

"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

No. 15 (VOL. 1)

DETROIT, Saturday, January 25th, 1913

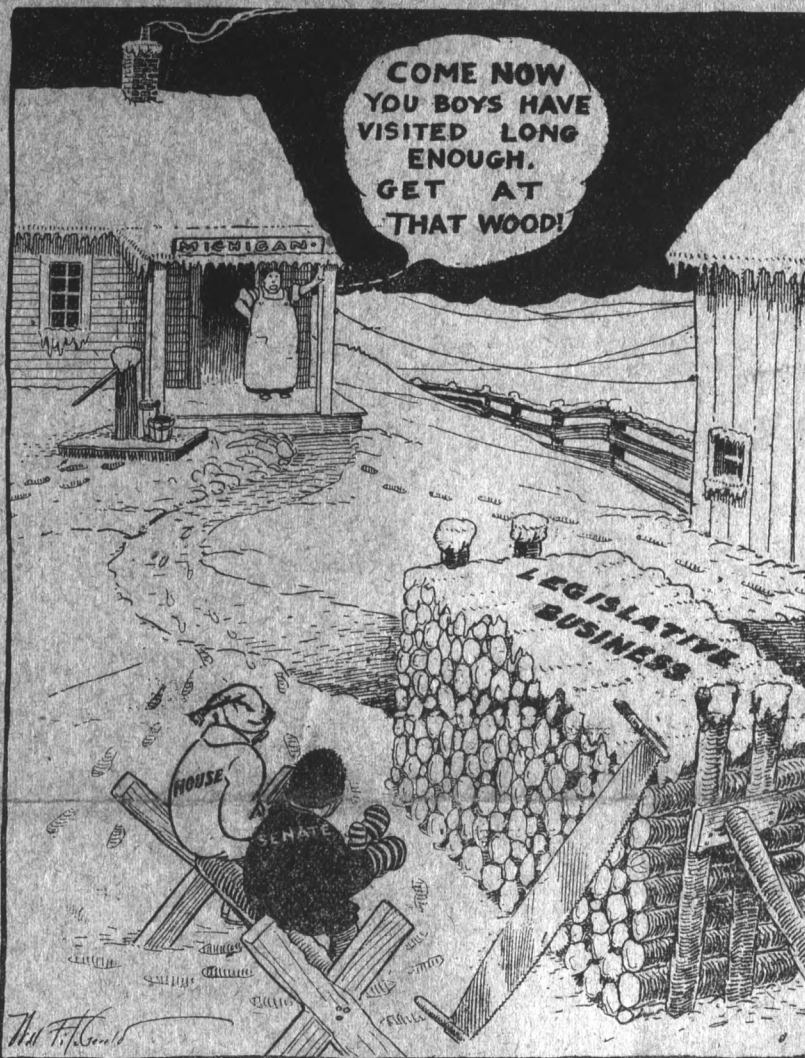
ONE CENT PER COPY ( 50 WEEKS OR MORE )

## "NO MILK FAMINE IN DETROIT"

IS THE ASSERTION OF THE CHIEF MILK INSPECTOR OF THE BOARD OF HEALTH.

The Farmer Publicly Belittled Through Claims of Dr. William H. Price, Inspector for Detroit—Boasts of Advantage That Detroit Has Over the Farmer.

The city board of health has finally arrived at the conclusion that there is no need of further fear of a combination of farmers in regard to the matter of Detroit's future milk supply, as the farmer lacks executive ability sufficient for the move. Rumors are afloat throughout the city that the farmers adjacent who are supplying the milk are trying to form a milk trust, and that they will refuse to ship milk to Detroit after March 1, because of the health board's rigid rules of inspection. It seems that the conditions on which the board relies for a continuance of supplies is not without its uncertainties, that they are shallow in conception, and that the board has taken wrong measurements of the farmers' ability to do things. Dr. William H. Price, chief of the inspection board, talked, not wisely but too well, last week, as his sayings drifted into the public press, thence out into the country, and fell like frosted autumn leaves among the lacteal producers on the farms, and among whom many were found who could read; and the stigma cast against the farmer by the allwise Dr. Price promises to produce a rebound. We give in part some of the inspector's estimates of "the man with the hoe." Note what he says in regard to the city of Detroit having the advantage of the farmer; also where he figures that the farmer must be content with the manure from the stable as his profit from the milk business. Further, notice his boast of what "the board of health" could do if they wanted to with the "small dairyman;" then see how ready he is to enter into a trust-making arrangement with the city of Toledo so as to prevent the farmer shipping his milk away from Detroit. His harangue throughout shows a smothered fear of the very farmer whom he seeks to belittle, and the chances are that he has simply thrown a firebrand into gasoline. The doctor speaks of the great care that is taken in choosing city milk inspectors. Does his own case prove his assertion? Will not the farmers pick up the cue and proceed at once to choose a rural board of inspectors to inspect Dr. Price and his seemingly underhanded reach to fetter the farmer? Asking the farmer to be content with the dung from his stables is about the limit, and it should cause every self-respecting farmer to rise up in his dignity and strike for his rights. Read the following carefully: "Cattle are a necessity to the farmer," he said. "It is true that the farmer cannot produce milk at a



Courtesy of Detroit Evening News.

THE MEMBERS of the House and Senate have been taking it pretty easy so far, but as the above cartoon suggests, it is time the boys quit visiting and got down to business. The "Pink Sheet" believes that we have a good, big, broad man in the Governor's chair, and as a whole the best Senate and Legislature that the state has had in the past ten years—now if they will only get down to business and accomplish something for the people.

profit; the profit does not come in that way. It comes through the refuse of the barns, which is spread over the farmer's fields as fertilizer and keeps his land productive. A farmer is forced to raise cattle or steers as his cheapest means of keeping his land in shape; and as the milk which the cattle produce is sufficient to pay for their maintenance, the barn refuse must be classed as profit.

"I think that on this point the board of health and the people of Detroit have the advantage over the farmer, and can enforce the rules for pure milk without danger to the supply, in spite of the farmers' threats. The farmers have never been able to maintain a firm organization. They are jealous of one another and in the

long run are unable to agree on a program.

"If the board of health wanted to put the small dairyman out of business, it could do it in a minute; but it doesn't. Only one thing would be necessary to force the little dealer to the wall—and that would be, to require the pasteurization of all milk sold in Detroit. The small dealers could not afford to install the necessary machinery; the big creameries would at once take over the entire milk supply."

It is not necessary to stick a frosty bit into the horse's mouth these cold mornings. If you are going out early hang the bridles by the kitchen stove the night before.

"The choice which the voters have to make is simply this: Shall they have a government free to serve them, free to serve ALL of them, or shall they continue to have a government which dispenses Special favors, and which is always controlled by those to whom the Special favors are dispensed?"

WOODROW WILSON.

## PARCELS POST DOING A BIG BUSINESS

THREE CENTS IS THE COST OF DELIVERING A PACKAGE IN DETROIT.

Figures Which Show That the New Service is Going to be Popular With the People—Some Changes in the Methods of Operation to be Made, but the Service Will Stay.

The postoffice department at Washington recently made its first report on the parcel post venture. This report shows that the service started off with a rush in most of the Michigan cities. At the Detroit postoffice, during the first week of the service, 44,651 packages were handled, a business five times as great as was cared for by the Grand Rapids office. The entire postal receipts on the parcel post business originating in the Detroit office, during the first week, were \$2,230.79. There were 295 insured packages sent from the Detroit postoffice and 295 received. Detroit delivered a total of 14,428 packages in the first seven days, and sent out over 30,000. The number of packages handled in other cities were as follows:

Adrian, 1,704; Albion, 546; Allegan, 430; Alma, 347; Alpena, 382; Ann Arbor, 1,865; Battle Creek, 3,435; Bay City, 1,738; Belding, 344; Benton Harbor, 923; Big Rapids, 524; Boyne, 284; Cadillac, 571; Calumet, 282; Caro, 209; Charlotte, 454; Cheboygan, 269; Coldwater, 706; Detroit, 44,651; Dowagiac, 569; Escanaba, 505; Flint, 1,814; Grand Haven, 351; Grand Rapids, 11,339; Greenville, 452; Hancock, 270; Hastings, 500; Hillsdale, 569; Holland, 920; Ionia, 696; Iron Mountain, 332; Ironwood, 326; Ishpeming, 332; Jackson, 5,627; Kalamazoo, 5,875; Lansing, 3,796; Lapeer, 226; Laurium, 242; Ludington, 819; Manistee, 538; Marquette, 532; Marshall, 5,317; Menominee, 306; Monroe, 495; Mt. Clemens, 284; Mt. Pleasant, 616; Muskegon, 1,145; Negaunee, 216; Niles, 372; Owosso, 758; Petoskey, 457; Pontiac, 913; Port Huron, 2,801; Saginaw, 2,358; Saginaw, west side, 775; St. Clair, 606; St. John, 439; St. Joseph, 823; Sault Ste. Marie, 564; South Haven, 420; Sturgis, 466; Three Rivers, 386; Traverse City, 787; Wyandotte, 421; Ypsilanti, 752.

