. This gives you the price that Michigan dealers should be able to pay for this commodity, f. o. b. their stations, under existing market conditions.

## OUR MARKET SIGNALS

**T**HE Weather Man takes his observations; gets his reports from other stations and "guesses the weather." We take our observations, have our reports from other stations, and with these as a basis we are going to take a chance at the markets. We will not hit it every time; neither does the weather man. But if we keep just a few farmers from getting "soaked" it will pay. Get on your "Slickers" and watch the signals:



1



2



3



4



5

No. 1—Good, substantial demand and present conditions favor steady market, at profitable prices. No. 2—Market clearing up and better prices predicted. No. 3—Market very quiet; has every appearance of being overfed. No. 4—No profit at ruling prices. If you can hold, this is an "eleventh hour" proposition. No. 5—Better keep in port. Storm on. Prices may go lower but we would take a chance.

ket on hay at the lowest price you have seen it in ten years. If you are disposed to dump your stuff on the market. We appreciate the seriousness of the situation, but at the same time, we maintain that if you will handle this proposition as you can, that the outcome will not be as serious as conditions now suggest.

**DETROIT**—This market is simply swamped. Never have we seen conditions in a more serious way than they are here at the present time. It seems almost impossible to reduce holdings on track. Receipts seem to continue very heavy. The trade has been worked so hard that practically every avenue of escape is filled up. Almost impossible to find a regular dealer or user of hay who has not enough on hand to last for some little time. Everything is in the buyer's favor. All offerings are subject to his conscience. On basis of sales that are being made, would not indicate that they were overburdened in this respect. However, you cannot expect anything different than we are experiencing. Human nature regulates these matters. Every man is supposed to take advantage of his position. They are certainly doing it on this market. It is reported that about 10 per cent of last week's receipts were rebilled to other markets.

### HAY—DETROIT MARKET.

No. 1 Timothy	\$15.00
No. 2 Timothy	13.00
Light mixed	13.00
No. 1 mixed	12.00
Rye Straw	10.00
Wheat and Oat Straw	9.00

**PITTSBURGH**—Not as yet has the situation on this market shown very much improvement. The receipts were so heavy at holiday time that the general situation became very much congested. In order to effect improvement, the trade in all directions was loaded to overflowing. It will take some few days before we can hope for a release from conditions which were forced. Very unsatisfactory, disappointing and almost lifeless is the situation on this market.

### HAY—PITTSBURGH MARKET.

No. 1 Timothy Hay	\$10.00
No. 2 Timothy Hay	15.00
No. 3 Timothy	13.00
No. 1 Light mixed hay	15.00
No. 1 Clover mixed hay	15.00
No. 1 Oat straw	10.25
No. 1 Clover hay	15.00
Fine Prairie Packing Hay	11.00
No. 1 Rye straw	11.50
No. 1 wheat straw	10.00

**CHICAGO**—The healthy and independent condition in which the Chicago market has been at most times during the season shows a reversal of form at the present time. They could not withstand the heavy receipts, combined with the holiday period, had its natural influence on the market. At the moment they are in about the same general condition as we find most other receiving centers. Receipts are very heavy. Demand limited. No particular tone to the situation. We believe, however, that our next week's report will show conditions very much improved on this market.

### HAY—CHICAGO MARKET.

Choice Timothy	\$17.00
No. 1 Timothy	15.50
No. 2 Timothy	13.00
Light Clover Mixed	14.00
No. 2 Mixed hay	11.00
No. 3 Timothy	11.00
Clover	11.00
Threshed Timothy	9.00
Marsh feeding hay	10.00
Packing	8.00
Choice Alfalfa	18.00
No. 1 Alfalfa	16.00
Rye	8.50
Oats	7.50
Wheat	6.50

**BOSTON**—With a continuation of heavy receipts, and especially so on low grades of hay, this market reports a very much easier feeling as a result. There is a noticeable falling off in export trade based on the same period last season. This is a decided disappointment, because this market depends very much on this angle to dispose of a certain percentage of common quality stock.

### HAY—BOSTON MARKET.

	Large bales.	Small bales.
Hay, choice	\$22.00	\$21.00
Hay, No. 1	20.00	19.00
Hay, No. 2	20.00	19.00
Hay, No. 3	18.00	15.00
Hay, clover	18.00	18.00
Hay, clover mixed	18.00	18.00
Hay, stock	15.00	15.00
Long rye straw	17.00	
Tangled rye straw	12.00	12.00
Oat straw	11.00	11.00

**NOTE**—Large bales weigh from 200 to 250 pounds; medium bales from 80 to 100 pounds.

**NEW YORK**—There is evidently quite some easier feeling on the New York market, but at the same time receipts of good hay continue to be very light, and also indications do not show that the market is so decidedly easy on top qualities. We believe that conditions at the moment would warrant very close to this season's normal basis for strictly No. 1 stock. Railroad embargoes tend to keep this market from being too badly congested. From a market standpoint, this is a fairly good feature. We would report this market as easy on all grades of hay, excepting strictly high qualities of either timothy or light mixed. Understand that this market pays a premium at all times for large baled hay. Usually \$1 per ton in excess of medium or small bales.

### HAY—NEW YORK MARKET.

New Hay:	Large bales, per ton.	Small bales, per ton.
Timothy—Choice		
No. 1	\$22.00	21.00
No. 2	19.50	19.50
No. 3	18.00	18.00
Shipping	15.00	15.00
Light Clover Mixed	20.00	20.00
No. 1 Clover Mixed	18.00	18.00
No. 2 Clover Mixed	14.00	15.00
No. 1 Clover	18.00	17.00
No. 2 Clover	15.00	

**Straw**—  
No. 1 Rye..... 17.00  
No. 2 Rye..... 16.00  
No. 1 Oat..... 11.50 11.00  
No. 1 Wheat..... 11.50  
**NOTE**—Large bales weigh from 200 to 250 pounds; medium bales from 80 to 100 pounds.

Cattle and horses in the same stable is about as sensible and sanitary as is a cat in bed with a child.

## POTATOES

**BLUE** Our last week's issue reviewed most carefully the potato situation in general. We tried to put this matter before you in such a manner as would enable you to form your own basis of protection on this commodity. We think our research demonstrated that unless you as producers handle the situation very carefully and along some well directed lines, that the outcome may be most disappointing. If you should market the balance of your holdings in an avalanche manner, you certainly not look for anything but a downward trend to the market price possible to obtain. We feel that you must set your stakes at some conservative level. A level based on the situation as you see it. Understanding that you are fighting, not only for your own protection but for a principle of protection for the entire situation. You must feel and appreciate that if everyone of you handled the situation on an individual basis, which at most times means a selfish basis, that you will almost surely destroy every vestige of hope that you may now entertain for a healthy and anywhere near satisfactory condition existing later. We believe in first setting a stake as to the price you are going to get for your potatoes; second, to dispose of your holdings on a percentage basis. For instance, if you have 500 bushels, dispose of one or two hundred bushels when you can get the price you are holding for. If the situation holds up to your level for a few days longer, place a like amount on the market again. In this manner you will never at one time congest the situation, neither will you rob your brother producer of a chance at this given standard of price for the given percentage of potatoes he has for disposition. This manner will properly distribute and maintain a market basis, which will in turn show you a profit on the trade so made. The days of haphazard marketing must end. You as marketers must begin to study the situation and commercialize yourselves along this line, or else you will never have any well assured results facing you. Keep abreast with the times.

### POTATOES—MICHIGAN ZONE PRICES.

Zone No. 2 Michigan	\$ .35
Zone No. 4 Michigan	.37
Zone No. 5 Michigan	.38
Zone No. 7 Michigan	.40
Zone No. 6 Michigan	.38

**NOTE**—From present market conditions, local dealers in the freight zones should pay you the price quoted above for No. 1 stock delivered at their stations. These prices can be increased by taking advantage of special carlot offers.

