

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

# Michigan Business Farming

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

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## LEAGUE MEMBERS PROMISE TO BE GOOD

National League of Commission Merchants Hold Annual Meeting and Elect Their Officers.

The Newly Elected President Has Issued a Statement Defining the Policy of His Administration.

It may not be generally known, but it is a fact, nevertheless, that the commission merchants of the United States are very thoroughly organized. The annual meeting of the League was recently held at Cincinnati, and the attendance was the largest in the history of the Association. We are perfectly willing to give the league credit of having had, to some extent at least, an elevating and refining influence on those engaged in the commission business in the larger cities. Many members of the League have gone wrong; others are guilty of some mighty shady transactions, but this must be expected as no organization is free from this class of individuals. Now, if the League will only take hold of the proposition and secure the enactment of laws which will prevent the unscrupulous persons without either knowledge or capital from engaging in the business, they will do a service which will be appreciated by the public generally. Let us hope that J. J. Castellini, the newly elected president, may be able to at least carry out a part of the policy of the administration. He has issued the following statement:

"The League from its very inception has had for its object the improvement of trade relations between the grower, distributor and consumer. This branch of business activities more than any line or person is interested in reducing the cost of living because the margin of profit is so small that it is dependent upon a large volume in order to produce sufficient returns to justify the merchant in remaining in the business. Inasmuch as many important questions are now being considered which bear directly upon the cost of living, this organization during the coming year will actively co-operate in bringing about the proper solution of these problems.

"It will assist the Agricultural Department and the various organizations interested in the great movement, crop improvement. Co-operate with railroad, steamship, refrigerator and express companies for the prompt and safe movement of good products at rates that are fair to all concerned. We favor the improvement and development of inland waterways, their terminals and the improvement of dock facilities at ocean ports. We favor better steamship equipment, both for the exporting and importing of food products under refrigeration, and otherwise. Having supported the movement and the passage of the Parcel Post we will urge regulations to so perfect the department as to better meet the requirement of business. We favor one-cent postage as a reform

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"The trap is always set and baited".  
See Page Four, Editorial, "The Trap in the Runway"

### STRIKE BOOSTS POTATO PRICES.

Here is Positive Evidence That it Pays to Carefully Feed the Market.

A dispatch from New York City states that the Engineer and Fireman Strike on the B. A. & R. Railway has completely tied up shipments from Aroostook County and that no trains are moving. The main supply of potatoes for New York City came over this line, and as a consequence the price of spuds has advanced materially. The dispatch says:

Maine potatoes have been selling in the yards here this week at \$2.35@2.50 per 180 lbs., and New York State and Michigan potatoes have been selling at \$2@2.10. Offerings of New York State and Michigan potatoes are liberal from shipping centers, the quotations being 61@63c per bushel on states delivered here and 60@62c on Michigans delivered here. Maine is not quoting New York now owing to the strike and the further fact that Boston is bidding in the stock offered for immediate delivery.

F. E. Embree, of the Maine Farmers' Union, states that he will not undertake to predict the future of the

market on Maine potatoes. He says that during the strike cars are accumulating, that will be immediately placed at the disposal of the shippers in Aroostook Country as soon as the strike culminates and that this will of course cause a heavy movement of stock. If the Boston market is bare of stock, he thinks that the early shipments will naturally go there. The New York market is by no means bare, states Mr. Embree, but at the same time there is no accumulation and there are not a great many cars rolling because the operators have been afraid to order heavily under the conditions that have existed in the market, all the ear-marks here pointing to a decline before the inauguration of the Boston & Aroostook Railroad strike. New York City, however, can easily obtain supplies from New York State and Michigan points, which are now offering freely.

Where are you going, my farmer friend?

"Going to catch the markets' trend."

Where will you catch it; I entreat?

"By reading this pink market sheet"

E. L. K.

## Last Moment Market Flashes

MARKET CONDITIONS will not improve so long as present weather conditions continue. A January thaw will always bulge the bottom out of the market—the present warm spell has been no exception to this well established rule. As the weeks pass it becomes more necessary to watch market conditions. The warm weather of the past two weeks makes one look forward to spring; but remember the new crop is yet a long way off. Nothing can be gained by "dumping your products" on a sagging market. Leading markets are cleaning up well; cheer up!

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) .....	\$1.10
Wheat No. 2 Red (large mills paying) .....	1.11
Oats, Standard .....	.35
Rye .....	.62 1/2
Beans .....	2.15
Hay (best market today, New York) at .....	20.00
Potatoes (best market today, Philadelphia) at ..	.60
Butter .....	.32
Poultry .....	.15
Dressed Hogs (Detroit Market) .....	.09
Eggs .....	.24

## MILK TROUBLES ARE BREWING

A NEW ORDINANCE FOR MILK PRODUCERS WHICH IS GOING TO CAUSE TROUBLE.

Some Day the City of Detroit Will Find Itself Face to Face With a Milk Famine—Farmers Will Not Always Stand to be Imposed Upon.

The Common Council of the City of Detroit has issued a new ordinance for the guidance of those who furnish milk to the dealers in the city. Some of the sections of the ordinance are very crude and show that the ones who framed the ordinance are unpardonably ignorant of what is required in order to furnish wholesome milk to consumers.