Postmaster Warren, of the Detroit office, has figured that the actual cost of handling the parcels thus far delivered within the limits of the city of Detroit, runs about three cents each. The actual increase of the business at the Detroit office since the first week has been over 400 per cent. From the reports, it is shown that the farmers are not using parcel post to any great extent, in disposing of their products. This can be accounted for from the fact that no satisfactory packages for shipping farm products have as yet been placed on the market. Perhaps it is just as well that the farmers are a little slow in taking advantage of the service. Perishable products cannot be handled promptly enough to warrant any great number

(Continued on Page Five)

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



# A Market Review from the Farmers Standpoint

## HAY

The development from week to week certainly demonstrates that a most concerted action is needed, in order to effect a betterment of conditions existing in the future.

It has been a number of years since we have experienced just such conditions as are facing us at the present time. Not in ten years have we noticed the buyers showing their present disposition relative to the purchasing of the present crop. They seem to have lost all their nerve entirely. They threw up their hands about three weeks ago and since that time have not lowered them. The situation seems to have gotten the better of them. At sea seems to be the general feeling predominant—serious and critical is the situation when the dealers will advise that no market exists on a commodity. Regardless of all these conditions, there is a market at the present time on to which all of these different grades of hay can go and bring a fair price. There is absolutely no excuse whatever for the dealers over the state taking their present position relative to the same. It is a forcible demonstration of the position the grower and buyer assumes with reference to the raising and disposing of a crop. You can readily appreciate that the buyer is going to purge the situation at all hazards—is not going to take any chance whatever—is going to play a safe game or not play at all. That is the true commercial situation existing along all lines today. The grower takes all the chances of raising a crop; the buyer waits, and if conditions are not satisfactory, will not buy. This should set us to thinking and start you to action. If these fellows are going to lay down when the situation looks a little hazardous, simply buying your stuff when they can be well assured of a long profit, then it is time for you to take the whole situation in your own hands and make your own medium of disposition—be your own sales agents—do the business end of your business.

The hay situation remains quiet, practically overfed constantly, with the higher qualities of timothy and mixed of high color going readily at quotations. The lower grades continue to be subject to sacrificed prices. It appears that there is no conservative expectancy for a much better condition to exist on low grades of hay, but we certainly can, if handled properly, not only hold, but improve the situation on good qualities. In order to improve the situation, we must hold back this good stuff—make them want it—make them come across with an advance to get it—play the game to win, and play it just as long as you have to, to win.

### 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 | 11.60   |
| 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.

DETROIT—The situation on this market has gradually worked around on to a natural basis, being about in line with conditions in general. The market continues to be crowded, but not of so serious and glutted a condition as we have been experiencing the last couple of weeks. It has meant something to the situation to have gone through so serious a con-

## OUR MARKET SIGNALS

THE 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:



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.

dition as we have been experiencing here. A condition of this kind always puts the trade in a very bad way, unsettling the situation from all angles, and it takes some little time, patience and perseverance to get back on to a good clean-cut working basis. During this glutted condition through which we have just passed, there was no market standard whatever. It was simply a horse trade every time you sold a car; but now there is a standard of price, a market level established; although the same is low, there shows a decided improvement over the unsettled condition we have been experiencing. This market is in shape to line up with any improvement that could be brought to bear on the general situation.

### 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—The receipts of timothy hay continue to be quite liberal, but notwithstanding the same, the demand seems able to cope with it and arrivals are being disposed of without difficulty at quotations. Clover and threshed hay buyers are pretty well stocked up, causing arrival of these grades to be pretty well stocked up, causing arrivals of these grades to be hard to place. There is a little better feeling with reference to bright qualities of mixed hay. Prairie hay also shows a little betterment of tone. Strictly No. 1 timothy continues to be very scarce and wanted.

### HAY—PITTSBURGH MARKET.

|                          |         |
|--------------------------|---------|
| No. 1 Timothy Hay        | \$16.00 |
| 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—Receipts continue to be comparatively light, with a good stiff demand existing; offerings of practically all grades are meeting with prompt sale. Better qualities are in many cases selling at a little premium over general quotations; the lower qualities doing well in most cases to bring quotations. The tone to the situation is fairly satisfactory. With the conditions, generally, in any kind of shape, this market would quickly advance. The straw market is very slow.

### 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—There is but little change to the New England market since our last week's report. We hardly feel safe in stating that there is any material improvement, although there is a little better tone to the situation by virtue of lighter receipts of the more common qualities. This would not mean only so much, because if the improvement should make a change, the market would be sympathetic with it and at once take on its former condition.

### 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—Receipts have continued very liberal at all delivering points, with the result that the general situation is no more than normal based on last week's quotations. This market is extensive enough so that there are regular delivering points in the same, not merely switching points but regular market points. Through the medium of embargoes and diversion, this market has been kept in a fairly steady condition. The tone to the situation shows no improvement on common qualities of hay. Fancy large baled timothy is looked after and will bring a little premium; small baled hay of No. 1 quality is also in demand, but not particularly at a premium. Small baled hay in mixed and clover has been subject to discount; some qualities in large bales comparatively steady.

### HAY—NEW YORK MARKET.

| New Hay:           | Large bales. | Small bales. |
|--------------------|--------------|--------------|
| Timothy—Choice.    | per ton.     | per ton.     |
| 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.

"SAVES MANY TIMES COST."  
"I am with you wishing Michigan Farming in every farm home, as it has helped me many times its cost already."—O. O. Hall, Brown City, Mich.

## POTATOES

Regardless of the cause, we are experiencing a little clean-up and a betterment of general conditions existing. Does this not prove that the solving of the entire

situation is simply up to the matter of disposition on your part? We are very much pleased over so quick an outcome to a condition which we predicted; but, of course, we must continue to study the situation most carefully and continue to so dispose of the balance of our holdings as to maintain our present improved condition and, if possible, continue to so reflect on the general situation that an added improvement may be the result. This ought to be a lesson to us. We ought to take advantage of it, because it certainly demonstrates the possibilities of you, as a producer—demonstrates that you hold the power to control the situation at most any given time—that you can modify, change and better any situation which faces us—all of this through the channel of regulated disposition. We all can see that the law of supply and demand is the greatest regulator that our great commercial clock has. We contend that the law of supply and demand ought to be regulated through disposition, by the man who raised the crop, and it can be. If the law of supply and demand regulates the price, regulates the tone to the situation, then it is up to us to regulate the supply and demand feature. You have a chance, make a foundation. This potato situation ought to be held on a healthy basis. We advised setting your stakes at 40c. We continue to feel that this is a most conservative basis, just about right. Watch the tone to the situation most carefully. If it begins to sag, cut down on your sales, don't feed this market animal too fast; keep it hungry, regulate your disposition. That is the keynote to the improvement of the situation.

### POTATOES—MICHIGAN ZONE PRICES.

|                     |        |
|---------------------|--------|
| Zone No. 2 Michigan | \$ .38 |
| Zone No. 4 Michigan | .40    |
| Zone No. 5 Michigan | .41    |
| Zone No. 7 Michigan | .43    |
| Zone No. 6 Michigan | .41    |

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—Detroit is a little slow in responding to the advance as set by the trade in general. Being well taken care of, there was no grand rush or great alarm over the situation. Dealers naturally hung back, reviewed the situation carefully, traversed the entire commercial field and in many cases have succeeded in filling their wants at the old price. There is little question but what the situation, in general, shows improvement here; not much of an advance in price yet, but getting ready for it.

### POTATOES—DETROIT MARKET.

|                                                     |            |
|-----------------------------------------------------|------------|
| Bulk from car, per bu.                              | .40 to .45 |
| *Sacked from car, per bu.                           | .45 to .50 |
| *Sacks must be even weight, 150 pounds.             |            |
| Price quoted includes cost of sack, about 10¢ each. |            |

CHICAGO—There is a little better feeling existing on the Chicago market, but it really seems a task to bring up quotations because of heavy receipts constantly on hand. Even with the better tone existing to the general situation—heavy receipts, added to quite a percentage of common quality stock, and in some cases, stock out of condition, has made an advance come very slowly. The Wisconsin shippers will watch the Chicago situation and whenever there is any chance whatever, take advantage

"I will say that the little pink paper is a paper that ought to be in every farm home in the land. I would not be without it now."—P. C. Carnell, Bad Axe, Mich.



of it. Good cars of Wisconsin stock were sold at 45c. There are Michigan markets which paid 43c at the same time to the producer. This goes to show a constant hammering by the Wisconsin shipper on any advance naturally possible.

#### POTATOES—CHICAGO MARKET.

Bulk from car, per bu. . . . 43 to 48  
\*Sacked from car, per bu. . . . 48 to 52  
\*Sacks must be even weight, 150 pounds.  
Price quoted includes cost of sack, about 10½c each.

CINCINNATI—This market is slow to respond to an improved general tone to the situation; receipts continue to be comparatively liberal; trade feeling somewhat easy, in consequence, are holding back on an advance in price. There will be some little fight made before a real advance is paid. With a continuation of conditions in their favor, something of a fight will be put up before they will submit to an advance. They have held the reins of power for some time. A real advance in price has not, as yet, been very much in evidence, although all appreciate it is coming and are getting ready for it.

#### POTATOES—CINCINNATI MARKET.

Bulk from car, per bu. . . . 50 to 55  
\*Sacked from car, per bu. . . . 55 to 58  
\*Sacks must be even weight, 150 pounds.  
Price quoted includes cost of sack, about 10½c each.

PITTSBURGH—The receipts continue to be comparatively heavy on this market. All arrivals, however, have been taken care of quickly, which goes to show that a good demand exists. There is every evidence of an advance in sight and the trade seems disposed to meet it fairly, when it comes. The market has actually changed a little, but holdings on track were hard to place at any material advance. The general tone to the situation is quite satisfactory.