**DETROIT**—Not as yet are we able to report this market on a good healthy basis. The demand seems to be lacking. There does not seem to be anyone interested in this commodity. That generally means that they just about as soon be free from it as to try to fight the conditions as they see them. The actual sales are on about last week's basis. In fact, there is really no change in the situation one way or the other. With any kind of heavy receipts we would see a very low market level as a result. Receipts need not be increased but very little to actually mean a congestion.

### POTATOES—DETROIT MARKET.

Bulk from car, per bu. .... 40 to 45  
\*Sacked from car, per bu. .... 50 to 55  
\*Sacks must be even weight, 150 pounds.  
Price quoted includes cost of sack, about 10½¢ each.

There is danger in letting sheep get wet in winter.



CHICAGO—Chicago continues to have a real fight on its hands to keep the market situation on a normal basis. The movement on this market during the past week has been fairly well regulated, so that the situation, based on general conditions, has been fairly satisfactory. There is no real disappointment to report, because the situation is as good and as healthy as we could expect. The situation has been top-heavy from the inception of the season. This we have appreciated from the very start. With any kind of increased receipts, down would go the market.

#### POTATOES—CHICAGO MARKET.

Bulk from car, per bu. . . . .45 to .52  
\*Sacked from car, per bu. . . . .50 to .58  
\*Sacks must be even weight, 150 pounds.  
Price quoted includes cost of sack, about 10¢ each.

CINCINNATI—Unnaturally Wisconsin shippers have turned their optics on this market. Have been feeding it to its capacity for some time. It is practically impossible for Michigan shippers to come in competition with Wisconsin stock. We have been sellers, as a rule, but the disposition of the Wisconsin shipper seems to be to get rid of their crop at whatever the day-to-day market price happens to be. This one feature has had much to do with the general potato situation over the country. The Wisconsin crop is only about 1,000,000 bushels in excess of last year. Why they should feel as they do is a question.

#### POTATOES—CINCINNATI MARKET.

Bulk from car, per bu. . . . .48 to .55  
\*Sacked from car, per bu. . . . .50 to .58  
\*Sacks must be even weight, 150 pounds.  
Price quoted includes cost of sack, about 10¢ each.

PITTSBURGH—The Pittsburgh situation does not seem to be so very badly congested at the present time. Little difficulty is experienced in making disposition of receipts. If other market centers did not create a sympathetic market standard, we believe it would be possible to raise the market at this particular point. But of course Pittsburgh receivers know that the moment their market was raised above a floating level, or corresponding market level, that receipts would at once increase and that they would naturally be creating and inviting an unsatisfactory and glutted condition as a result.

#### POTATOES—PITTSBURGH MARKET.

Bulk from car, per bu. . . . .45 to .54  
\*Sacked from car, per bu. . . . .50 to .58  
\*Sacks must be even weight, 150 pounds.  
Price quoted includes cost of sack, about 10¢ each.

### WHEAT

The wheat market for the last couple of weeks has been a somewhat tame affair. At the same time there is a much more friendly feeling for the buying side than has been in evidence for some time previous. Export trade continues to be light. There is an excellent demand for flour. There is a persistent demand from all foreign markets. The export condition would suggest that Europe would need quite

#### WHEAT—DETROIT MARKET.

No. 1 White . . . . . \$1.11 1/4  
No. 2 Red . . . . . 1.12 1/2

##### Speculative Prices.

\*December delivery . . . . . \$1.12 1/2  
\*May delivery . . . . . 1.16 1/2  
\*The prices given for December and May delivery represent the future delivery prices. This information merely gives you the future basis of this commodity as figured by those who speculate on future prospects.

a quantity of American wheat during the remainder of the year. Dry weather in winter wheat belts has been a bullish feature the last week. The situation from a large angle is being handled with much caution, but the tone of the situation really shows improvement and real strength.

#### WHEAT—CHICAGO MARKET.

No. 2 red . . . . . \$1.12 1/2

##### Speculative Prices.

\*December delivery . . . . . .86  
\*May delivery . . . . . .91 1/2  
\*The prices given for December and May delivery represent the future delivery prices. This information merely gives you the future basis of this commodity as figured by those who speculate on future prospects.

### BEANS

The bean situation is very satisfactory. We have no cause for disappointment or alarm over the future. If the situation is handled at all diplomatically, a well assured market level will be the ultimate result. In fact, it is a most easy proposition to hold the bean market at a certain level or cause it to advance through the angle of disposition. Feeding the market constantly and consistently will govern the results. You have demonstrated the possibilities of breaking up a most healthy prospect. You have now gotten on to a substantial basis, practically where you started at the inception of the season. It is absolutely up to you whether you are going to maintain a healthy market with a good snappy tone, tending upward, or whether you are going to dump and overflow every elevator in the state, as you did some time ago. If you do this, you can expect a decline in the market price on this commodity and you ought to get it, because there is absolutely no excuse on the part of the grower to handle the situation in any such haphazard manner. With disappointments facing us on practically every other commodity we have for disposition, it certainly behooves you to make a most strenuous fight on a commodity which offers you such bright possibilities. You have a "good hand," boys, stand pat. Unless you are up against it, don't sell a bean for the next 10 days.

#### BEANS—DETROIT MARKET.

White, hand-picked basis . . . \$2.20  
Red Kidney . . . . . 2.30

##### MICHIGAN ZONE PRICES.

Zone No. 2, Michigan . . . . . 2.15  
Zone No. 3, Michigan . . . . . 2.20  
Zones 4, 5, 6 and 7, Michigan . . . 2.25

NOTE—We give you above the prices that Michigan dealers should be able to pay you for beans, hand-picked basis, in the different freight zones of Michigan. The Pink Sheet has set the price for beans, hand-picked basis, at the average Michigan points, at \$2.40 per bushel.

### OATS

We rather like the tone of the oat situation. A real healthy scrimmage has been in evidence from the very start. A review of the situation at the moment, and remembering the different situations along back, suggests to us that there was a well warranted advance in sight. We do not hope for anything at all spirited. We feel that there will not be much of any change from day to day, or possibly from week to week, but that the general indications are going to be for a bettering of present conditions, or in other words, that this patient is still going to improve. We

#### OATS—DETROIT MARKET.

Standard . . . . . .36  
No. 3 White . . . . . .35  
No. 4 White . . . . . .34 1/2  
No. 2 Mixed . . . . . .35  
No. 3 Mixed . . . . . .34 1/2

have drawn your attention to the hay situation and the corn situation, as reflecting on the possibilities of oats. They will have an effect, but even in the face of this, and all other angles, we look for the above.

CINCINNATI—There is no particular change to report on this market. The fore part of the week, buyers were taking hold with a vim. A good active demand, and an improved tone to the situation existed. A reversal of form was in evidence immediately after the first three days. From then on the situation has been about normal. Sales the fore part of the week were made at an advance. Closing sales on Friday and Saturday at a reduction. On the whole, the situation is just about normal.

#### OATS—CINCINNATI MARKET.

Standard . . . . . .36  
No. 3 White . . . . . .35 1/2  
No. 4 White . . . . . .34 1/2  
No. 2 Mixed . . . . . .35  
No. 3 Mixed . . . . . .34 1/2

PITTSBURGH—The arrival of oats have been about sufficient to hold the market on a steady basis. All arrivals being readily disposed of on basis of quotations. General situation about normal.