If the dealers who urge the council to pass these ordinances, were sincere in their pretended desire to secure milk of best quality to consumers at a reasonable price, the matter would look very differently. But the outcome of the matter will be that conditions under which milk is produced will be made so difficult to comply with that many dairymen will be driven out of business. After some have quit the business then there will be brought forward an excuse to raise on the prices for milk to the consumer, "because milk is scarce."

To illustrate the absurdity of some sections of the ordinance we will quote from section four which requires that stables be cleaned twice daily, and again an hour before milking. It is well known by practical dairymen that stirring up the refuse just before milking is one of the worst things that can be done, as it stirs up the bad odors which enter the milk. It is by far better to let the stable be in a settled condition until the milking has been performed.

On many farms the cows are not kept in the stable all day, but are allowed their liberty in comfortable yards or covered sheds. The stables are clean and sweet when the cows come in at night. In such cases, why should one be compelled to go through the motions of cleaning the stable just before milking at night? To be frank and fair about it, would it not be better to let the dairy men make their own stable rules, and then let the milk show for itself? What do consumers care in regard to the stable rules if the milk is sweet, pure, wholesome and free from bad odors when it comes to their hands? These city ordinance rules are silly and unwise demands which irritate and annoy the producers.

The sending out of the city inspectors among the producers is an imposition on them, and ought to be prohibited by state laws. The inspectors are given in many cases, their jobs, simply because they are to be rewarded for "pre-election work" or because they have a "political pull" in some way or other. At the first on set, in many cases, they betray dense ignorance of the business which they are commissioned to perform. Too

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IF YOU like the "Pink-Sheet", tell your Neighbor ————— IF WE can improve it tell Us



# A Market Review from the Farmers Standpoint

## HAY

**BLUE** As the weeks roll by our position with reference to the disposition of this season's hay crop comes up to us with renewed force. Never was there a time when the individual producer had an opportunity to look into the commercial mirror and have conditions reflected back so forcibly. One of the greatest and grandest examples is being demonstrated at the present time. It brings you face to face with the realities of commercial life—shows you, in bold type, just exactly where you stand on the commercial plane. It shows you your relationship with the fellows who are doing the business end of your business. Demonstrates who is taking the chances on the goods you manufacture—demonstrates, beyond any question, the fact that you do not carry an insurance policy on the selling end of your business. You are worse than dependent with reference to making disposition of your hay. Dependent doesn't go far enough, because the agents on which you are naturally dependent, have left the field entirely in a majority of cases. If dependence ever had a virtue, even was an asset, it has certainly been wiped off the commercial slate this year. The disposition of your hay comes right back to your door, with the question, "What am I going to do? Apparently I am up against it. These fellows who used to come around in their automobiles inspecting and buying my hay are nowhere to be found." Inquiries as to their whereabouts around your local town, discloses nothing. In other instances, with a bold face, your local brokers, business agents, step out boldly and advise that they cannot find any market for your hay at the present time. If we do not get another thing out of this season's crop, it has been demonstrated what we are up against—shows your position with reference to the conditions about which you are surrounded. There is a great problem before you, and you are the fellows who must solve it. As long as someone else does the business end of your business, you can expect just such conditions as this to come up. Had you been putting your hay on the outside markets in an organized manner, the present hay situation would have been changed at least 50 per cent. Regulated disposition of a crop results in being a real manipulator of the situation, then existing. Every piece of machinery must have a regulator. This great commercial machine must have a most complete regulator or you will see just such conditions as exist today. Fifty per cent of the situation we are facing today is caused by that same regulator not being used. You fellows have got an old machine, a back number, no regulator on it. Regardless of the cost, you had better throw it away and get a machine, up-to-date.

While the situation is easy on the common qualities of hay, there is absolutely no excuse for any dealer in the State of Michigan not being in the market and buying every ton of hay that is being offered, because there is a market for this stuff, and you are entitled to it. These fellows appreciate that the situation is a little hazardous, appreciate your dependent position, and as a result, are taking advantage of the situation in a most pronounced manner. Use the red blood in your veins and the gray matter in your upper stories—get them both to working. Appreciate your position and the regulator that you must place on the market machine of today in order that you may reap a legitimate reward for the efforts put forth in the manufacturing of your commodities. We are going to ask that as many of you as will,

## OUR MARKET SIGNALS

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



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.

write us, giving the situation that exists on your local market, the price, etc., possible to obtain.

### HAY—MICHIGAN ZONE PRICES.

Zone No. 1 Michigan	\$10.60
Zone No. 2 Michigan	11.00
Zone No. 3 Michigan	12.00
Zone No. 4 Michigan	11.80
Zone No. 5 Michigan	11.40
Zone No. 6 Michigan	11.80
Zone No. 7 Michigan	12.70

**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 Detroit market could not be quoted as in a very much improved condition over last week's report, but the trouble is just this, the market is constantly being overfed with low qualities of hay. It is certainly surprising to know what a small per cent of shipments arriving here are of No. 1 quality or a very good counterfeit. Cars of good hay in either timothy or clover mixed are moving along quite freely. There is really a fairly good demand at present time. There is no question but what some of these low quality cars are being sold at a sacrifice and are really forced to be so handled on account of the overfed and glutted condition of the same.