#### POTATOES—PITTSBURGH MARKET.

Bulk from car, per bu. . . . 48 to 52  
\*Sacked from car, per bu. . . . 52 to 58  
\*Sacks must be even weight, 150 pounds.  
Price quoted includes cost of sack, about 10½c each.

"I think your paper is just grand and just what the farmer needs."—Frank Townsend, Freeland, Mich.

## WHEAT

You can readily appreciate that with the wheat market touching its present and recent past basis, that all kinds of rumors, all kinds of reflections have been brought to bear on the situation, because, through these different angles of reflection, modifications to the general situation are hoped to be brought about. Modifications go to make up the stock in trade, or the

#### WHEAT—DETROIT MARKET.

No. 1 White. . . . \$1.14½  
No. 2 Red. . . . 1.15½  
Speculative Prices.  
\*December delivery . . . \$1.15  
\*May delivery . . . 1.19½  
\*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.

profit and loss to the blackboard manipulators at all times. Without any change in the looks of conditions, there is no chance for a trade. We would expect that the opinion of even good honest and conservative marketers would vary as to what the future is going to bring forth. We can see nothing but a most healthy condition facing us.

#### WHEAT—CHICAGO MARKET.

No. 2 red . . . . \$1.16  
Speculative Prices.  
\*July delivery . . . . 90%  
\*May delivery . . . . 93%  
\*The price given for July 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.

"We think the Michigan Business Farming a fine paper and something we have long wanted."  
—L. A. Graham, Estey, Mich.

## BEANS

While there is every evidence of a most healthy general situation existing and with a bright promise for the same in the future, still there is a disposition just at the moment toward disposing too fast by you, as a producer. You will have to be a little cautious, a little careful about this feature, or you will see a little drop in the general market. If you can believe, along with us, that the general situation is most healthy, it would then develop that there was no excuse for rushing your bean holdings on to the market. We have advised, that on basis of the outlook and possibilities, that the present standard of level was below that which was possible to make for this commodity. We think that beans could be put to a \$2.40 basis to the producer by proper disposition on your part. We feel the possibility of this by virtue of the outside conditions and also of the feature of Michigan alone holding such an important place in production. Practically every elevator is pretty well loaded up with beans right now. The situation is about where we could force a break, should we be careless or disposed to rush our beans to market. We ask you to review the situation carefully and if the situation, as a result, looks safe and sane to you, to hold off marketing for a few days. A healthy, steady market is much preferred to anything of a spirited or up and down nature. A break in the market hurts the whole situation. It takes quite a little time to bring conditions back to a healthy basis. If we can prevent a break, we should do so. It should be our aim to study the situation, then show our up-to-date methods of marketing. You are continuously experiencing results out of what we consider up-to-date marketing, which is a result of an educational campaign along these lines. As an individual, you have become aware of the possibilities and of the part that you, as an individual, must play in this great commercial game.

#### BEANS—DETROIT MARKET.

White, hand-picked basis. . . \$2.18  
Red Kidney. . . . 2.30  
MICHIGAN ZONE PRICES.  
Zone No. 2 Michigan. . . \$2.13  
Zone No. 3 Michigan. . . 2.18  
Zones 4, 5, 6 and 7 Michigan. . 2.20  
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.

"We find the paper all one could desire and always look forward to the day it comes."—Ephraim Hughes, R. F. D. 3, Inlay City, Mich.

## OATS

We appreciate that at some market centers oats are having a genuine fight to maintain and hold the market level already set. We cannot help but feel that although there is something of a fight on hand, that the situation, from a general an-

gle is comparatively and conservatively healthy. We note that with all the clamoring, your real depression does not lessen. About one-half cent is as big a cut as has been able to force. In face of this, we notice a rally comes almost at once. We do not look for oats to jump or spring, but we do look for a continuation on about the present basis for some little time, that the tendency is gradually for a little betterment of conditions to exist.

#### OATS—DETROIT MARKET.

Standard . . . . 36½  
No. 3 White. . . . 35½  
No. 4 White. . . . 35  
No. 2 Mixed. . . . 35½  
No. 3 Mixed. . . . 35

CINCINNATI—There was only a moderate business in evidence with general values held intact all around. Offerings were small on all grades, with the trade, neither holding back or showing any particular spirit. The situation was held on about its former basis.

#### OATS—CINCINNATI MARKET.

Standard . . . . 36½  
No. 3 White. . . . 36  
No. 4 White. . . . 35  
No. 2 Mixed. . . . 35½  
No. 3 Mixed. . . . 35

PITTSBURGH—The main trouble with this market is a lack of demand. Just why a condition of this kind is in evidence is a question. Very likely it is only of a temporary nature. Many times the condition of the hay market, mill feeds in general, has much to do with the situation existing on this commodity at special intervals. No cut in quotations has been experienced, which goes to show that the regular handlers do not feel alarmed over the general situation.

#### OATS—PITTSBURGH MARKET.

Standard . . . . 36½  
No. 3 White. . . . 35½  
No. 4 White. . . . 34½  
No. 2 Mixed. . . . 35½  
No. 3 Mixed. . . . 35

"Your paper, Michigan Business Farming, is all right and worth many times the price of same."—Albert L. Stein, R. F. D. 5, Inlay City, Mich.

## CLOVER SEED

There is little room for change in our write-up of the seed situation. There continues to be a good demand on part of the heavy handlers for the same. This goes to show a continuation of the past feeling maintained towards the same. This demonstrates to us that all large handlers who, in turn, should know the situation, feel very friendly, indeed, towards the future expectancy of this commodity. We have noticed in some particular instances, that a little premium would be offered in order to effect getting hold of offerings made. This proves that a most healthy situation is understood to exist by the real Doctors of this patient.

#### CLOVER SEED—DETROIT MARKET.

June, prime . . . . \$12.00  
Mammoth, prime . . . . 12.00  
Alsike, prime . . . . 13.00  
Timothy Seed, prime. . . . 2.10

"This little pink paper is a dandy; it's all right. Send me a few sample copies."—Chas. H. Hunt, Chesaning, Mich.

## CORN

We are pleased to note that just a little better tone to the general situation exists at the present time. Just how well warranted and well founded the same is, is quite impossible to determine; but with the steady manner in which this improvement has been brought about, we would feel that the same must be quite well warranted or it would not exist. With the abundant crop, we could not expect that large handlers would enhance quotations unless the situation was decidedly healthy, and as a result, some real and substantial reason for the same. We must not expect that a spirited market would naturally be the outcome this season. We ought not to look

Continued on Page Six

## 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.

Zone 1—Sault Ste. Marie.  
New York City. . . . 32  
Pittsburgh. . . . 28½  
Cincinnati. . . . 29  
Chicago. . . . 22  
Detroit. . . . 22  
Zone 2—Kalamazoo.  
New York City. . . . 34½  
Pittsburgh. . . . 22  
Cincinnati. . . . 19½  
Chicago. . . . 16  
Detroit. . . . 14  
Zone 3—Bay City.  
New York City. . . . 27½  
Pittsburgh. . . . 17  
Cincinnati. . . . 16  
Chicago. . . . 13  
Detroit. . . . 10  
Zone 4—Greenville.  
New York City. . . . 29  
Pittsburgh. . . . 17½  
Cincinnati. . . . 16  
Chicago. . . . 13  
Detroit. . . . 11  
Zone 5—Sandusky.  
New York City. . . . 27½  
Pittsburgh. . . . 22



Cincinnati. . . . 18  
Chicago. . . . 15  
Detroit. . . . 13  
Zone 6—Vicksburg.  
New York City. . . . 29  
Pittsburgh. . . . 17  
Cincinnati. . . . 15  
Chicago. . . . 10½  
Detroit. . . . 11  
Zone 7—Fontana.  
New York City. . . . 27½  
Pittsburgh. . . . 17  
Cincinnati. . . . 15  
Chicago. . . . 13  
Detroit. . . . 10½



# Michigan Business Farming

*The Best Crop Reporter and Market Guide ever published solely in the interests of those who make a business of tilling the soil for their living.*

Founded by GRANT SLOCUM and compiled under his direction.

## TERMS FOR SUBSCRIPTION:

Five Weeks' Trial.....Ten Cents. Fifteen Weeks' Trial.....25c

**FIFTY WEEKS OR MORE ONE CENT PER WEEK**

(In remitting give full name, post-office and rural route and advise whether you are an old or new subscriber to facilitate acknowledgment)

Entered as Second-Class Matter, October 13, 1912, at postoffice at Detroit, Michigan, under the Act of March 3, 1879

PUBLISHED EVERY SATURDAY AT DETROIT BY  
**THE RURAL PUBLISHING COMPANY, Inc.**  
ALSO PUBLISHERS OF THE GLEANER, MONTHLY FARM MAGAZINE.  
95 Fort Street West.

NEW YORK 1 Madison Ave. CHICAGO First Nat. Bank Bldg. ST. LOUIS 3rd. Nat. Bank Bldg. PORT HURON Sherman Bldg.

**HONEST ADVERTISING SOLICITED AT THE FOLLOWING RATES:**  
Ten cents per agate line, flat. No discounts for time or space, and no contract at this rate accepted for a longer period than six months. Attractive combination rate with The Gleaner, monthly.