#### OATS—PITTSBURGH MARKET.

Standard . . . . . .37 1/4  
No. 3 White . . . . . .36 1/2  
No. 4 White . . . . . .35 1/2  
No. 2 Mixed . . . . . .35  
No. 3 Mixed . . . . . .34 1/2

### CLOVER SEED

There continues to be but very little change to the general situation. We cannot look or expect for anything really definite to take place until very close to seeding time. The market basis today is established on the future expectancy of the situation. The seed business now going on is of a holiday nature. The producer is making occasional sales to local markets. Most local markets anticipate the situation facing them, and are holding. Some are making disposition to large handlers of seed, who in turn are playing the holding game. Thus you see it is

practically a holding proposition, based on expectancy alone, that constitutes the present basis of the market. From the manner in which the situation is being handled, the level that has been naturally established would indicate a most healthy situation as existing.

#### CLOVER SEED—DETROIT MARKET.

June . . . . . \$11.30  
Mammoth . . . . . 11.30  
Alsike . . . . . 13.00  
Timothy Seed . . . . . 2.10

### CORN

We will continue to hoist Flag No. 1 on corn because we do not see anything in the situation that warrants our doing otherwise. We would like to feel secure in advising you to attack the situation in some well defined way to make possible better price conditions to prevail, but we do not feel that the situation warrants a much different handling than you are already making. We notice that there is no congestion in sight, that the tone to the situation remains about normal, which would in turn suggest that the general situation was on a comparatively healthy basis. We don't think it is possible with the abundant corn crop you have for disposition to create anything of a spirited nature. If you can hold it on a healthy basis, you will be doing about all possible. Something in the way of increased demand must show up, or else we will do fairly well to maintain our present position.

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#### Just What We Want!

"If I have not shown my appreciation of the pink sheet I assure you that it is all right. Just what we want and have wanted for a number of years. I have given my copies to my neighbors and in all cases with favor of new subscribers."—Mr. James Davidson, Hemlock, Mich.

## Michigan Freight Zones

EVERY BUSINESS FARMER should know the freight rate from his shipping station to the leading market centers. With this key you are in a position to know whether your local dealer is giving you a square deal or not. Below we give you the "Business Farming Zone Map of Michigan." You will notice that in connection with the map we give you the approximate rate per hundred pounds for shipments by freight to the markets named on most of the products of your farm. These rates will vary a little at different points, therefore we advise you to go to your local railway agent and get the rates from him. He is obliged by law to give you the rates, and with these rates and the "Pink Sheet" you are secure.

<b>Zone 1—Sault Ste. Marie.</b>	
New York City . . . . .	.32
Pittsburgh . . . . .	.28 1/2
Cincinnati . . . . .	.29
Chicago . . . . .	.22
Detroit . . . . .	.22
<b>Zone 2—Kalkaska.</b>	
New York City . . . . .	.34 1/2
Pittsburgh . . . . .	.22
Cincinnati . . . . .	.19 1/2
Chicago . . . . .	.16
Detroit . . . . .	.14
<b>Zone 3—Bay City.</b>	
New York City . . . . .	.27 1/2
Pittsburgh . . . . .	.17
Cincinnati . . . . .	.16
Chicago . . . . .	.13
Detroit . . . . .	.10
<b>Zone 4—Greenville.</b>	
New York City . . . . .	.29
Pittsburgh . . . . .	.17 1/2
Cincinnati . . . . .	.16
Chicago . . . . .	.13
Detroit . . . . .	.11
<b>Zone 5—Sandusky.</b>	
New York City . . . . .	.27 1/2
Pittsburgh . . . . .	.22



Cincinnati . . . . .	.18
Chicago . . . . .	.15
Detroit . . . . .	.13
<b>Zone 6—Vicksburg.</b>	
New York City . . . . .	.29
Pittsburgh . . . . .	.17
Cincinnati . . . . .	.15
Chicago . . . . .	.10 1/2
Detroit . . . . .	.11
<b>Zone 7—Pontiac.</b>	
New York City . . . . .	.27 1/2
Pittsburgh . . . . .	.17
Cincinnati . . . . .	.15
Chicago . . . . .	.13
Detroit . . . . .	.06 1/2



# Michigan Business Farming

*The first Crop Reporter and Market Guide ever published solely in the interests of those who make a business of filling the soil for life.*

Founded by GRANT SLOCUM and compiled under his direction.

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## EDITORIAL

COME, NOW, How are you going to classify the elevator man, the bean jobber; the hay dealer and the potato buyer? Are they "Middlemen?" Let's turn to Webster: "Middleman"—"a go-between," "an agent." Doesn't hardly apply. These fellows are certainly not agents. They buy your grain and produce outright; there's no division of profits in the "turn over." An agent acts for the principal; an elevator man can hardly be said to be the farmer's agent.

### THE GO-BETWEENS BETWEEN THE GO-BETWEENS

And if the elevator man, the bean jobber or the hay dealer is a "go-between," between a "go-between," a "go-between" should stand between the producer and the consumer. The fellows we refer to "go-between" the fellows who "go-between" and the farmer and the consumer of the products of his farm.

The elevator man creates nothing. True he purchases certain commodities, and by running them through certain machines, places such commodities in better shape for the market; but remember the farmer, the producer alone creates. If the finishing touches are necessary to better fit his products for market, he should either do his finishing himself or pay another for that particular service.

This particular "go-between" renders no service to the farmers that they could not themselves render. The fellow at the terminal market, under present conditions, renders a certain service for which he is paid a certain definite sum. A certain amount per ton for handling hay; a certain amount per bushel for handling potatoes—a commission agreed upon; a payment for a certain definite service.

We are not taking the moral element into consideration right now. Commission men do overcharge; they do speculate with others' property—but we want to get right down to the business proposition. Until the farmers get representatives at the terminal markets they must have their representatives—their agents. When you consign a car of hay or beans to a commission man, that man becomes your agent—if he makes a profit you should get it; if he meets with a loss, you stand it—he is entitled to his commission, no more.

But what about your elevator man; your hay dealer, potato buyer or bean jobber? They buy the products of your farm outright; at a certain agreed price. Every dollar of profit they make, above the actual cost of handling, belongs to you and the farmers of your neighborhood. And their profits would go directly into your pockets if yourself and your neighbors owned the elevators.

And right here is a little truism: "If the elevator man and the bean jobber were not making money, they would not continue in the business." If the elevator man could not make more out of that \$5,000 invested in elevator property than he could with the same amount invested in farming, he would trade his elevator for your farm. Men do not continue long in a business that does not return reasonable profits. So don't weep when the elevator man tells you his tale of woe.

These "go-betweens" are all right, good fellows and entitled to a good living. But the whole trouble is that they have gotten into bed with you and slept snugly under your covers so long that they kick when you try to get enough of the quilts over you to

cover an expected shortage. Many farmers are merely asking these fellows to cut their toe nails; but they ought to be obliged to get out of the farmers' bed entirely.

We believe that our case has been established—the elevator man, the bean jobber and hay dealer is a "go-between" between a "go-between;" that he has simply found a snug berth for himself, and that really he is not needed. And you will get rid of this undesirable bed fellow just as soon as you join your brother farmers, and kick, and kick hard.

Ever figure up how many farmers it would take if each farmer took one hundred dollars' worth of stock to build an up-to-date co-operative elevator? Never took time, eh? Well, suppose you figure about the problem, and see if you can't find that number within a radius of six miles of your market town.

And when you get your co-operative elevator, the elevator man will be your agent; your hired man. Really, now, how would you like to "attend to the business end of your farming business—just to see how it would seem?" As the elevator man would say: "Taint all milk and honey, this elevator business." No, not all, but a little milk and honey added to the little we get will make a little bit more. And, too, you would get rid of the

"GO-BETWEENS BETWEEN THE GO-BETWEENS."

## WHO IS THIS MAN BRYANT?

IN A QUIET WAY HE IS SOLVING A  
GREAT PROBLEM OVER IN  
KALAMAZOO COUNTY.