### HAY—DETROIT MARKET.

No. 1 Timothy	\$15.00
No. 2 Timothy	13.00
Light mixed	13.00
No. 1 Mixed	11.00
Rye Straw	10.00
Wheat and Oat Straw	9.00

**PITTSBURGH**—We notice that the official organ of the Pittsburgh market gives out a warning to shippers, reflecting directly on stained, threshed and low grades of mixed hay. The situation remains about the same, although the top qualities of hay show just a little better tone, not enough to warrant excitement at all, but just enough to flavor the situation. It is being gradually demonstrated, we think, that the better qualities of hay have a right to show a little improvement, not only on this market but on practically every market.

### HAY—PITTSBURGH MARKET.

No. 1 Timothy Hay	\$16.00
No. 2 Timothy Hay	\$14.00
No. 3 Timothy	12.00
No. 1 Light mixed hay	14.50
No. 1 Clover mixed hay	14.00
No. 1 Oat straw	10.25
No. 1 Clover hay	14.00
Fine Prairie Packing Hay	11.00
No. 1 Rye straw	11.50
No. 1 wheat straw	10.00

**CHICAGO**—It is quite true that the Chicago market has maintained itself on fully as high a level as any of our outside markets this year. Only in exceptional instances has this market been really in a glutted condition. This does not mean that there is not a tendency to a little overfeeding of the common qualities. It could not be hoped that a condition of this kind would not exist, with general conditions as they are. The better

qualities are moving very freely, with a good demand and good tone to the situation existing.

### HAY—CHICAGO MARKET.

Choice Timothy	\$17.00
No. 1 Timothy	16.00
No. 2 Timothy	13.50
Light Clover Mixed	13.50
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	5.50
Oats	7.50
Wheat	6.50

**BOSTON**—The temperature of the Boston market has been kept more uniform during the season than most any other market. The change in conditions and subsequently in price possible to obtain has been most uniform throughout the season. As already explained, the Canadian situation, coupled with the situation from the States has placed the New England proposition in a pretty easy way, practically forcing them off the commercial map as far as we of the States are concerned. When conditions are any ways decent at all, this market cannot be used on account of Canadian competition.

### HAY—BOSTON MARKET.

	Large bales.	Small bales.
Hay, choice	\$22.00	\$21.00
Hay, No. 1	20.00	19.00
Hay, No. 2	19.00	18.00
Hay, No. 3	15.00	15.00
Hay, clover	16.00	16.00
Hay, clover mixed	16.00	16.00
Hay, stock	14.00	14.00
Long rye straw	18.00	
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**—Conditions on the New York market have remained very much the same. From the outset, first one angle to the situation was congested, then another. The whole situation has been of a shifty nature, but when the situation becomes boiled down, we are able to view about a normal situation constantly existing—about a certain standard has been maintained. There is a tendency on this market, as on most others toward crowding of the lower grades. Clover mixed hay is just a little easier, but we feel that this is of a momentary nature.

### HAY—NEW YORK MARKET.

New Hay:	Large bales, per ton.	Small bales, per ton.
Timothy—Choice	\$21.00	20.00
No. 1	18.00	17.00
No. 2	16.00	14.00
No. 3	14.00	14.00
Shipping	14.00	14.00
Light Clover Mixed	18.00	18.00
No. 1 Clover Mixed	17.00	17.00
No. 2 Clover Mixed	14.00	15.00
No. 1 Clover	17.00	16.00
No. 2 Clover	15.00	

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

## POTATOES

The weather man certainly put a crimp in our sails. We had every right to hope for a much better market situation to exist. It is up to us to determine the real stability to the situation. These little reflections on the situation which result in a change, all go to demonstrate something. They either demonstrate that within this given influence there is a direct cause for the present existing conditions or that the general situation is susceptible to most anything that may happen. We are going to say right here, in support of the producers of potatoes over the State of Michigan, that if you had not handled the situation most diplomatically this year, you might have had a situation about the same as is existing on hay at the present time. Through organization, you have been strengthened. You have been able to see into the future and cope with conditions as they came up. It is not our purpose to bolster up any situation above its normal level. We try to look at these matters from a broad angle. From an angle that covers the entire situation, taking in each and everyone of you as a producer. This, you must understand, when following us and our suggestions. We have contended from the start that with proper disposition, potatoes could be held at a quite satisfactory level. It seems a pretty hard fight to get these potatoes up to 40c, but we have not lost hope or faith that the true situation warrants it, if we can only stand together and pull on the different market wires. It begins to be apparent that we do not get very much without fighting for it. If we have got to fight, we can just as well get ready for a twenty round-bout as for a ten. The only feature coming up, is whether we have the real constitution to stand the milling. We believe that these potatoes would fight a twenty-round bout and bring home the 40c per bushel price, if you fellows would just give them the proper training necessary for the same.

### POTATOES—MICHIGAN ZONE PRICES.

Zone No. 2 Michigan	\$ .39
Zone No. 4 Michigan	.41
Zone No. 5 Michigan	.39
Zone No. 7 Michigan	.41
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**—The Detroit market keeps well supplied. There is neither nothing spirited or its opposite being in evidence. Trading is going along on about a certain well-established basis. The feeling possibly is not quite as keen the last few days or since the break in weather conditions, but still, we feel the situation is quite healthy at the present time.