## EDITORIAL

**M**ICHIGAN people in general and the farmers in particular, are getting mighty tired of the discussion that has been going on for lo, these many years, over the sugar tariff. The Senate Committee had another hearing last week, and every mother's son who is getting a rake-off out of the \$1.67 per hundred pound tariff, was right on the job, with tears in his eyes, praying that the lead pipe tariff cinch be not tampered with.

### PUT UP, SHOW UP OR SHUT UP.

Sugar Beet Joe Fordney, who was re-named "Sugar-sack Joe" during the last campaign, and who came so near the buzz-saw that he is shivering yet, acted as spokesman for the sugar interests.

A dispatch from Washington puts it this way: "Mr. Fordney was coached in the questions he propounded by F. R. Hathaway, Secretary of the Michigan Sugar Company—the sugar beet trust." Uncle Joe Fordney played the "sugar beet game" and played it well for a time, but the farmers got onto his curves, and he made a home run by the skin of his teeth. His district was against him by thousands of votes, but the fact that two candidates were in the field let him within the enclosure again. What the sugar beet growers needed was a good friend in Congress to present their side of the case—and they will have such a friend two years hence.

Sugar beet growers realize that they are in no way benefited by the present tariff on sugar. Every family pays to the Sugar Beet Manufacturers of Michigan a tax of \$1.67 on every one hundred pounds of sugar they consume. If this tax were necessary; if the beet sugar manufacturers would give the farmers a square deal; if they would pay a decent wage to the men they employ—it would be different. But it is a fact that they have screwed the farmer right down to a bare existence, and they pay their employes less wages than any other manufacturers.

We are not throwing bricks at the industry; we want to see it succeed; but so long as these manufacturers, like great big sponges take everything in, and never give anything back, there's going to be a demand on the part of the people that the beet sugar manufacturers either "put up, show up or shut up." When the farmers asked for a raise in the price of beets, they simply ignored the request. President Warren, of the Michigan Sugar Company, was the only one to reply, and he said: "If the farmers aren't satisfied with the price, why in h—l don't they raise potatoes?"

Warren has made his millions out of the sugar business, and still he cries for an opportunity to continue to suck the government's "sugar teat." If the farmers could answer his appeals for help, they would calmly ask him, "Why in h—l he didn't manufacture brooms if it doesn't pay to manufacture sugar."

We hope that the Wilson administration will do away with this Tom-fool committee business, and get right down to brass tacks. If the people are to be taxed to support the sugar beet industry, let's know why, when and how. If the "infant" needs further nourishing; if it hasn't got beyond its days of belly-aches; all right; we'll return the teat.

However, the Michigan Sugar Company has certainly cut its teeth; and it's time to find out whether it should be weaned or not. The farmer has a right to inquire why he can't get a decent price for beets. He wants to know why, when the factories are making big profits out of both the sugar and the by-products, they can't

pay more than they did when the by-products were dumped into the river.

Some of the beet sugar factories have paid as high as sixty per cent in dividends. The Michigan Sugar Company has paid as high as thirty-five per cent. Did the people of Michigan contribute to this profit at the rate of \$1.67 per hundred on all sugar they used? Did the farmers and laborers in the factories get any of the benefit of this tax?

These are the questions that the people want answered. The government of the United States ought to be able to take this "infant" on its knees and give it a good spanking; and it ought to do it for insulting the farmers who raise sugar beets, if for nothing more. And then an investigation should be made. The business should be thoroughly gone over; the water squeezed out of the capital stock, and the "kid" made to sit up and stop its squalling.

The time for dealing with generalities is past. The "bluff game" has been worked to a finish. The cry, "close the factories" was heard upon every four corners during the recent campaign. The "infant industry" deal has been worked to the limit. You fellows who manufacture sugar from the beets grown by the farmers of Michigan ought to

"PUT UP, SHOW UP OR SHUT UP."

## IS CERTAINLY A "HUMMER"

BEHOLD! WE HAVE FOUND AN  
HONEST SUGAR MANU-  
FACTURER.

While Representatives of the Michigan Sugar Trust Are Using Every Means to Retain the Present Tariff, George P. Hummer, of Grand Rapids, Turns on the Light.

It is indeed refreshing to know there is at least one man interested in the manufacture of sugar who is willing to tell the truth. During the past week the beet sugar manufacturers of Michigan have had their innings with the senate committee and they have been crying their eyes out in an effort to retain the present tariff on sugar. The question of the tariff on sugar was made a campaign issue last fall, and Mr. Warren, of the Michigan Sugar Company, tried to sweeten up the professional politicians in an effort to get the right kind of representatives at Washington. For his efforts he received a good spanking, and he has not been heard of since election. However, the companies who have waxed fat at the expense of the farmer and the consumer as well, are not without their friends, bought and paid for, of course, and they have tried to make a showing before the senate committee. Headed by Congressman Fordney, of the Saginaw district, they have tried to prove that if the tariff was reduced the sugar companies would have to go out of business. Their representative, however, has dealt mainly in generalities, and no figures have been presented to the committee that would show how much profit they are making.

The Michigan Sugar Company have made up a rag baby and labeled it "The Michigan Sugar Refining Company," and with this they are trying to scare the beet sugar growers. It developed in a hearing before the committee that the awful American Refining Company, the "trust of trusts," owned about 40 per cent of the stock of the Michigan Sugar Company; therefore, the two concerns are certainly well enough acquainted to be companionable bedfellows.

Despite that he is appearing in Washington as the official representative of one of the Michigan beet sugar companies, George P. Hummer, of Grand Rapids, has taken the position that one-third of the present high duty on sugar may be lopped off without injuring the beet sugar business of the United States.

Secretary F. R. Hathaway, of the Michigan Sugar Company, and all the other representatives of the beet sugar factories have been contending

since the house became Democrat that any reduction would work a distinct hardship. The position taken by Mr. Hummer is at variance with the attitude of others. Mr. Hummer was not given a chance to speak before the members of the ways and means committee by Henry T. Oxnard, who controlled the time of the beet sugar men, but today he presented his views to members of the committee individually. He told them that the Holland-St. Louis Company, which he represents, has paid dividends averaging 15 per cent, and that one dividend of 60 per cent was paid. The latter dividend covered several years' business, however.

Mr. Hummer, as a strong Democrat, was able to approach the majority members of the committee and have them heed his arguments as a party man. He claimed that if the present duty is reduced more than one-third it will undermine the industry.

Mr. Hummer, because he was unable to voice his views before the entire committee, has filed a brief and will return to Michigan today.

The Grangers of the west feel that the time is ripe for a state-wide movement toward lessening expenses and increasing profits and will at once federate their interests, as noted by the following: While there has been no demonstration of an insurgent nature among the farmers attending the Kansas Agricultural and Industrial congress here there was an evident desire to take independent action of some kind.

## 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.



## LATER REPORTS SHOW GREATER LOSS

ORANGE AND LEMON GROVES  
FROM ONE END OF CALIFOR-  
NIA TO THE OTHER LAID  
WASTE BY "BLIGHTING  
FROST THAT SWEEPS  
STATE.

For First Time in Recent Years Real  
Truth of Conditions are Told—Ice  
Two Inches Thick Reported.

The full extent of the damage caused by the freeze which visited California last week, was not known at the time the "Pink Sheet" went to press. Californians are so loyal to their own state that actual conditions are usually hard to get at, but when the associated press dispatches reported that frost had wiped out practically all the orange and lemon groves, and this news found its way east, the people realized that California had suffered a state-wide calamity. An investigation as to the extent of the damage was at once taken up and every fruit-growing section in the state was visited and reports made to a central committee. The truth must be told, and it is a fact that the California vegetable and fruit industries have been visited by one of the worst freezes in the history of that state, and no record of a disaster equal to the present can be found.

The temperature on the fatal Sunday evening, over the entire southern portion of California, dropped slowly to from 10 to 12 degrees below freezing. The government weather bureau, taking temperatures from the tops of buildings in Los Angeles, San Diego and other places, recorded as low as 19 to 20 below, and private reports, taken on the ground and in groves, recorded at low as 8, 12 and 14 degrees below freezing. On the day following, the temperature over the southern part of the state remained from 26 to 30 degrees, and on the following evening the temperature gradually dropped to points equal to if not lower than the night before. On Tuesday morning, when the fruit growers, who were nearly worn out by their 48 hours' fight with King Frost, visited their groves, they found that from 75 to 90 per cent of the fruit and vegetation of all kinds had been absolutely destroyed. In many places citrus fruits hung on the trees frozen solid.

Later reports show that not an orange or lemon grove or a whole field of vegetables in the state escaped. Older trees as well as young ones are badly damaged. Many, no doubt, will not survive, while it will take others many years to grow new fruit wood and reach their former condition. The total loss to crop and trees is estimated at \$50,000,000.

The battle of the growers to save their crops is one long to be remembered. All through the citrus districts, every man, woman and child able to handle a smudge pot fought desperately for two nights, but each hour in passing took with it \$1,000,000 worth of fruits and vegetables. At 12 o'clock on the fatal night many growers abandoned all hope, but millions of smudge pots were kept going

If YOU like the  
"pink sheet" Help Boost!

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

## Last Moment Market Flashes

LOSING scenes at market centers, as the "Pink Sheet" goes to press, are melancholy enough. The California freeze, the north-western snow blockade, the cold weather of the middle west and the southern floods, all conspired to depress the market. All things taken into consideration, the general markets have stood up exceptionally well, and the prevailing prices this moment signify, if anything, that there is no present danger of an onrush of the so-called surplus. Financial affairs were never in better shape. The money market holds easy and steady. The principal markets for all products are being quite satisfactorily supplied through the stocks held by country buyers, and if the farmers will use discretion in disposing of the stocks they have on hand, reasonably profitable prices along all lines are assured.