His Plan of Building Good Roads With  
Prisoners Has Been Successful—  
Now He Proposes to Feed the  
Prisoners From a Prison  
Farm.

Here and there throughout the state, people are asking "Who is this man Bryant?" "He seems to have gotten hold of the right solution of the one great big problem that is confronting the people of every state in the Union." W. N. Bryant is the good roads commissioner of Kalamazoo county; the fellow who a couple of years ago suggested the idea of working the county prisoners on the county highways. So successful has he been along this line that committees from different parts of the state have visited Kalamazoo for the purpose of studying the plans that he has worked out.

Through the efforts of Commissioner Bryant a 24-acre farm has been purchased, and every prisoner confined in the county jail will be obliged to do a certain amount of work on this farm, commencing early next spring. The prisoners are to be paid a certain sum for their services, and the money earned will be paid over to support the family or dependents of the prisoners. On this farm the good roads commissioner believes he can raise enough potatoes and other vegetables to feed all of the county prisoners. In speaking to a representative of Michigan Business Farming the other day, Mr. Bryant said:

"The prisoners, I find, are good workers, and they mean to do what is right. All that is necessary is to appeal to them in the right way.

"There are men in the road camps at the present time under sentence who are the best workmen I have ever met. Some of these men are willing to remain with us and work after their sentences have expired. I promise these men that in case they make good while under sentence that I will look after them when their sentences expire either by providing work for them on the roads or in some of the local factories.

"We shall not need any stone walls and iron bars at the farm. We shall treat the men white and there is no question but what we shall get results. Another thing I have in mind is to take the prisoners from this county who are serving time at Jackson when they complete their sen-

tence and give them work on the farm at \$2 per day. These men deserve care and sympathy. They are marked men for the time being and I believe many of them, by means of kind treatment, could be brought back to their old-time selves and become a credit to the county."

Commissioner Bryant expects to secure additional land near the Portage farm in case it is needed. At the present time 1,200 bushels of potatoes are consumed by the men working in the road camps. When the county is in a position to supply these at low prices the question of maintaining the Portage farm will be solved. Every prisoner will more than earn his keep and the amounts left over can then be turned over to the families of the prisoners.

Kalamazoo county was the first to use prisoners in the construction of good roads. Hardly a day passed but what the county clerk received a request for information regarding the plan used from all parts of the United States. It is expected that the plan to use prisoners at the farm and thus keep them employed instead of confining them in the county jail, and in this way making them producers instead of non-producers, will be copied by other counties.

Here is a secret for sheep men who are going to run short on their clover hay this winter. A little brine sprinkled on wheat or oat straw will make it more palatable and the sheep will eat more of it when so treated.

### SPECIAL NOTICE To the Founders of MICHIGAN BUSINESS FARMING

If you were one of the loyal farmers who helped found this weekly Market and Crop Reporter in the face of the combined opposition of the Market Gamblers and the Parasite Produce Buyers, by sending Ten or Twenty-five cents to apply on a full FIFTY WEEKS SUBSCRIPTION.

### I Ask as a Personal Favor:

that you send the balance in currency, or stamps in an early mail. Remember every issue of the little "pink-sheet" is going to grow better, more practical. And when you send in the balance, be sure to ask a neighbor or two to join with you by sending for a full year or trial subscription. Right now is when we need your help most and we will certainly appreciate your prompt response to this request.



# FLIM-FLAMMING UNCLE SAM

(Continued from Page One)

is in it, and Uncle Sam must bear the responsibility.

The fight for parcels post; the sudden enactment of the present law; the authority to put it into operation before the Postmaster-General had had time to complete his arrangements; the fact that experiments were not tried, but a country-wide service at once inaugurated—is all a matter of history that will some day be written. The law was passed for its political effect, and there is no doubt that behind it was an influence which makes the practical operation of this service almost, if not quite, impossible. It was never intended that the city dealer should use Uncle Sam as a delivery wagon, but the merchants who have been fighting parcels post for the past twenty years, quickly saw the opportunity to swamp the government, and they are going to do it. When the free rural delivery system was first inaugurated, a trial was made of the plan; first on one route, then a county system, and thus a country-wide service was finally established. Many defects were found

in the rural delivery law, but these were all overcome, and the service finally securely established. The advocates of parcels post have always asked that a liberal service be first extended to a certain district, and that finally the entire United States should be covered. Our servants down at Washington, however, mighty anxious for re-election, and willing to grant people any concession that might aid in this direction, enacted a law that is going to prove to be a great, big farce. However, we can cheer up, for out of all the troubles and annoyances, the difficulties and discouragements, we are finally going to have a parcels post law. If the express companies and their hangers-on thought that the people of the United States would give up so easily, they are going to be mightily fooled. The law, in its application to country-wide service, is capable of amendment, and among the first things to be done when Governor Ferris calls a special session of congress, will be to so amend the law that the city dealers will not become the sole beneficiaries of the service.

(1219, Jan., 1911.)

cc Grant Slocum

November 18th 1912

To AMERICAN EXPRESS COMPANY, Dr.

For PREPAID charges on the following shipments made on date as above.

CONSIGNEE	DESTINATION	AMOUNT
E. L. Keasey		
South Haven, Mich.	Detroit, Michigan	1.60
	Barrel apples =	
	weight \$1.60	
Received payment for the Company		TOTAL 1.60
D. M. Preston		

The above is a facsimile of an official American Express Company receipt. It shows that E. L. Keasey, of South Haven, Michigan, shipped a barrel of apples to Grant Slocum, Detroit, Michigan. Mr. Keasey sold this barrel of apples for \$1.60, the barrel costing him 30c. The shipment weighed 160 pounds, and the express company made a carrying charge of

one cent a pound, or \$1.60. The grower received \$1.30 for a barrel of apples, the barrel manufacturer received 30c for the package, the American Express Company received \$1.60 for their services, and the consumer paid \$3.20 for three bushels of apples. Is this a case of "high cost of living" or a case of the "express company's living high?"

## KICKING OUT THE LAND SHARKS

(Continued from Page One)

home state. These fellows can stand the financial loss, but the foreigners who have saved a few hundred dollars are among the most frequent sufferers. Some cases that have been brought to our attention are really pitiable, and it is to be hoped that Governor Ferris will give his sanction to some sort of a law that will prevent the continuation of these fraudulent transactions.

The bill referred to by Mr. Gongwer is given below, and either it or a more drastic law should be placed upon the statute books of Michigan before the 1913 session of the state legislature adjourns.

A BILL to prevent the fraudulent sale of land.

Section 1. The people of the state of Michigan enact, that after this act shall take effect, it shall be unlawful for any individual, firm, corporation or association, or for any individual, firm, corporation or association who purchase lands for the purpose or intent to dispose of the same at an ad-

vanced price, to act directly or indirectly as selling agents for themselves or for others, until he or they have procured a certificate of authority from the secretary of state.

Sec. 2. It shall be unlawful for such individual, firm, corporation or association to sell or offer for sale any farm or lands at a fictitious valuation, or represent the same as good productive land, when the facts as to quality of the soil and land does not warrant any such affirmation.

Sec. 3. Any individual, firm, corporation or association violating any of the provisions of this act shall be deemed guilty of a misdemeanor, and upon conviction thereof before any justice of the peace or court of record, shall forfeit his or their license, and shall be punished by a fine of not less than twenty-five, nor more than one hundred dollars, or confined in the county jail not less than ten days, or more than ninety days, or both such fine and imprisonment at the discretion of the court.

Sec. 4. It is the sense of this act that each member of any such firm, corporation or association shall be responsible for any violation hereof.

Sec. 5. Nothing in this act shall prevent any individual who owns or occupies any land as a homestead from disposing of the same or any part thereof.