### 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 10½c each.

**CHICAGO**—There is but little change existing on the Chicago market. They hardly had time to rally and show a little better form before the weather broke and brought them back to their former position. About all the Chicago market established was an expectancy that something was going to happen later if weather conditions continued. It is true, that the few cold snappy days had a tendency to revive a somewhat dormant feeling, and as a result, have a decided influ-



# MICHIGAN FREIGHT ZONES

IN order to keep in touch with the market conditions you should know the freight rate from your shipping station to the leading market centers. If you have the freight rate you have the key which places you in a position to know whether your local dealer is giving you the market price for your products or not. In connection with this article we give you the Michigan Business Farmer Zone Map. You will notice that this map is divided into seven freight zones. Your farm is located in one of these zones and by referring to the table given below you will find approximately what it costs for car-lot shipments to the different market centers. The rate given is per 100 pounds, and it should be remembered that these are the approximate rates which will, of course, differ a little from different points in the several zones, therefore it is advisable that you secure from your local station agent the correct rate from your station to any of the markets named. Remember the railroad companies are common carriers and the agent is obliged to give you the freight rates if you make a re-

quest. For example let us say that you reside in zone 5 and wish to ship a carload of hay to Pittsburgh. The rate is 22c a hundred or \$4.40 per ton. The quotations in Pittsburgh, for instance, show that No. 1 Timothy hay is worth \$16.00 per ton. The freight being \$4.40, would show that the dealers in Tuscola county should pay \$11.60 per ton, less handling charge. The minimum weight of a car of hay is 20,000 pounds; the minimum weight of a car of potatoes is 30,000 pounds; the minimum weight of a car of beans is 40,000 pounds, and you will have to pay for that number of pounds in each car, so be sure and ship a full carload. The rates given cover hay, potatoes and beans only; all kinds of grains take a different rate. We will be glad to furnish you with full information with reference to the maximum and minimum car-lots, or you can get this information from your local agent.

## Zone 1—Sault Ste. Marie.

New York City.....	.32
Pittsburgh.....	.28½
Cincinnati.....	.29
Chicago.....	.22
Detroit.....	.22

## Zone 2—Kalkaska.

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.....	.16
Chicago.....	.10½
Detroit.....	.11

## Zone 7—Pontiac.

New York City.....	.27½
Pittsburgh.....	.17
Cincinnati.....	.15
Chicago.....	.13
Detroit.....	.06½



ence on a free movement, cleaning up the situation and getting ready for whatever was to come.

## POTATOES—CHICAGO MARKET.

Bulk from car, per bu. . . . .43 to .48  
\*Sacked from car, per bu. . . . .43 to .52

\*Sacks must be even weight, 150 pounds.

Price quoted includes cost of sack, about 10½c each.

CINCINNATI—The Cincinnati market has showed some little improvement which was based on general weather conditions, a decided improvement being the real result. At the moment they have eased back to about their former standard of value. The situation, we feel, is healthy enough. The tone to the situation is about what we could expect, based on general conditions. There was a report of a little let-up in real receipts and offerings from the Wisconsin territory.

## 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—Wisconsin and Minnesota stock continues to come on to this market quite freely. There is no trouble in moving receipts as fast as they come on track, but it is impossible to raise the standard of price at this time. There is a comparatively good feeling of assurance that the general situation would possibly improve or at least hold on its present level.

## POTATOES—PITTSBURGH MARKET.

Bulk from car, per bu. . . . .50 to .53  
\*Sacked from car, per bu. . . . .52 to .58

\*Sacks must be even weight, 150 pounds.

Price quoted includes cost of sack, about 10½c each.

## "A Hummer!"

"The pink sheet is a hummer and no farmer can afford to be without it. Push it along; I am ready to do all I can!"—J. E. Cook, Fostoria, Mich.

## WHEAT

We do not know whether any of you are watching the inside blackboard dope, watching the artist spread the war paint, etc., or

not. From the inception of the season the Balkan situation, the effect of a war somewhere or a clouded sky in another direction was looked upon as being a real factor in holding back the expectancy of wheat. We sometimes wonder why it seems to be the disposition to think of something that

## WHEAT—DETROIT MARKET.

No. 1 White.....	\$1.10
No. 2 Red.....	1.11

## Speculative Prices.

July delivery.....\$ .95½  
\*May delivery.....1.14  
\*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.

will hold a commodity back instead of thinking of something that will tend to improve the situation. With the constant hammering that the wheat situation has been receiving, with the bears constantly growling, the market has shown a little weakness as a result.

## WHEAT—CHICAGO MARKET.

No. 2 Red.....	\$1.14
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## Speculative Prices.

\*July delivery......90  
\*May delivery......92½  
\*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.

## "Long Step Towards Co-operation!"

"The pink sheet is the longest step taken to help bring about co-operation among the farmers. Keep it pink."—Lester Newark, Mulliken, Mich.