THE LAST MINUTE before going to press, we secure quotations on the several commodities from the principal market centers. A detailed statement covering conditions, our predictions and special advice, will be found with each commodity on the following pages. The very latest quotations are:

|                                                    |                                    |
|----------------------------------------------------|------------------------------------|
| Wheat No. 1 White (large mills paying).....        | \$1.14 <sup>1</sup> / <sub>4</sub> |
| Wheat No. 2 Red (large mills paying).....          | 1.15 <sup>1</sup> / <sub>2</sub>   |
| Oats, Standard.....                                | .36 <sup>1</sup> / <sub>2</sub>    |
| Rye.....                                           | .62                                |
| Beans.....                                         | 2.18                               |
| Hay (best market today, New York) at.....          | 20.00                              |
| Potatoes (best market today, Philadelphia) at..... | .62                                |
| Butter.....                                        | .32                                |
| Eggs.....                                          | .26                                |
| Poultry.....                                       | .14                                |
| Dressed Hogs (Detroit Market).....                 | .09 <sup>1</sup> / <sub>2</sub>    |

during the next 12 hours. The wind was strong, and this effort proved of little avail in heating all of outdoors.

A correspondent states that the morning after the freeze the groves looked as if they had been damaged by fire. The stories from the different districts vary but little. The damage is widespread and the loss almost complete. A report from the Redlands district, which is considered one of the safest, says: "This vicinity has had the worst freeze in its history. On the lowlands the thermometer registered 14 degrees, and on the high land as low as 18 degrees. Not 10 per cent of the oranges in the district can possibly be saved. Groves heretofore immune have been hit. Nursery stock and trees are all badly damaged." An eastern buyer states that Tuesday morning after the freeze he found ice two inches thick. His report says that not 10 per cent of the crop can be saved. A writer to an eastern publication says that the calamity is so great that in other countries the same thing would be regarded as an occasion for a general subscription to relieve the sufferers, but Californians are not easily defeated, and just as slowly and surely as San Francisco arose to a beautiful and modern city from its bed of ashes, California vegetable and fruit growers will, Phoenix-like, arise to more scientific methods and greater production as well as greater success. One hundred and fifty thousand people are more or less affected by this sudden freeze, and the work of many years has been destroyed in a single night.

### PARCELS POST DOING A BIG BUSINESS

(Continued from Page One)

of shipments at present. Some changes must be made, not only in the rates charged, but in the manner of delivering. However, these changes will come about naturally enough, as the business expands, and the people generally are to be congratulated upon the fact that they are at last afforded a means of escape from the clutches of the express companies.

If you are after a profitable sow, better not pay so much attention to the number in the herd book as to good bone, good constitution and big litters.

vided her citizens would send representative men, but if she is going to follow the plan that has been in vogue during the past few years, it will be best for all concerned if some one legislates for her.

### A SHOW FOR YOUR MONEY.

The state tax commission has given out the following table showing the comparison of taxes on general property for 1911 and 1912.

|                | 1911.           | 1912.           |
|----------------|-----------------|-----------------|
| State tax....  | \$ 6,523,013.22 | \$ 5,451,852.68 |
| County tax..   | 4,717,880.81    | 4,984,404.46    |
| Township tax.. | 1,191,002.69    | 1,209,518.85    |
| School tax...  | 8,532,423.35    | 10,644,688.72   |
| Highway tax... | 3,471,432.39    | 3,845,834.89    |
| County road.   | 815,227.24      | 1,208,043.13    |
| Drain tax....  | 216,059.66      | 214,404.70      |
| City tax....   | 12,344,155.80   | 14,008,187.95   |
| Village tax... | 1,490,847.76    | 1,565,707.62    |
| Rejected tax.  | 13,656.24       | 10,325.09       |

Total .....\$39,315,699.16 \$43,242,968.04

### PUSH IT ALONG.

A half-dozen bills have already been presented in the senate and house, providing ways and means of caring for short-term prisoners and furnishing employment for the long-termers. Representative McBride, of Shiawassee county, suggests that lumber camps be established in the north woods, where the short-termers would be given an opportunity to engage in the muscle-building, blood-enriching work of swinging the ax and pulling the saw. Representative Tufts, of Ludington, also has an idea of his own; he says:

"We've got to do something to save the young men who go wrong," he declares. "My four years as sheriff gave me sufficient insight into the terrible conditions that prevail among habitual criminals, and also the almost impossible work of preventing the habituals from contaminating the young men. Personally, I believe we should build two institutions for first termers; one in the central part of the lower peninsula, say here at Lansing; another at Cheboygan or some point near there, readily accessible to the upper peninsula, to serve the northern part of the state. Send the young men there and give them suitable work under control of men who have sufficient knowledge of psychology to reach the mind of the man who goes wrong."

That prison legislation of some sort will be passed is practically certain, as from almost every section of the state has come the demand that the present system of contaminating young men by herding them with habitual criminals, perverts and degenerates be abolished.

**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



## THE MARKET SITUATION VIEWED FROM THE INSIDE

Continued from Page Three

for a jumping condition. If this commodity can maintain itself on its present standard, with a natural tendency to a little betterment existing, it will be doing very well. Much depends, of course, on the disposition of consumption. Whether this is going to be enhanced or not is a feature on which depends the future expectancy of corn very much. This is an angle which is almost impossible to determine.

### CORN—DETROIT MARKET.

|                   |         |
|-------------------|---------|
| No. 2 white.....  |         |
| No. 3 white.....  |         |
| No. 4 white.....  |         |
| No. 2 yellow..... |         |
| No. 3 yellow..... | .51 3/4 |
| No. 4 yellow..... | .50 3/4 |
| No. 2 mixed.....  | .50 3/4 |
| No. 3 mixed.....  |         |
| No. 4 mixed.....  |         |

### CORN—CINCINNATI MARKET.

|                   |     |
|-------------------|-----|
| No. 2 white.....  |     |
| No. 3 white.....  | .54 |
| No. 4 white.....  | .52 |
| No. 2 yellow..... |     |
| No. 3 yellow..... | .52 |
| No. 4 yellow..... | .51 |
| No. 2 mixed.....  |     |
| No. 3 mixed.....  | .52 |
| No. 4 mixed.....  | .51 |

### CORN—PITTSBURG MARKET.

|                   |     |
|-------------------|-----|
| No. 2 white.....  |     |
| No. 3 white.....  |     |
| No. 4 white.....  |     |
| No. 2 yellow..... | .55 |
| No. 3 yellow..... | .54 |
| No. 4 yellow..... |     |
| No. 2 mixed.....  |     |
| No. 3 mixed.....  |     |
| No. 4 mixed.....  |     |

Did you ever stop to think that a cold animal is shivering off pounds of flesh.

## APPLES

The situation from week to week continues to demonstrate that the apple situation is entirely up to those having the same in store—that it depends entirely on the manner of disposition of the same—that they have the situation entirely in their hands—how well organized they may be with reference to a certain standard of price set, all goes to determine the real result. We can see no reason in the world why it is not most conservative to expect a most healthy condition to exist from now on, which would mean a gradual advance, because from now on we are facing much (months on which fruit of this nature is looked to as a real luxury, and, in turn, are expected to bring an advanced price. We cannot learn that storage houses are holding an amount in excess of normal at the present time. Added to this, we have the report of the orange situation in California. We do not believe the damage to the orange crop is going to be as severe as was at first reported. We will not figure on this to reflect on the future of apples so very much, but we do believe that it will have some effect—that it can be considered as an asset to the general situation. We are pleased to report that apples are keeping very well this year. Practically every barrel going into storage in proper condition, is coming out likewise. Of course, it may be the disposition of holders, to hold a little too long, or in other words, not to regulate the disposition to the best advantage. Upon this feature hangs the real possibilities of the future situation.

### APPLES—GENERAL MARKET.

Fancy, per barrel.....2.00 to 3.00  
Ordinary, per barrel.....1.00 to 2.00

A good sensible horse in the hands of a fool boy causes most any kind old man to shudder. A whip behind and a cruel bit in front put the poor horse in a most unenviable position. If the whip is far enough behind, the boy might be taught to better understand what the animal suffers.

## ONIONS

 We do not wish you to feel too much encouraged because of our changing flags this week. The situation is clearing up a little, but just how extensive it is going to be, still remains a question. As already demonstrated, it is about the time when regular receivers would have their holdings cleaned up and in turn be ready to take on a new supply. This is the class of trade which is making the little change in demand at the present time. We notice that dealers do not feel overly strong and secure on the future, as evidenced by quotations they are continuously putting out to the regular trade. We are a little surprised that they do not take more advantage of a possible situation. With the amount held back by the dealers in their storehouses, it may be quite impossible on the part of the producer to so regulate disposition as to improve it. This is one feature that looms up as a real barrier to the future situation. This is a feature which gives us more alarm than anything else. We would rather have all of these onions in the producers' hands than in the dealers' hands, because we feel that we could regulate the disposition to fully better advantage. The dealer owns these onions at a low figure and they are nice stock. As soon as a reasonable profit shows, we expect they will dump. March and April are the heavy months for disposition. The real demand comes at this time. We do not expect a recurrence of the critical situation through which we have passed, but from above reasons, it is really quite impossible to determine just what the future is going to develop to.