Sec. 6. All acts or parts of acts which are inconsistent with the provisions of this act are hereby repealed.

If there are drafts through your horse stable, tuck away a few dollars for the veterinarian.

## BAGGING THE COON.

The angles in the road that leads to the market are many, and he who attempts to follow it alone, under present conditions, is going to get lost, if those who are familiar with the crooks and turns can confuse the stranger who journeys marketward. The "Pink Sheet" has had its influence on the markets throughout the state, and the local dealers have found it a mighty hard proposition to turn our readers off the right road. However, there are a number of ways to "bag a coon," and we should like to have our readers go very carefully over the letter which appears below, from a reader who resides near Leslie, Michigan:

"Editor Michigan Business Farming: "I want to thank you for the information received through the "Pink Sheet" concerning the price of red kidney beans. Following your advice, I had them hand-picked, and after I got them ready for the market I asked the elevator man what he was paying for red kidney beans, hand-picked, and he gave me a price of \$1.80 for 53 pounds. The following day I went to the elevator man to buy some bags, expecting to ship these beans direct; the clerk was in, I paid for the bags and took them to my home. The next morning the proprietor of this elevator called me up and offered me \$2.25 per 53 pounds. I let him have the beans, and I have credited to the "Pink Sheet" the difference between \$1.80 and \$2.25, or 45c per bushel."

Our correspondent adopted exactly the right course. Had he been interested in a local elevator or a bean-picking plant, then he should have sold the beans through his local elevator, regardless of the price offered by this dealer. Under the circumstances, however, he was acting as an individual. The local dealer expecting, of course, that he was going to ship without giving him another chance, quoted an outside price with the expectation that the beans would be shipped and would not net him the price quoted by the local dealer. If this plan had worked, the farmer would have lost money on the shipment, and this would have discouraged him from making direct shipments in the future. Our correspondent called the bluff, however, turned the beans over to the local dealers, credited the profits to the right source, and successfully "bagged the coon."

The best butter color is found in good clover hay and a few clean yellow carrots; besides, the cow loves to tint the goods through her own application of the pigments. Try her and see.

**YES**, we know, that this market-paper is "dirt-cheap" at a penny a copy—But every Farmer who gets it **PAYS FOR** it! —and he pays for it because he likes it!

## WE ADMIRE THEIR SPUNK.

The Ionia County Farmers' Institute has virtually seceded from state protection and will procure speakers and hold its 1913 institute under its own auspices and with its own program.

President Taft, of the Michigan Agricultural College, when notified of the intention of the Ionia body, notified the local association that the state would hold a county institute in Ionia as usual, regardless of what action the Ionia association might take.

The Ionia institute is a pioneer of Michigan institute work, having organized under the state law passed in 1895. Luther Hall, first president, is one of the executive council, which decided to sever connections with the state.

While the Ionia institute, through its action, will not be recognized by the state, it is the belief of its members that much more good can be accomplished through its own efforts than could accrue through state protection.

## BACK TO THE FARM FOR HILL.

Into the greenhouse of James J. Hill, in the rear of his residence at Et. Paul, where Mr. Hill has been carrying on for the last two months an experiment expected to revolutionize agriculture, six men representing commercial and financial Minnesota, were guided today to witness astonishing results in wheat, oats and barley culture, achieved by new chemical soil analysis and its practical application.

Phosphorus has been found to be the great essential plant food lacking in the soil of the northwest and Mr. Hill has found the way, he told the Minneapolis men, to increase soil fertility.

"I believe," Mr. Hill said, "that we can, by application of these methods, increase the production of grain in the northwestern states to twice the quantity given in the figures of the department of agriculture for 1912."

**STAWBERRY PLANTS** 33 standard varieties, Senator Dunlap at \$1.65 per 1,000. Lowest prices on vigorous nursery stock in the state. 1913 illustrated catalog free. **MAYER'S PLANT NURSERY**, Merrill, Mich.

## WOULD YOU BE SO FOOLISH

As to let ONE-CENT-A-WEEK stand between you and the DOLLAR-MAKING information contained in every single issue of

## MICHIGAN BUSINESS FARMING

There is not a farmer in Michigan so rich or so poor that he can afford to be without this weekly that is already gaining fame as the "salesman" of every Michigan farm factory.

## SEND THIS COUPON, OR COPY IN A LETTER

RURAL PUBLISHING CO., 95-97 FORT ST. WEST, DETROIT, MICH.

DEAR SIR:

I enclose fifty cents in stamps, money orders or currency, for which send "MICHIGAN BUSINESS FARMING", fifty weeks to—

M

P. O. R. F. D. State

## If YOU like the "pink sheer" Help Boost!

Ask on a postal card for 25 copies to hand to your neighbors.



# THE MARKET SITUATION VIEWED FROM THE INSIDE

Continued from Page Three

## CORN—DETROIT MARKET.

No. 2 white.....	
No. 3 white.....	
No. 4 white.....	
No. 2 yellow.....	.48 3/4
No. 3 yellow.....	.48
No. 2 mixed.....	.47 3/4
No. 3 mixed.....	
No. 4 mixed.....	

## CORN—CINCINNATI MARKET.

No. 2 white.....	.50
No. 3 white.....	.48
No. 4 white.....	
No. 2 yellow.....	.49
No. 3 yellow.....	.47 1/2
No. 2 mixed.....	.48 1/2
No. 3 mixed.....	.47
No. 4 mixed.....	

## CORN—PITTSBURG MARKET.

No. 2 white.....	
No. 3 white.....	
No. 4 white.....	
No. 2 yellow.....	.53
No. 3 yellow.....	.52
No. 4 yellow.....	
No. 2 mixed.....	
No. 3 mixed.....	
No. 4 mixed.....	

## APPLES

Almost impossible to hoist a flag which hits the true situation existing on apples. We believe No. 1 comes as near to it as any. We might say that the market is over-fed, that there was a storm on, which is quite true. We appreciate that the situation is entirely up to the storers of apples at the present time. From a producer's standpoint, there is nothing to it whatever. You will have but very little impression or influence on the future situation. We note from the very start that common qualities of apples would not bring anywhere near their true value as based on No. 1 stock. This suggested at once and verified the true condition which we knew existed—that we had an abundant crop for disposition, and that we must handle the proposition in a most definite manner or the entire situation would be seriously crippled. The storers of apples and the distributors of apples are not forcing the market at the present time. True it is that they are keeping after every angle of disposition constantly and continuously, but they are not sacrificing or reducing their price in the least. There is a very heavy consumption going on constantly. The moderate price and constant calling attention has had much to do with the heavy movement so far. Something might happen at any moment but the fellows who store apples are of a disposition and nature necessary to withstand most any condition. We don't look for these fellows to do any dumping. We expect them to place their holdings on the market as fast as they can at satisfactory prices, and when they cannot get satisfactory prices, to hold back. If the above course is carried out, we will have a continuance of the present conditions at least, and we look for an advance.

<b>APPLES—GENERAL MARKET.</b>	
Fancy, per barrel.....	2.00 to 3.00
Ordinary, per barrel.....	1.00 to 2.00

## ONIONS

The situation does not look very much better. We cannot say from a casual observation that there is any particular encouragement to offer. We do not know of a market that is very much relieved from its glutted condition that we have been experiencing. True it is that practically all of the larger market centers are gradually getting in position where they can take one or two cars to advantage, but the situation certainly does prove that we had every market in the United States plugged to a finish. Over-

loaded, overcrowded, and congested was the condition of practically every market we have to look to. One thing in our favor is the high quality of stock that we have a right to expect, has been held for later disposition. We certainly would not expect anything below No. 1 stock has been stored. It is about time that outside markets should begin to show relief, as a result of being relieved themselves. We cannot hope for any long prices to prevail this year, but I think we can look for a much better general condition than we have been experiencing. We have four of the best months of the year before us. Hazardous months from a shipping standpoint, but on basis of weather conditions, which we shall expect will naturally tend toward an uplift of our present and past most demoralized condition. In conclusion, we would say, have faith, hang on. Don't take the count yet, fight it out.