## BEANS

You have heard the expression, "I told you so." Not from the angle of setting ourselves out as knowing what is going to happen, do we refer to the above, but you will remember that in last week's issue we warned you against the disposition that was at the present time being made and also of the topheavy condition in which the bean market was. We advised you that a continuance of marketing would certainly tend toward a depression, that the market was really all ready to topple unless a brace was placed. This is a day of education along marketing lines. Whether you want to be or not, you

simply must be a scholar in the great market school of today. You can readily appreciate by these results that something must be done on your part in order to regulate the same. You certainly know that it is a menace to the general situation to have a market break. It unsettles the proposition from every angle, unsettles you, possibly, as a producer and every angle through to the buyer. We must do something to keep this machinery running smooth. When the engine commences to pound, you know there is something wrong. An expert knows beforehand, knows the symptoms and prepares accordingly. This great market has symptoms and we must be in shape to study these symptoms and ward off these dreaded results. The market animal today is just as sound as a nut, simply overfed. The only thing in the world to do is to wait until nature has restored commercial conditions to a normal level. You cannot avoid this as a true example, viz., if the present situation is warranted, the outcome will be

## BEANS—DETROIT MARKET.

White, hand-picked basis.....	\$2.15
Red Kidney.....	2.20

## MICHIGAN ZONE PRICES.

Zone No. 2 Michigan.....	\$2.05
Zone No. 3 Michigan.....	2.10
Zones 4, 5, 6 and 7 Michigan.....	2.15

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.

most critical, if you continue to feed this market animal. With ten days good hard training we ought to be able to whip the present situation to a frazzle. Go into training for ten days. The situation will be physically stronger, even if you do not have to go into the ring and fight.

## OATS

Oats continue to hold their place on the commercial map and to maintain their position. We can see no possibility of oats not maintaining a good conservative level, with a tendency to improve as the season advances. Of course, weather conditions, etc., all have a bearing on the situation, but from the nature of the fight from the very start, and the result we are able to show today, proves to us that the above should be the natural outcome to expect.

## OATS—DETROIT MARKET.

Standard.....	.35
No. 3 White.....	.34
No. 4 White.....	.34
No. 2 Mixed.....	.34
No. 3 Mixed.....	.34

CINCINNATI—The general situation shows no material change in any respect. The demand was fairly active, with offerings generous enough to meet the same. Better qualities continue to be favored.

## OATS—CINCINNATI MARKET.

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

PITTSBURGH—The market was in fairly good humor, taking on top qualities readily. There was feeling, however, to side-step the poorer grades. They were really neglected. In general, the market remains steady on top qualities.

## OATS—PITTSBURGH MARKET.

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

## "All Farmers Should Fall in Line."

"Enclosed find 40 cents in coin in balance of the subscription. Farmers in this section are reading your paper and it is just the paper needed, too. I trust that all the farmers will fall in line and help forward this work which has been founded by a man with no ordinary brains, Mr. Grant Slocum. The farmers who are abundantly able should not pinch their pocketbooks for a nickel and lose a dollar. Here we are farmers of limited means."

—D. N. Heinbeck, Mancelona, Mich.

## CLOVER SEED

Just as we have expected from the manner in which seed has been handled so far this year, we are now experiencing a good stiff tone to the situation. We realize this and you must appreciate it likewise, that there is no particular trading going on at the present time. Of course, the large receivers are gradually sampling and placing sales on the outside, but not enough of this is really going on to establish any actual level. It is more a feature of expectancy than anything else. They

Continued on Page Six



# 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 food.

Founded by GRANT SLOCUM and compiled under his direction.

## TERMS FOR SUBSCRIPTION:

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## EDITORIAL

**T**HE TRAP is always set and baited. Runways lead from "Anywhere to everywhere," and somewhere, carefully concealed, either at the turn or on the cross-cut across the angle, is a trap—always set and always baited. Wild animals find, through instinct, ever have their noses in the air, in an effort to escape the trap. Animals get caught only when they jog carelessly down the old runways, sniff the air and detect the bait and not the trap. And, remember, humans have runways, and humans set traps—it's up to you to keep out of the traps.

### THE TRAP IN THE RUNWAY.

"Michigan Business Farming," known by its admiring friends as the "Pink Sheet," is now four months old. During its short career it has piloted many a farmer over the treacherous manipulated market shoals, and kept hundreds from going over the dam with the on-rushing flood. This publication is performing rather a hazardous service for the ten thousand farmers of Michigan, who have stood right by the little paper since its birth, and we want to have a little talk with you, so that we may have a good understanding as we journey along down the runway leading to the market place.

To merely give the figures paid for this or that commodity from the farm, at the different markets, would be to follow in the beaten path that the calf made a half century ago, and which has been followed by market editors since. The "Pink Sheet" can't make markets; neither can its editors make prices; but this little publication has proven that it can get so near the market machine that you can hear the cogwheel grind because sufficient lubricant in the shape of profits is not forthcoming.

Our aim is to give the prices the other fellows pay, of course, but to stop there renders no service to the farmer. He knows what the fellows are paying for the different commodities at Pittsburgh, Boston, or Norfolk, Va.,—but what good does that do him? He has something to sell and his market place is a little jerk-water town four hundred miles away from the consuming thousands. The distant field looks green, all right enough, but how in the old Harry is he going to get where he can feed on the "long green?"