### ONIONS.

#### Detroit.

|                                    |     |
|------------------------------------|-----|
| Yellow Globe, sacked, per cwt..... | .70 |
| 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..... | .85 |
| Red Globe, sacked, per cwt.....    | .50 |
| Yellow Globe, bulk, per cwt.....   | .50 |
| Red Globe, bulk, per cwt.....      | .30 |

A thermometer in the stable and a fixed habit of looking at it will go a long ways toward establishing proper temperatures. Don't allow Jack Frost to associate with your cows.

## CABBAGE

 It does seem peculiar that we cannot experience any time when there is at least a little tone to the cabbage situation. Not since the market broke and went to smash in the fall have we experienced a solitary time when shipments of cabbage could be made to any advantage whatever. True it is that occasional cars come in from nearby points and are sold at comparatively satisfactory prices. Trade of this nature can always be protected, because of being able to take advantage of a momentary situation, also, able to guarantee delivery at a specified time. Quick shipment and short haul both tend to make possible the above result; but from a general standpoint, there is absolutely no encouragement whatever to give out.

### CABBAGE—GENERAL MARKET.

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

The period of gestation in sheep is 145 days, or, in round numbers, five months.

## BUTTER

 The market this week is on about the same basis as our last week's report showed. At this time there was a tendency to just a little easier tone to the situation existing. We would like to know just what the nature of the undercurrent is that is working on this commodity. It is certainly evident that something of this nature exists. There is no real reason—no good substantial excuse for a cut in the price of butter at the present time. We appreciate that it is a comparatively high market level. Possibly, the standard was set a little high. It is very possible that substitutes have begun to make the same show to be in a top-heavy condition.

### BUTTER—GENERAL MARKET.

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

Your best cows are invariably your greatest water consumers; yet their milk is not watered when supplied through the lips.

## EGGS

 A continuation of mild weather has increased wonderfully the flow of fresh stock. This has had much to do with the excited condition of large storers of eggs. The result has been that a gradual dumping is in evidence and accordingly quite a keen and severe cut has been made all along the line. We cannot see any particular hope for advancing the standard, because with the heavy amount of storage stock, which we feel sure exists and also of the season being almost with us when Southern fresh stock will commence to arrive. The only asset we have to the situation, as producers of fresh eggs, is the feature of two of the expected coldest months of the season facing us. We do not feel disposed to advise holding, it don't appear to be safe. We would rather advise taking a chance on a gradual flow of your holding from day to day.

### EGGS—GENERAL MARKET.

|                   |     |
|-------------------|-----|
| Large fresh.....  | .26 |
| Medium fresh..... | .23 |

Get up a community interest in a certain breed of horses. After a while buyers will flock to the place where they know they can buy a carload of the kind they want.

## POULTRY

 The poultry situation has developed to a purely chicken business. By that we mean that receipts of poultry do not constitute turkeys, geese and ducks at the present time, simply chickens. The tone of the situation is very promising at the present time. This has been a year of very heavy consumption.

### 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 .14 |
| No. 2 Fowls.....           | .10 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.

based, we suppose, on the high market standard of meat products in general. Even with our healthy condition existing, we have at many times been below a sympathetic level, but from now on we see no reason or danger of the situation, being most satisfactory. We do not feel like advising you to either hold or dispose, because we think the general situation is such that you can handle your individual problem as best suits conditions existing and at the same time be safe in so doing.

## LIVE STOCK

### Chicago—Cattle.

Live stock arrivals the past week were the largest in the aggregate in the past two months; and the price of cattle underwent a slight downward cut. At the week's close arrivals showed a footing of 28,000 head, and beef cattle sales were made at a decline of largely 10@15c from last week. Heavy beefs showed little favor, being very hard to move even at the greatest decline, although a few tops induced a \$9.50 rate. Light weights and low priced steers on the other hand were in better demand, due to the presence of numerous country buyers who furnished a slight outlet through country shipments, and at a steady basis. The veal trade remains good, though not at high prices of two weeks ago. Best carcasses the past week brought \$11, while the average was near \$9.60. Cattle schedules for the week, as below:

### CATTLE—CHICAGO STOCK YARDS.

|                                       |                |
|---------------------------------------|----------------|
| Beef steers, good to prime heavy..... | \$8.50 to 9.35 |
| 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 7.15   |
| 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 11.00  |
| Bulls.....                            | 4.75 to 7.00   |

### Detroit—Cattle.

A depressing condition existed at the Michigan Central stock yard throughout the past week. The market closed at a 25c decline on all desirable grades, while bulls and canners slid along at about even levels. Judging from prevailing conditions at the yards a further decline is in promise. The warm wet weather, always productive of marked irregularities, has greatly interfered with getting around, as well as holding back timid buyers. The veal market has also suffered a stiff decline, selling from 50@75c lower than a week ago, while milch cows were exceedingly slumpy in common grades, but with best in good demand from milk dealers and farmers at \$75 for tops, down to \$30 for common barn yard trotters. The trade was very discouraging to sellers. Most dealers report that their trade has been very poor during the past week and that most of their abattoirs are full to capacity. There was a little demand from the country for feeders and stockers, yet quite a large number went over unsold, due to late ar-

### CATTLE—DETROIT STOCK YARDS.

|                                       |                |
|---------------------------------------|----------------|
| Beef steers, good to prime heavy..... | \$7.50 to 7.80 |
| Beef steers, medium to good.....      | 6.50 to 7.50   |
| Beef steers, common to fair.....      | 6.00 to 7.00   |
| Yearlings.....                        | 4.50 to 5.00   |
| Beef cows, common to selected.....    | 4.75 to 5.00   |
| Heifers, selected.....                | 6.00 to 6.85   |
| Stock steers.....                     | 5.25 to 5.50   |
| Feeders.....                          | 5.50 to 6.00   |
| Canners and cutters.....              | 3.50 to 4.20   |
| Good to prime veals.....              | 9.00 to 11.00  |
| Bulls.....                            | 4.50 to 5.00   |



rivals. Following schedule of prices prevailed:

**Buffalo—Cattle.**

Light supplies coupled with muggy disagreeable weather caused a very indifferent demand from local killers, and to these the trade largely looked for support. To make sales move, a shade lower than prevailing prices was the opening wedge which resulted in a slight decline from the prices of a week previous. The demand, however, continued very satisfactory for the choicest butchering grades and indications pointed to good trade for the near future for best stock. Stockers and feeders are running light, while the bull and bologna trade continues good. The fresh cow and springer trade is very active, and anything that shows promise as a milk producer is led away on short ceremony and at good prices. The veal trade is peculiar. Though arrivals are very limited yet a declining market is the order, a tumble of at least 50c being the record of less than a week. Top veals are yet commanding a \$12 mark, but fair to good are slow at \$9.50, and poor down to \$4 and slow. We quote this market as follows:

**HOGS**

**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   | 6.50 to 7.00   |
| Yearlings                     | 8.25 to 8.75   |
| Beef cows, common to selected | 6.00 to 6.50   |
| Fat heifers, good to choice   | 7.25 to 7.50   |
| Heifers, selected             | 6.75 to 7.00   |
| Stock steers                  | 6.00 to 6.25   |
| Feeders                       | 6.00 to 6.25   |
| Canners and cutters           | 3.00 to 3.50   |
| Good to prime veals           | 11.50 to 12.00 |
| Bulls                         | 6.25 to 6.75   |

**Chicago—Hogs.**

Hog prices for the week showed an average 3c uplift, small packers and shippers were aggressive and competition was more or less spirited. Top-pers brought a 5c raise and \$7.50 was the ruling price for really best grades. The larger packers were reluctant about paying the increase and their delay finally caused a weakness to exist, but their ruse failed and the market closed strong at the advance. The average of sales at close showed a \$7.38 rate, against \$7.47 a week ago, \$6.26 one year ago, and \$8.04 two years ago. Market prices appended:

**HOGS—CHICAGO STOCK YARDS.**

|                              |                  |
|------------------------------|------------------|
| Bulk of sales                | \$7.35 to \$7.45 |
| Common to good mixed         | 7.30 to 7.40     |
| Fair to medium weight        | 7.35 to 7.45     |
| Lightweights                 | 7.35 to 7.45     |
| Selected 200-300-lb. packers | 7.25 to 7.35     |
| Stags, 80 lbs. dockage       | 7.50 to 8.00     |
| Pigs                         | 6.75 to 7.40     |

**Detroit—Hogs.**

A 5@10c decline from last week's prices was witnessed throughout the hog department on all grades. Bad weather and erratic arrivals, due to poor railroad service, were the main agencies that put crimps into the smooth running and rapid movements of sales and the market closed on a lagging demand. One price seemed to prevail on all grades the only divergence being in quality such as is usual with stags, old boars and other derelicts, these going for what they would bring in order to make a clearance. The prevailing price for the better grades was around the \$7.40 mark, the only variance being with the light Yorkers, which required a 5c reduction from tops to

**HOGS—DETROIT MARKET.**

|                            |                |
|----------------------------|----------------|
| Fair to choice butchers    | \$7.45 to 7.50 |
| Lightweights               | 7.45 to 7.50   |
| Boars, according to weight | 3.00 to 3.25   |
| Pigs                       | 7.25 to 7.30   |
| Stags                      | One-third off  |

cause a movement. Prices as appended shows the market trend:

**Buffalo—Hogs.**

A slight decrease in arrivals has had the effect of giving good support to trade. Offerings around 4,000 head, against 5,600 a week ago, and 7,200 one year ago. Outside orders were limited, but local packers gave liberal support to trade and activity was the rule all along the line. With the exception of the extra heavies and pigs all other grades were wearing a 5@10c advance. The heavies seemed neglected and were not noticed until after the more trim grade had passed the block. The week's close showed the market for tops, which means fancies, \$7.90, and extra heavies at \$7.60, and other grades balancing around \$7.75. The price range at close showed a 15c decline from prices a week ago:

**HOGS—BUFFALO STOCK YARDS**

|                       |                  |
|-----------------------|------------------|
| Common to good mixed  | \$7.70 to \$7.80 |
| Fair to medium weight | 7.70 to 7.75     |
| Lightweights          | 7.65 to 7.70     |
| Fancy shippers        | 7.70 to 7.90     |
| Stags                 | 5.50 to 6.25     |
| Pigs                  | 7.60 to 7.65     |

**Chicago—Sheep.**

Sheep and lambs remain at about recent declines of 35@50c of a week ago. Tops in the prime lamb class touched the \$9 mark frequently and good fat wethers were in fair demand at from \$6@6.20. Packers were slow to take hold, feeling that added declines were on the way, and it was not until receipts had been pretty well reduced that any activity developed. Greatest demand existed among western lambs, these holding preference, native lambs forming a close second and at nearly same prices, with good feeding lambs taking third place, with fairly liberal demand existing at prices as below:

**SHEEP—CHICAGO STOCK YARDS.**

|                           |                  |
|---------------------------|------------------|
| Lambs, good to choice     | \$8.00 to \$9.00 |
| do, fair to good          | 7.00 to 7.90     |
| do, cull to common        | 6.75 to 7.00     |
| Yearling lambs, choice    | 7.00 to 8.10     |
| do, cull to fair          | 4.25 to 5.00     |
| Wethers, choice           | 5.00 to 6.15     |
| Mixed sheep               | 3.25 to 3.50     |
| Ewes, choice handy weight | 4.60 to 5.60     |
| do, choice heavy          | 5.20 to 5.50     |
| Cull sheep                | 3.25 to 4.75     |
| Bucks                     | 3.25 to 4.00     |

**Detroit—Sheep.**

A marked decrease in the arrivals of sheep and lambs was noted last week, yet lambs suffered a 20c decline from price of the middle of the week, but about steady with the close of the week previous. Best lambs were in fair demand at \$8.40, and some classy ones gambled off at a \$9 pace, yet these were few; the prevailing price being \$8.25 for fair to good, and culls and common down \$2.50. Many arrived in a wet condition and this, coupled with the muddy, sloppy condition of the yards, gave everything and everybody a discouraging appearance. Following were about the ruling prices:

**SHEEP—DETROIT STOCK YARDS.**

|                        |                  |
|------------------------|------------------|
| Lambs, good to choice  | \$8.25 to \$8.50 |
| do, fair to good       | 7.50 to 8.00     |
| Yearling lambs, choice | 5.50 to 7.00     |
| Mixed sheep            | 4.50 to 5.00     |
| Cull sheep             | 2.00 to 3.50     |

**Buffalo—Sheep.**

With receipts of 4,010 for the closing day of the week's business against 2,000 head one week ago and 13,000 head one year ago, the market started dull. At the outset \$9.50 was asked for choice lambs, but bidders were not anxious but stood back and begged for a \$9.30 rate. Nothing doing. A compromise placed the price at \$9.40, and this tempered the winds for the shorn lambs and they came forward and purchased quick and often. The demand for yearlings was good at unchanged prices. Some choice ones brought \$8.25 in the wethers, and

best ewes walked the scales at \$7. Trade on old sheep lacked vim; in fact, under this head everything not young was considered old, and this included both wethers and ewes, and these brought around \$6.10. Straight ewes, suitable for breeding, sold from \$5.50@5.75. The lamb trade showed tops at \$9.40, against \$10 one week ago, and \$7.45 one year ago. Below price range is shown:

**SHEEP—BUFFALO STOCK YARDS.**

|                           |                  |
|---------------------------|------------------|
| Lambs, good to choice     | \$8.90 to \$9.10 |
| do, fair to good          | 8.35 to 8.75     |
| do, cull to common        | 7.50 to 8.25     |
| Yearling lambs, choice    | 7.75 to 8.25     |
| do, cull to fair          | 5.00 to 7.50     |
| Wethers, choice           | 6.00 to 6.15     |
| Ewes, choice handy weight | 5.50 to 5.75     |
| Cull sheep                | 3.00 to 5.00     |
| Bucks                     | 3.00 to 4.00     |

**COAL.**

The present market on coal becomes a weather proposition. "What is it going to do tomorrow?" Due to the prolonged season of warm weather, the domestic trade has fallen off until it is far below the average.

The factory owners are consuming more coal for power purposes now than they have at any time for five years. Also, the railroads having an immense business, are now consuming their maximum tonnage on coal. The coal not being taken by the retail dealers is being offered to steam consumers, this keeping the price up on domestic lump.

The car situation is easing up a little, although floods on the Ohio river have temporarily shut off shipments of coal. The embargoes at present are all removed, and shipments are moving in the regular way.

**Soft Coal.**

| Kind of Coal.                 | F.O.B. Mines. |
|-------------------------------|---------------|
| Hocking lump                  | \$1.90        |
| Cambridge lump                | 1.90          |
| Cambridge lump                | 1.50          |
| West Virginia Splint lump     | 1.90          |
| White Ash block               | 2.00          |
| Kentucky 4-inch lump          | 2.50          |
| Kentucky 4x2-inch egg         | 2.30          |
| 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  | 5.00          |

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

**FLOUR AND FEED.**

Generally speaking, the market is the same as last week. There seems to be a temporary shortage on winter wheat flour and prices have made a slight advance. The demand for feed has been about equal to the supply.

| Kind.                          | Price per bbl. |
|--------------------------------|----------------|
| "Blend" flour, 1/2 paper sacks | \$5.30         |
| Spring patent                  | 4.65           |
| Per ton.                       |                |
| Coarse corn meal               | 23.30          |
| Cracked corn                   | 24.50          |
| Chop feed                      | 20.50          |
| Coarse middlings               | 23.50          |
| Fine middlings                 | 26.50          |
| Bran (standard)                | 23.50          |

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.

**MIDLINGS.**

Short feeding develops long snouts. A squealing pig denotes three things: Hunger, cold, or unsatisfactory home surroundings.

You can't make a success of chinking up cracks in the cow stable with 40-cent butter. There is a cheaper way, and you know it.

To put a frosty bit in the mouth of a defenseless horse is cowardly as well as brutal, and the fellow who makes excuses for so doing lacks but little of being criminal.

A loose, clattering shoe on the foot of a horse doesn't prove that the owner is in "rattling" good company, and it is only excusable when a man is on his way to the blacksmith shop.

**FLESH YIELDING ANIMALS LOWER**

**Cotton and Breadstuffs Show Marked Advance, Bureau of Domestic and Foreign Commerce Declaration.**

According to reports sent out by the department we find that the top has not yet been reached in the price of breadstuffs, but that a marked decline in the value of meats and food animals were the features of the export trade during the year 1912. Total values, however, broke all records, as will be gleaned from the following federal report:

The value of breadstuffs, in round figures was \$150,000,000, against \$123,000,000 in 1911; of cotton, \$623,000,000, against 517,000,000; of mineral oils, \$122,000,000, against \$104,000,000; of meat and dairy products, \$123,000,000, against \$137,000,000, and of cattle, \$3,500,000, against \$14,500,000.

The increase in breadstuffs occurred chiefly in wheat, of which the 1912 exports were 60,000,000 bushels, valued at \$29,000,000. Corn, however, shows an equally striking decrease, the quantity in 1912 having been 30,000,000 bushels valued at \$22,000,000, against 60,000,000 bushels valued at \$35,000,000.

The number of cattle exported was 32,626 against 148,611 in 1911; of fresh beef, less than 9,000,000 pounds against 28,500,000 pounds.

Other classes of meats also showed a decline though less strongly marked than that in fresh beef.

Cotton showed exports of 5,571,000,000 pounds against 4,457,000,000 in 1911, and mineral oils 1,845,000,000 gallons against 1,736,000,000.

**IN THE HANDS OF A RECEIVER.**

Farmers living in the vicinity of Hartwick have sent us several complaints with reference to dealings they have had with a firm operating under the name of Grant, Beall & Company, 326 River street, Chicago, Ill.

This company made contracts for cucumbers to be grown in the vicinity of Hartwick for the season of 1912. We find upon investigation that they did a very large business through the northwestern part of the state. The firm agreed to pay 20 cents for crooks and culls; 40 cents for large, and \$1.40 per 100 for No. 1 cucumbers. In the contracts, the company obligated itself to pay as cucumbers were delivered, with final settlement on November 15.

After two or three payments which were due on cucumbers delivered were not made, the shippers refused to let a car leave the station until the cucumbers were paid for, and in this way they secured an advance of \$200. It developed later in the season that the company had sold the tanks and pickles to Libby, McNeil & Libby, of Chicago. This firm came on, took all the cucumbers, tanks and everything of value out of the building.

All correspondence, contracts and information was referred to us, and after two months spent in trying to locate the firm, we received a letter from the Central Trust Company of Illinois announcing that they had been appointed receiver in bankruptcy for J. N. Grant, trading as Grant, Beall & Company, and the whole case is now in the jurisdiction of the United States district court.