## ONIONS.

### Detroit.

Yellow Globe, sacked, per cwt.....	.50
Red Globe, sacked, per cwt.....	
Yellow Globe, bulk, per cwt.....	.50
Red Globe, bulk, per cwt.....	

### Cincinnati.

Yellow Globe, sacked, per cwt.....	.70
Red Globe, sacked, per cwt.....	
Yellow Globe, bulk, per cwt.....	.50
Red Globe, bulk, per cwt.....	

### Pittsburg.

Yellow Globe, sacked, per cwt.....	.70
Red Globe, sacked, per cwt.....	.50
Yellow Globe, bulk, per cwt.....	.50
Red Globe, bulk, per cwt.....	.30

## CABBAGE

Market continues to be over-fed. That does not just express the situation, either, because the arrivals on the outside markets are not heavy. In fact, they remain very light. But for some unaccountable reason, there does not appear to be any demand or tone to the situation whatever. There are occasional cars of very fancy medium sized cabbages in prime condition, selling at fairly decent prices, but from a general standpoint there is absolutely no use to consider this commodity at the present time from a shipping angle. It begins to look a little discouraging, but let's not give up yet, because we have before us 50 per cent of the natural cabbage season. There certainly ought to be something happen during this time. It certainly cannot get any worse. Therefore let's figure and hope that we will yet be able to make disposition on a profitable basis.

## CABBAGE—GENERAL MARKET.

Danish, per ton on track.....	No market
Domestic, per ton, track.....	No market

## BUTTER

We are aware that there is just a little easier feeling to the butter situation. We have already warned you that something along this line might develop at most any time. It is unquestionably true that the market level has been at a very high point for some time. With a little stirring up of the Elgin situation, it would be natural to expect that something of a reactionary nature would be the result. Tone to the situation is just as good as it has been; nothing but manipulation could show a change. In fact we expect that manipulation is what has been holding it at its high level.

## BUTTER—GENERAL MARKET.

Creamery No. 1, per pound.....	.35
Fancy Dairy, per pound.....	.32

A pig that is fed just merely to keep it alive will never yield a profit.

## EGGS

The egg situation is easy because the large handlers of eggs have become alarmed over the manner in which the situation has been handled by the trade in general, and dumped accordingly. We have had such a large period of mild weather conditions that the run of fresh stock has been exceptionally heavy. It will only be a short time before some southern eggs of a fresh nature will also commence to arrive. The combination, together with a large amount that went in store, has caused great alarm on the part of the manipulators of eggs. Therefore the present condition which today confronts us. This demonstrates the possibilities of cold storage, simply proves that the situation can be made in line with the dictation of parties interested. All they have to do is to stand together. The only trouble at the moment is that some unruly member has jumped the fence.

## EGGS—GENERAL MARKET.

Large fresh.....	.28
Medium Fresh.....	.24

## POULTRY

The general poultry situation is all that we could expect. Quite satisfactory from a general standpoint. We have certainly handled the situation in the best possible advantage this season. We would not advise disposition of poultry before the 10th of January. It will be about this time before there is a general demand for the same. We have just passed through a real poultry period, a time when practically every one partakes of this line of delicacy. There is no use to try to crowd the market, because you are facing a large dressers' condition if you do. You cannot create or excite a demand from a consumers' standpoint. The overflow that you make possible by excessive selling is taken care of by the large dressers. They buy your stuff at these critical times at a sacrifice price, dress it, and put it in cold storage to come out later at a satisfactory poultry period in competition with your birds then coming on the market. This proves that you are creating competition against your own goods. Don't do it.

## POULTRY—DETROIT MARKET.

No. 1 Turkeys.....	.16 to .18
No. 2 Turkeys.....	.14 to .16
No. 1 Spring Chickens.....	.12 to .14
No. 2 Spring Chickens.....	.10 to .11
No. 1 Fowls.....	.11 to .13
No. 2 Fowls.....	.09 to .11
No. 1 Geese.....	.12 to .14
No. 1 Ducks.....	.15 to .16

## POULTRY—CHICAGO MARKET.

No. 1 Turkeys.....	.16
No. 2 Turkeys.....	.13
No. 1 Spring Chickens.....	.12
No. 2 Spring Chickens.....	.10
No. 1 Fowls.....	.11
No. 2 Fowls.....	.08
No. 1 Geese.....	.12
No. 1 Ducks.....	.13

Note.—A wire from any of our readers will bring last minute quotations. Use care in making shipments and be sure the consignee is financially responsible.

## LIVE STOCK

### Cattle—Chicago.

Live stock at Chicago at the week's close showed beefs \$1.10 higher than for a corresponding period of a year ago. Cattle receipts are meeting with brisk inquiry from local packers as well as a few eastern shippers and each day was cleared early, with best steers bringing around \$9.40, while veal calves seemed to lose ground, being at least 25c lower than one week ago. Price beefs such as sold

a week earlier up to \$9.88 and a short time before that up to \$11, are not now offered, and the best beef steers are now bought for anywhere from \$9@9.50, with the bulk of steer sales ranging from \$7.15@8.60. Grass-fed and the cheaper light weights brought \$5.75@7. The trade was good in fat butcher stock, most of the beef cows and heifers selling for 25c and more higher, and canners and cutters showing a 10c up mark. Quotations as follows:

## CATTLE—CHICAGO STOCK YARDS.

Beef steers, good to prime heavy.....	\$8.50 to 9.40
Beef steers, medium to good.....	7.50 to 8.50
Beef steers, common to fair.....	5.50 to 7.50
Beef cows, common to selected.....	4.40 to 7.10
Fat heifers, good to choice.....	5.25 to 7.25
Canners and cutters.....	2.50 to 4.25
Good to prime veals.....	9.50 to 10.75
Bulls.....	4.75 to 7.00

### Detroit—Cattle.

At the Michigan Central stock yards the cattle trade was steady, with edges curling slightly upward, as all through the grades was noted a 10c average increase above one week ago, and the week closed with clean yards and not more than half enough on hand for local demands. A few feeders were found nosing around looking for stockers to take back to the farms for padding; but they looked in vain as everything went to the block that was fat enough to bleed. The milk cow trade was slumpy; a marked decline being noted from last week's movements, making a \$5 knock-off as an average. Following is our quotations as gleaned from the yards:

## CATTLE—DETROIT STOCK YARDS.

Beef steers, good to prime heavy.....	7.50 to 8.00
Beef steers, medium to good.....	7.00 to 7.50
Beef steers, common to fair.....	6.00 to 6.75
Yearlings.....	4.25 to 4.75
Beef cows, common to selected.....	5.50 to 6.00
Heifers, selected.....	5.00 to 6.50
Stock steers.....	4.25 to 4.50
Feeders.....	6.00 to 6.50
Canners and cutters.....	3.00 to 3.75
Good to prime veals.....	9.00 to 11.00
Bulls.....	3.50 to 6.00

### Buffalo—Cattle.

A steady cattle market prevails at this point as compared with one week ago. Not enough cattle in to really test the market. Sellers generally of the opinion that the supplies for the next few weeks will not be at all large, and that a good trade is in prospect. Choice butcher cattle that show a fair degree of finish as well as good weight are in good, steady demand and finding ready sale, as also are all milkers and springers. Bulls are kicking higher, while the stocker and feeder trade is a little inclined to rest. Veal prices were higher than the fence, due to a 50c raise within the past week, but the close caught them coming down and they are now tame again at old but not low prices as values are yet around the \$12.50 for best, and \$11@11.50 for fair grades.