One friend writes: "Our hay buyer uses the Pink Sheet to prove to the farmers that he is paying all hay is worth." Good enough; that listens like it. Let him have your hay; we'll bet dollars to doughnuts that he will only make a reasonable profit, and you're mighty small potatoes if you are not willing to give the hay buyer a living providing he earns it. We simply will not boost prices. If there is "crepe on the gate leading to every market place," it is so recorded in the "Pink Sheet." If the other fellows are manipulating things, the "Pink Sheet" is after them. And, whether we hit it right or wrong, you will get the "Pink Sheet's" view of the market, past, present and future.

But we were talking about the trap. Traps are set; yes, and baited, in every runway leading to the market places. Don't jog along the runway thinking that you are going to get to the market without trouble. Step carefully. You will find the first trap, set and baited, at your market place. Sniff the air; but remember the trap is not detected as easily as the bait. If the local dealer boots the price, take the bait. Possibly the bait he has hung over the trap is a price beyond what anyone could pay—and he knows that if you ship, the long-handled shovel will fall on your head at the other end of the line.

Listen to the story of the crow: A farmer wanted to get rid of a troublesome crow. He sprinkled a little bait on the little block which looked like the section of a tree. The crow wanted the good things, and lit on what he supposed to be a limb, that he might secure his dinner. The limb proved to be a crank; leading from the crank was a line attached to the end of the long-handled spade. The weight of the crow on the crank was sufficient to wind up the string and release the spade—alas, poor old crow.

**MORAL:** There's a baited trap at every angle on the runway that leads to the market place. And once you get to the market, there you will find devices many and traps galore. It is the mission of the "PINK SHEET" to make smooth the way to the market place, spring the traps and manipulate the devices which have been invented, installed and are operated for the one purpose—**TO GET YOU AND THE PROFITS WHICH BELONG TO YOU.** That's why we are rendering a hazardous service. These fellows will try to catch us in order that they may catch you. Go slow; take your time; be game—we are leading you to the market gate; if you can't get in we will help you over. Remember the poor, unsuspecting crow.

"BE SURE YOU ARE RIGHT; THEN GO AHEAD."

### FARMERS' NIGHT SCHOOL.

Scientific Agriculture Taught to the Farmers Direct—Science as a Farm Adjunct.

Traverse City, Mich., Jan. 27.—So keen has become the interest of both farmers and fruit growers in the matter of advanced agriculture in western Michigan that the ruralists are being organized for the purpose of taking a systematic course in scientific agriculture. Though short courses have been announced for five high schools under the auspices of the Agricultural college, yet even these do not seem to satisfy the hungry farmers; thus, do they proceed to form themselves into classes for mutual advancement through the medium of night schools, presided over by Supt. A. H. Clark of the Kingsley school. Mr. Clark believes that he has evolved a plan which will meet the farmers' wishes. Beginning with February 3, Mr. Clark will conduct a Monday night school for the farmers in and near Kingsley, and the course will be made to appeal to practical men who are seeking practical ways out of the agricultural problems that beset the western Michigan farmer. To start with, Supt. Clark will throw special stress into those parts of zoology, mineralogy and chemistry as relates to farming and fruit-growing; now if Supt. Clark could add to this course a means whereby the prospective buyer of land might learn to know a legitimate real estate dealer from a rogue, then he would pave a path of safer insight than that which now leads up to many a home of sadness in the great fruit belt of western Michigan. Do this Brother Clark, and add the eternal gratitude of thousands of suckers to your fame as a teacher of men.  
E. L. K.

### \$300 A TON FOR CORNMEAL.

That is the Amount the People Pay For a Mixture of Corn Meal and Sausage.

The State Dairy and Food Department has prepared a bill which has already been introduced in the State Senate, which is intended to prohibit the adulteration of sausage. In 1907 the Department issued an order against the use of cereal in sausage, but the Supreme Court, before whom the matter was taken by a Chicago packing house, decided that sausage mixed with cereal might be sold in Michigan provided it was labeled "Sausage and Cereal."

The supreme court, however, did not specify the amount of cereal that might be used, and the department asserts that much sausage is now being sold in the state containing an exorbitant amount of cereal. The

purpose of the cereal is to absorb and hold moisture, thus greatly increasing the weight of the sausage. The department also says that 90 per cent of the cereal sausage now being sold in Michigan is not labeled in accordance with the supreme court's decision.

Commenting on the analysis of a sample recently submitted from Detroit, which showed it contained 45 per cent water, 20 per cent corn flour and 35 per cent moisture, free meat, the department says in its bulletin:

"When the consumer pays 15 cents a pound for sausage with cereal, he is paying at the rate of \$300 a ton for corn meal, which can be bought anywhere for \$20, or still worse, he is paying 15 cents a pint for water which can be procured for nothing, and still we wonder at the high cost of living and long for the sausage that they used to make down on the farm."

### GIVE 'EM HELME.

Dairy and Food Commissioner Helme announced today that he would probably not name a deputy.

"A deputy is sort of an assistant boss," he says, "and I think I can boss this department. I don't need any fifth wheels. I think I will take the money and appoint another inspector. If a man is elected or appointed to head any department he should be on the job and not leave the work to a deputy. I understand this has not been the custom in state departments for years."