It is a question whether the farmers will receive one cent on the dollar for the amount this company owes them. Some day the farmers will see the necessity of organizing, and through their organization will secure information as to the financial responsibility of all firms with whom they have dealings. A little investigation on the part of the farmers would have prevented this loss.

If you want a large number of healthy pigs next spring, don't feed the brood sows with the fattening hogs. The bone and muscle feed that the hogs are getting would suit their needs well.



## APPLE STORAGE SOLVED.

Here's a Plan Through Which the Fruit Grower Can Have Cold Storage of His Own.

Apples can be kept in cold storage, and that, too, without ice. The use of concrete lacks little of being a god-send to frail and decaying mankind, for, as it becomes better understood, and the farmer sees how easily it can be molded into the manifold uses on the farm, makes it now unnecessary for the apple supply to fall along about January, when the farmer needs them most. One year ago the Kansas Agricultural College constructed for experimental purposes a concrete cave, or pit, designed primarily for the storage of fruit, and from the start it was pronounced a success, as the fruit kept through the winter in perfect condition, it not being even necessary to open the packages to re-pack prior to spring shipment. Little or no damage was suffered from rotting—a fault that so often attends basement or cellar storage, much of which is due to lack of proper ventilation, which is impossible to give in a house whose living rooms are directly over the cellar. With these outside cement cellars the temperatures are easily controlled; in fact, the average variation will be no greater than it is when ice is used. In this experimental cellar not over two degrees of change per week was noticed. Such a cave as the one mentioned, being large enough to hold 1,000 boxes or 350 barrels, can be built for from \$275 to \$300, not including the excavating, which need not be very expensive when done with the farm team and the regular farm help. Inside this cave measures 24 feet long, 12½ feet wide and 7 feet high. An 8-inch tile furnished excellent ventilation, this being laid under ground so as to enter the cellar at the bottom, with its outer opening coming to the surface some three or four rods away. The air which passes through this ventilator naturally becomes warm in winter and cool in summer; thus the cellar temperature remains at a point of slight variation, which means much in the keeping qualities of fruits and vegetables.

This ventilator was partly closed after the fruit had been stored about a month, as after that the fruit needed less rapid air currents, due to the colder weather of oncoming winter. A temperature of 40 to 50 degrees is low enough at the start, and this is not hard to secure if one will but open the cave door during evenings and mornings of the fall months, and lower temperatures are not hard to get later.

As near 33 degrees as possible is about right during winter and spring, and this can easily be secured by giving a little attention to the ventilator. Nearly all of the fall and early winter apples can be kept in good condition until after Christmas, and the winter sorts will keep firm and crisp until May and June if stored in such a storage, provided they are in good condition when picked and put away. Every farm that has to deal with stored products should have a similar outside cellar.

Apples keep much better when packed in barrels or boxes than when stored in bulk, and when rot starts it is much easier to get at it than when in bulk. Under no condition should apples or vegetables be stored for long in cellars under living rooms, as it is very unsanitary, also is likely

to induce sickness from fumes that are sure to arise from decaying vegetable matter; and it is also impossible to keep even temperatures in the common home cellar.

## SHIPPER WINS SUIT.

Buyers Cannot Turn Down Shipments on a Flimsy Excuse.

A case which has been contested in the courts for several years past, was finally decided in the Chicago appellate court the other day. A judgment of \$510 was entered against George W. Lynn & Son, of that city, in favor of a shipper who resides at Hollow Rock, Tenn. The suit arose from a refusal on the part of the Chicago firm to accept a car of eggs shipped them from Tennessee. The eggs were later sold by another concern at a good price, but the shipper demanded damages from the original purchaser. The shipper won in every court, after six or seven years' fight.

Commission houses and produce buyers have been in the habit of turning down shipments on the flimsiest kind of excuses. If there happened to be a drop in price after the shipment was made, the purchaser would claim that the shipment was not up to specifications, and would therefore turn the proposition down without so much as an explanation. The decision in this case as certainly in the interest of shippers, and will place them in a position where they can get a square deal from the fellows who are operating at the other end of the line.

## WILL HELP THE APPLE MARKET.

It is Believed That the California Freeze Will Help Apple Prices.

Apple holders consider that the outlook for a successful close to the year's apple deal is far more promising now, due to the disastrous freeze this week in the California citrus fruit belt. Apple operators to a man express sympathy for the orange growers on the coast, but they see in this calamity a reason why apple prices should show a strong advance. Apples and oranges are strong competitors, and it is figured that a material decrease in the citrus fruit supply will cause a corresponding increase in the demand for apples.

Fruit growers are going to get very little benefit from the increased prices, however, as more than 80 per cent of the crop is now in the hands of the buyers. Chicago reports state that there are now 6,500,000 barrels of apples in storage throughout the country.

We would advise growers who have apples for sale to watch the market very carefully, and be ready to take advantage of the increased price which, in our opinion, is sure to come.

## HOLDUP OF PARCELS POST.

Skunk Skins Are Responsible For the Deed.

Somebody threw rocks into the smoothly running machinery in the parcels post division of the Decatur postoffice and the clerks were forced to beat hasty retreats for the great out-of-doors, where breathing was easier. Some Illinois trapper, wishing to get his season's collection of hides to market with as few cents as possible, thought it good sense to use the parcels post in their transportation, little realizing that a multitude of scents would be born of his operation. When his package of skins was handed over to the rural carrier they were undoubtedly cool and contented; but when they were rudely thrown into the close, heated quarters of the postoffice their confinement became too great, and they instantly proceeded to prove to that office force that the dead shall live again. The package was carried out on the end of a pole and hung on a tree; and as soon as it becomes scentless it will be returned to its rightful owner.

## INTERESTING BUTTER FACTS.

Government Reports Give Some Idea of the Magnitude of the Dairy Business in This Country.

There were 5,140,869 farms in the United States on April 15, 1910, on which there were dairy cows, according to statistics compiled by the Bureau of Census, Department of Commerce and Labor. The total number of cows was 20,625,000. The total value of dairy products of farms in 1909, exclusive of milk and cream consumed on the farm, was reported as \$596,413,000. This represents the sum of receipts from the sale of milk, cream and butter fat (amounting in all to \$872,403,000), and the value of all butter and cheese produced on farms, whether sold or retained for home use (amounting to \$224,010,000).

The value of dairy products sold in 1909 was \$473,769,000, of which the value of milk, cream and butter fat sold represented nearly four-fifths and that of butter most of the remainder.

The farm production of butter and of cheese is given as 994,651,000 lbs. and 9,406,000 lbs. respectively, in 1909. Of the total value of dairy products in 1909 (excluding the value of milk and cream consumed on the farm where produced), the East North Central division reported \$159,674,000, the Middle Atlantic division \$130,773,000 and the West North Central division \$108,825,000, these three divisions together reporting over two-thirds of the total.

The quantity of butter made on farms was less in 1909 than in 1899 in the four geographic divisions of the north, and also in the Pacific division, but in all of these divisions, except the Middle Atlantic and the New England, the factory production was decidedly greater in the later year than in the earlier.

The leading dairy states in 1909, as judged by the total value of the farm production (excluding milk and cream used at home), were New York, Wisconsin, Pennsylvania, Illinois, Iowa, Ohio, Minnesota, Michigan and California, in each of which the value reported exceeded \$20,000,000. In production of butter on farms and in factories combined, Wisconsin was the leading state. New York ranged next to Wisconsin in the production of cheese.

The average value of butter sold by farmers in the United States as a whole was 24.2c per pound in 1909. The average value of cheese sold was 12.1c in 1909.

## COST OF PRODUCING MILK.

The people of cities who complain about the high price of milk may be interested in knowing what it costs to produce and distribute good marketable milk. An investigation made last year by the Dairy Department of the College of Agriculture, Ohio State University, shows that the average cost of producing a gallon of milk in Ohio is about 25 cents, or 6.25 cents per quart, allowing 3,200 pounds per cow per year as the average milk production. This takes into consideration the cost of feeds, labor, interest on investment, maintenance, insurance, taxes, etc. When the average milk production per cow is increased the cost is decreased. The average cost of distribution is 3½ cents per quart, making a total of 9.75 cents per quart as the cost of producing milk and delivering it to the customer. This means that when milk retails at 10 cents a quart, the average producer and distributor is making little or no profit in the transaction. Where high producing cows are kept and economic methods of handling and distributing on a large scale are employed, the above figures are greatly reduced and there is a fair profit in the dairy business. However, it is the average producer, who keeps average cows, the increasing cost of feeds and labor and the greater demand for sanitary conditions that are contributing to the high price of milk.

# Here's a Big Boosting Offer open

to all paid-up subscribers, for just as long as the first edition of Grant Slocum's book

## "How to Market Farm Products for Profit"

(Price \$1.00)

lasts on our shelves

## Here's the offer!

Send us a postal money-order for

# ONE DOLLAR

to pay for

10 trial subscribers at 10c

or

4 trial subscribers at 25c

or

2 subscribers at 50c

and we will ship you a copy of this new book FREE with our compliments for your trouble

REMEMBER THIS OFFER IS ONLY GOOD UNTIL THE FIRST EDITION IS EXHAUSTED — We want you to help boost.

MICHIGAN BUSINESS FARMING  
95 West Fort Street, DETROIT

**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!