## CATTLE—BUFFALO STOCK YARDS.

Beef steers, good to heavy.....	8.50 to 9.00
Beef steers, medium to good.....	8.00 to 8.50
Beef steers, common to fair.....	7.75 to 8.25
Yearlings.....	7.50 to 8.00
Beef cows, common to selected.....	5.50 to 6.00
Fat heifers, good to choice.....	6.75 to 7.25
Heifers, selected.....	4.00 to 4.75
Stock steers.....	6.00 to 6.25
Feeders.....	4.00 to 5.00
Canners and cutters.....	3.60 to 3.85
Good to prime veals.....	11.50 to 12.00
Bulls.....	5.50 to 6.00



**Hogs—Chicago.**

Week closed with brisk trade. New receipts of 12,000 head met with a keen demand under an advance of 10¢ over last week's close. Eastern shippers and small home packers led the buying forces and the offerings cleared within an unusually narrow range of prices, the bulk of the offerings walking the grunt board at \$7.50@7.75, with several loads at a healthy advance over this. The general average price of the 160,000 hogs sold at the Union Stock yards last week was \$7.50, against \$7.40 one week ago. The yards were nearer cleared at the week's close than for several weeks past, and quotations look healthy.

**HOGS—CHICAGO STOCK YARDS.**

Bulk of sales	7.50 to 7.55
Common to good mixed	7.40 to 7.50
Fair to medium weight	7.40 to 7.55
Lightweights	7.35 to 7.60½
Selected 260-300-lb. packers	7.45 to 7.60
Stags, 80 lbs., deekage	7.40 to 7.75
Pigs	6.50 to 7.25

**Hogs—Detroit.**

At this market hogs greased their way into a 10¢ increase in price at the week's close regardless of the fact that receipts were at least three times greater than that of one week ago. The larger packers didn't like to face the slight increase and held back some before making purchases, so little business was enacted until after noon, when a local packer broke the ice and gates flew open to the new schedules. Light to good butcher stock held first place in the affections of purchasers, and this squealed along lively at a \$7.50@7.75 gait, with pigs and yorkers close at their heels and at about equal prices. Stags were stagnant at one-third discount. Quotations:

**HOGS—DETROIT MARKET.**

Fair to choice butchers	7.30 to 7.65
Lightweights	7.50 to 7.65
Boars, according to weight	3.00 to 8.25
Pigs	7.50 to 7.55
Stags	One-third off

**DRESSED HOGS.**

Block Hogs	9 to 10c
Note—Dressed hogs weighing from 150 to 250 pounds bring best prices. Be careful in shipping.	

**Hogs—Buffalo.**

This market was very satisfactory at close. Prices jumped from 10¢ to 20c, and in several cases to 25c per cwt. over those of four days prior. Shipping grades were the ones which showed greatest inflation. The supply was light with a dwindling tendency, with receipts for say Friday last showing 5,600 head against 8,000 head a week ago and 9,600 at a corresponding date one year ago. Yorkers, lights and pigs trotted down the boards at a lively pace and price-making was the order, the best weight ones going mostly at \$8 and some a little heavier bringing \$8.10, while good straight pigs showed some sales at \$8.15. The top was against \$7.85 a week ago, \$7.65 two weeks ago, \$6.55 a year ago, and \$8.85 top two years ago. Price we quote is as follows:

**HOGS—BUFFALO STOCK YARDS**

Common to good mixed	7.80 to 7.90
Fair to medium weight	7.90 to 7.95
Lightweights	7.90 to 8.00
Fancy shippers	8.00 to 8.10
Stags	5.50 to 6.25
Pigs	8.40 to 8.45

**Sheep—Chicago.**

An enormous increase of arrivals, nearly 35,000 head, gave packers an opportunity to pound prices earthward. Both sheep and lambs felt the blows which caused a break in prices of from 15¢ to 50c. Yearlings received good support from Eastern shippers and finished the week without showing much change. Before the market was started on a downward slide sales of lambs and sheep were made at the highest prices in several months, the former topping at \$8.90

and the latter at \$5.65. During the time yearlings sold up to \$7.88. Excessive supplies during the last of the week caused the break in prices, however, and the close found the trade badly demoralized, and at following quotations:

**SHEEP—CHICAGO STOCK YARDS.**

Lambs, good to choice	7.00 to 8.65
do, fair to good	8.00 to 8.40
do, cull to common	4.75 to 5.00
Yearling lambs, choice	5.75 to 7.75
do, cull to fair	4.25 to 5.00
Wethers, choice	4.75 to 5.50
Mixed sheep	2.75 to 3.50
Ewes, choice handy weight	4.25 to 5.00
do, choice heavy	5.20 to 5.50
Cull sheep	2.75 to 4.60
Bucks	2.75 to 3.50

**Sheep—Detroit.**

Receipts at Michigan Central stock yards for the past week were 7,284 head, against 3,546 one week ago; and the market felt the added weight and flattened accordingly, a 25¢ to 50¢ decline resulting. Best lambs walked slow at \$8.20@8.30, while fair to good lambs went short on bids and culls skulked the corners at as low as \$2.50@3. There is an undertone, however, that conditions will soon better themselves in the sheep market. Note scale of prices:

**SHEEP—DETROIT STOCK YARDS.**

Lambs, good to choice	8.25 to 8.30
do, fair to good	7.25 to 8.00
Yearling lambs, choice	5.00 to 5.50
Mixed sheep	3.50 to 4.00
Cull sheep	2.50 to 3.00

**Sheep—Buffalo.**

Under a supply that no one looked for, there being about fifty cars of fresh and five cars of hold-overs, or a total of over 11,000, the market tumbled another step down the golden stair. A full quarter of a dollar being the size of the drop, and this, too, within a space of 48 hours. A slow market exists even at the decline, and some sellers having great difficulty in effecting clearances. Best lambs at close sold at \$8.65@8.75, as compared with \$9.25@9.35 a week ago and a range of from \$7.15@7.30 for the same time last year. Another thing that depresses the market is, that stocks arriving are not very good, which throws a large portion of the arrivals over among the culls; and here, though the market was lower yet buyers and sorters were active in among the culls and made for that section a fairly active session. Following prices are not pleasing:

**SHEEP—BUFFALO STOCK YARDS.**

Lambs, good to choice	8.50 to 8.75
do, fair to good	8.10 to 8.40
do, culls to common	7.00 to 8.00
Yearling lambs, choice	7.00 to 7.50
do, cull to fair	4.50 to 6.50
Wethers, choice	5.00 to 5.50
Ewes, choice handy weight	4.50 to 5.00
Cull sheep	2.25 to 3.75
Bucks	2.50 to 3.50

**COAL.**

Generally speaking, there is a change prevailing over the coal situation. The movement of coal is more freely with the exception of mining districts that are still tied up on account of not being able to get equipment from the railroad company. The mild weather keeps the situation under cover every minute. Should a cold wave strike the central states every coal dealer would be telegraphing for more coal. The result would be another shortage because there are not enough coal cars to supply the demand, and up go the prices.

The anthracite situation is a little easier and fairly good supply is being delivered to the larger markets, which will have a tendency to relieve conditions in the smaller towns. During the past week prices ranged about 25 cents per ton less than they did before the holidays. But if we get a cold wave, look out for an advance.

**Soft Coal.**

Kind of Coal	F.O.B. Mines
Hocking lump	\$2.00
Cambridge lump	2.00
Cambridge ½-lump	1.60
West Virginia Splint lump	2.20
White Ash block	2.20
Kentucky 4-inch lump	2.60
Kentucky 4x2-inch egg	2.40
Harrisburg 6-inch lump	2.20
Pocahontas lump and egg	2.90
Pocahontas mine run	1.80
Michigan Domestic 4-inch lump	3.20
Anthracite egg, stove or nut	5.25

Note: Quotations on anthracite coal is based on gross tons.