### 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.



# DAIRYMEN PREPARE FOR A BIG TIME

MICHIGAN STATE DAIRYMEN'S  
ASSOCIATION WILL MEET AT  
SAGINAW, FEBRUARY  
4-5-6-7.

A Splendid Program Prepared—A  
Record-Breaking Attendance—Look  
For Every Phase of the Sub-  
ject to be Considered.

Secretary Beechler of Caro, Mich-  
igan, has issued a call for the 29th  
Annual Convention of the Michigan  
Dairymen's Association, which is to be  
held at the Auditorium, Saginaw,  
Michigan, on February 4th to 7th.  
The Michigan State Association has  
the reputation of having the largest  
attendance and most enthusiastic  
meetings of all the dairy states, and  
the officers expect that the coming  
convention will eclipse all previous  
meetings. More exhibitors have al-  
ready taken space than ever before,  
and the program is made up of good,  
live, up-to-the-minute topics. Special  
rates have been secured at the hotels,  
and the citizens of Saginaw have  
promised to do all in their power to  
make the meeting a success from  
every point of view. The program  
arranged is as follows:

Tuesday, February 4, 10 A. M.  
Invocation.  
Address of Welcome—Mayor of Sag-  
inaw.

Response—N. P. Hull, Dimondale.  
President's Address.  
Report of Secretary and Treasurer.

Tuesday, February 4, 1:30 P. M.  
Dairy Farmers' Session.  
Silo and Silage—C. A. Bullock, La-  
peer.

Discussion—H. W. Kinney, Saginaw.  
How to Build a Dairy Herd—Prof. A.  
C. Henderson, M. A. C.

Discussion—D. D. Aitkin, Flint.  
The Economy of Alfalfa and Silage  
for Dairy Cattle.

Prof. G. A. Brown of Animal Hus-  
bandry Dept., M. A. C.  
General Discussion.

What shall be done to get the aver-  
age dairy farmer to have a more  
just and intelligent idea of the su-  
perior value of good cows over poor  
ones?—H. B. Wattles, Troy.

Discussion—Bert Mascett, Brecken-  
ridge.

Tuesday Evening, February 4, 8  
O'clock.

Milk Consumers' and Producers'  
Session.  
The Advantage of Clean Milk—Mr.  
Ernest Kelly, Department Dairy  
Husbandry, Washington, D. C.

Some Mutual Problems of the Pro-  
ducer and Consumer—Prof. A. C.  
Anderson, Michigan Agricultural  
College. Moving Pictures.

Wednesday, February 5, 9 A. M.  
Market Milk Producers' and Dairy  
Farmers' Session.

The Dairy Farmer's Place in the  
World—B. H. Rawl, Chief of Dairy  
Division, Washington, D. C.

Open Discussion.  
The Dairy Outlook in Michigan—Prof.  
A. C. Anderson, Department Dairy  
Husbandry, M. A. C.

Is the Producer to Blame for All the  
Bad Results in Milk?—T. F. Mars-  
ton, Bay City.

Wednesday, February 5, 1:30 P. M.  
Buttermakers' and Creamery Man-  
agers' Session.

The Buttermakers' Opportunity—F. E.  
Stafford, Galesburg.

Discussion—H. D. Wendt, Big Rap-  
ids.

Illustrated Creamery Accounting—  
Martin Seidel, Saginaw.

General Discussion.  
Should Creameries Employ a Dairy  
Expert?—F. V. Bennett, Elsie.

Discussion—C. E. Van Slyke, Durand.  
Milk Feeding of Poultry—J. Oliver  
Linton, East Lansing.

Wednesday, February 5, 7:30 P. M.  
Buttermakers' and Creamery Man-  
agers' Session Continued.  
Raw Material and Its Relation to the  
Finished Product—M. Jensen, Whit-  
more.  
Discussion—C. V. Jones, Detroit.  
Ice Cream as a Side Line to Butter—  
Glen Overton, Allegan.  
Discussion—George Yetter, Eau Claire.  
Can the Quality of Michigan Butter  
be Improved—W. Lockin, Shelby.  
Discussion—C. M. Emerson, Detroit.

Thursday, February 6,  
9 A. M. to 12 M.

Exhibitors' Session in Exhibit Hall,  
Auditorium.

Annual election of Officers, Michi-  
gan State Dairymen's Association.

10 to 11 A. M.  
Scoring of starters and lecture on  
same by Prof. S. Hagerdorn, in Ban-  
quet Hall.

11 A. M.  
Illustrated lecture from Life: "The  
Good Cow versus the Scrub Cow," by  
Prof. A. C. Anderson, M. A. C., in Ex-  
hibit Hall.

1:30 P. M.  
Michigan State Buttermakers' As-  
sociation meet in Banquet Hall, Audi-  
torium.

Michigan Cheese Makers' session in  
Parlors A. and B.

Michigan Creamery Owners' and  
Managers' annual meeting in Bal-  
cony Hall, Auditorium.

Thursday Evening 8 O'clock.

Michigan State Dairymen's Associa-  
tion annual banquet in Banquet Hall,  
Auditorium.