**FLOUR AND FEED.**

The flour and feed market is somewhat dormant, with very few changes. Cannot see any reason why the prices given below should be changed. The flour and feed situation is something like the coal situation. When the weather is warm, not so much feed is used; therefore, the prices change very little. If the weather is cold, then the demand is greater; therefore the price must go up, because everybody wants feed.

Kind	Price per bbl.
"Blend" flour, ½ paper sacks	\$ 5.15
Spring patent	4.55
Per ton.	
Coarse corn meal	23.30
Cracked corn	25.50
Chop feed	21.00
Coarse Middlings	23.50
Fine middlings	26.50
Bran (standard)	23.00

The above prices are f. o. b. Detroit, Mich.

Cotton seed meal delivered to any point taking a Detroit rate at \$30.50 per ton in car lots not less than 20 tons.

Those interested can write our Bureau for information.

**BUTTER SITUATION STEADY.****Market In Good Condition This Week At New York.**

The "Pink Sheet" gets the information from the New York market that from May 1st up to Saturday of last week were 1,744,056 packages, against 1,733,014 the same period last year. Receipts for the week up to last Saturday were 34,524, against 38,349 the same week a year ago. Receipts Monday were 4,854, Tuesday 9,245, Wednesday, Thursday, Friday.

A steady market prevailed in the butter market this week and creamery extras sold readily from 37 to 37½c. There was not that extreme scarcity of last week although offerings were not plentiful. At these high prices buyers are taking just what they want for their immediate needs and when they get that they appear to be satisfied. Firsts sold at 32 to 35c and seconds from 29 to 31c. Packing stock was doing a little better, but the best current make coming brought 21c and there seemed to be more demand for it.

Fine storage creamery is in good demand at 33 to 34c for extras and 30 to 32c for firsts. There is a considerable amount of out-of-town trade now for storage butter and the situation is in pretty good condition.

Thursday there was a decided firmness in the market. On call 77 tubs of creamery extras sold at 38c and the market was firm at this price. Undergrades of creamery were selling very well.

The movement of storage butter in December has been satisfactory. In fact, the situation generally is in mighty good condition. January 2 it was estimated that holdings in the public and private freezers in New York were about 102,000 tubs, against 100,000 tubs the same date a year ago. This is quite encouraging when it is considered that on January 1, 1910, there were 235,000 tubs here. The estimated holdings in Chicago on January 2 are given as 165,000 tubs. In the four cities the holdings of butter are estimated to be 50,000 tubs more than a year ago and about one-half as many tubs as on January 1, 1910.

Don't catch a sheep by the wool.

**SPECIAL HAY AND BEAN REPORT.**

We are asking our special correspondents to send in within the next ten days a report covering as nearly as possible the number of tons of hay and the number of bushels of beans remaining unsold and in the farmers' hands. We received reports from these special correspondents in each county, which covers the state completely, and yet if each subscriber to Michigan Business Farming would send in a report covering his own neighborhood, it would help us in gathering data for a very important report. These special reports give us an insight into the supply of these commodities in our own home state, and will have much to do with the future market. Try to cover your own township as nearly as possible. In writing me, don't fail to give your name, the name of your county and the township.

**BOSTON BUTTER AND EGGS.**

The following report, making a comparison between the receipts of butter and eggs for the first week of January, 1912 and 1913, will be of interest to our readers:

	Butter.	Eggs.
Week ending Jan. 2, 1913	10,305	7,126
Week ending Jan. 2, 1912	12,661	9,821
Egg receipts since April 1	1,348,525	
Same period last year	1,197,420	
Butter since May 1	1,023,315	
Same period last year	929,022	

Our special report says that the butter market is generally slow at that point; however, receipts are light, and prices are expected to hold firm. The egg market has been dull because of the extra receipts of storage eggs.

**TO CURE MEATS QUICKLY.**

Fresh beef, hams or shoulders may be quickly cured by the following process: Take two pounds of salt, put in a kettle or spider, and heat on the stove, constantly stirring, till the moisture leaves and it becomes hot enough to fry when water is dropped into the vessel. Add two ounces of saltpeter before removing the vessel from the stove. Rub the meat with brown sugar, then with a large spoon apply the hot salt. The salt will penetrate the meat and carry the sugar with it. Place the meat in a box, on a sheft, or other convenient place, where it should remain for two or three days. Then hang up to dry. The two pounds of salt will serve for 100 pounds of beef.

**FIRST BERRIES AT STARKE.**

The first crate of strawberries was shipped from Starke, Florida, January 1st, and was made up by several growers. The berries were in good condition, and of excellent quality. Weather conditions since the first shipment have been fairly good, and the season is now in full swing. A dispatch states that about five hundred crates are being shipped daily from Lakeland, Florida. The fruit at that point is exceptionally fine in quality, and the growers are getting 50 cents per quart for the first pickings. The prospects for a large crop are excellent.

**Apple Exports.**

Apple exports for the week ending last Saturday were 55,438 barrels against 97,722 barrels the same week a year ago. Total exports for the season up to last Saturday were 1,963,295 barrels compared with 1,986,995 for the same period last year. The above figures represent the shipments from all American and Canadian ports to the other side and include boxes which figure three boxes to the barrel.

A muddy, unkempt barnyard is a menace, and a condition that is too often tolerated. Stand out in the water a couple of hours yourself, then go in and count the profits.

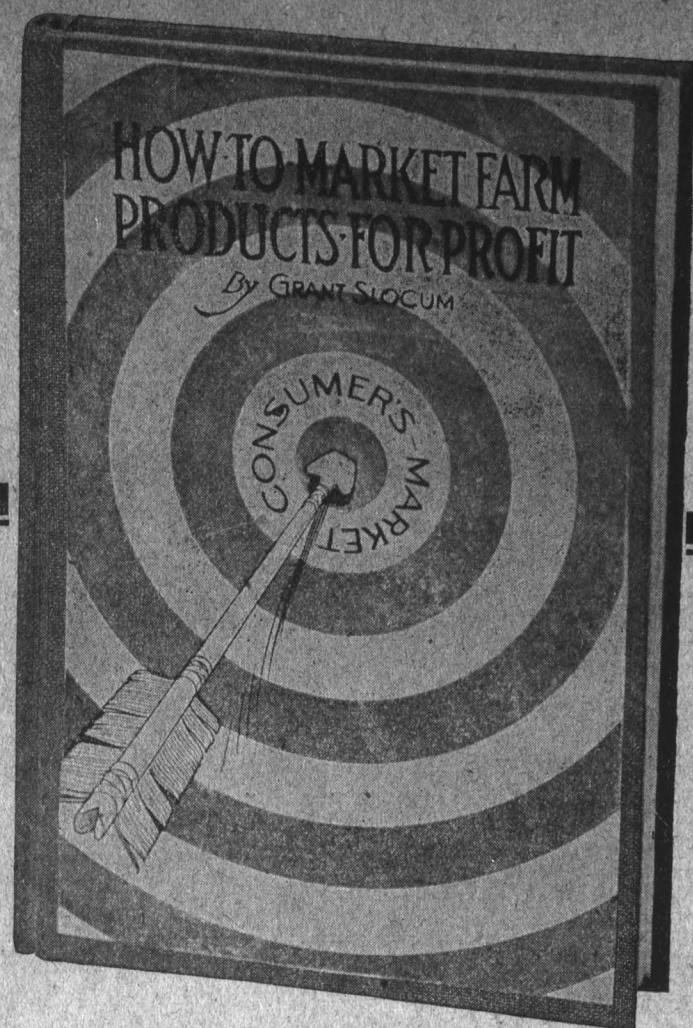


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