Friday, February 7, 9:30 A. M.  
Announcement of Scores and award-  
ing of Prizes.

1:30 P. M.  
Special Entertainment.

## LEAGUE MEMBERS PROMISE TO BE GOOD

(Continued from Page One)  
which will confer an immediate bene-  
fit to the people at large.

"We were instrumental in the pas-  
sage of a national law relating to  
weights and measures. This bill hav-  
ing been passed by the last Congress  
and approved by President Taft, we  
will actively co-operate in the car-  
rying out of its provisions. We desire  
the Interstate Commerce Commission  
to define more clearly its position in  
regards to whether consignee or con-  
signor is responsible for the payment  
of under-charges to the transportation  
companies. As members of the Cham-  
ber of Commerce of the United States,  
we will take an active interest in the  
working of that organization. The  
League was the first organization of  
its kind formed in the United States  
and has a record of achievement of  
which it may well be proud. During  
the coming year I will give my earn-  
est efforts to the end that the League  
shall maintain that record and con-  
tinue its aggressive policy for the  
welfare of the trade and the nation."

## PRICES FOR HIDES GOING HIGHER

Here is a little pointer from an  
eastern trade publication that ought  
to be worth something to the farmer:

There has been a further showing  
down in the tanning industry since  
November. Sole leather tanners, who  
began curtailing production early in  
December, are now operating, it is un-  
derstood, on the average 50 to 60 per  
cent of capacity. In November they  
were operating at least 60 to 80 per  
cent. There is hardly a single sole  
tannery which is today running full.

The high prices for hides are re-  
stricting operations all along the line.  
There is a marked scarcity not only in  
domestic but in South American mar-  
kets. Furthermore, there are no large  
surplus stocks of leather of any kind  
either in the hands of dealers or man-  
ufacturers. Tanners are apparently  
disposed to keep down production in  
view of the almost unprecedented  
quotations for raw material.

## VERY GOOD BOYS.

Express Companies Tell Employees  
Not to Fight the Parcels Post.

The president of the Adams Ex-  
press Company has sent out a letter  
addressed to the officers, agents and  
employees, outlining the Company's  
attitude toward the Parcels Post. The  
letter reads:

"The company appreciates that the  
parcel post has been established in re-  
sponse to a widespread and persistent  
demand, and anticipates it has come  
to stay. The company's policy will  
be to devote its energy to rendering  
a service even more efficient and sat-  
isfactory than in the past, and all of-  
ficers and employees are directed to  
exert every effort to that end. The  
company does not wish any of its em-  
ployees to adopt a policy of fault-finding  
toward the parcel post, but ex-  
pects them, by their efficiency, to  
demonstrate to patrons the necessity  
for the express company's distinctive  
service."

This very kind letter sounds all right,  
but Michigan people wonder why the  
president didn't send out his in-  
structions before the Parcel Post Ser-  
vice was established. The dear people  
would have been overjoyed to have  
read such a communication a couple  
of years ago, but at the present time  
they are not interested in Express  
Companies but are doing their best  
to boost the new Parcel Post Service.

## MILK TROUBLES ARE BREWING

(Continued from Page One)

many betray a familiarity with the  
saloons, and what is sold there, and  
a profound ignorance of what good  
practices are among dairymen.

It will be by far better practice to  
give the business of producing the  
milk into the hands of dairymen who  
understand the business, and what  
is required in order to produce whole-  
some milk. If there need be inspec-  
tors, select them from among the  
practical men who understand the  
business. Then there can be a fair  
understanding between the producers  
and the inspectors; each will know  
what the other means when anything  
is said and harmony instead of dis-  
cord will prevail.

A word of caution may be in place  
at this time. Unless milk producers  
are given more freedom to conduct  
their own business in a manner which  
they know to be best for themselves  
and all concerned, there is likely to  
be such a large number withdraw  
from the business that scarcity and  
not quality, of milk will be the cry.  
For the sake of the masses who real-  
ly need the milk at a fair price, give  
the milk producers a "square deal."

## LOOK OUT FOR FROZEN ORANGES

Government Has Taken Action to  
Bar Fruits Damaged in Cali-  
fornia Freeze.

To protect consumers and to pre-  
vent the flooding of the markets with  
oranges and lemons declared to be  
unfit for food, the federal board of  
food and drug inspection has is-  
sued an order forbidding the sale in  
interstate commerce of fruits dam-  
aged in the recent freeze in Cali-  
fornia.

The order was issued after it had  
been brought to the attention of the  
board of food and drug inspection  
that on account of the recent freeze  
in California, citrus fruit, badly dam-  
aged by frost, was being placed upon  
the market. From 60 to 85 per cent  
of the California crop was estimated  
to have been injured.

"Citrus fruit is impaired in flavor  
by freezing," declares the board in  
its decision, "and soon becomes dry  
and unfit for food, but this deterior-  
ation is not apparent externally. The  
damage is evidenced at first by more  
or less bitter flavor, followed by a  
marked decrease in sugar and especi-  
ally in acid content."

"In order to prevent this fruit be-  
ing put on sale, agents of the bureau  
of chemistry will make vigorous in-  
spection of all shipments at inter-  
mediate points and all packages found  
to contain 15 per cent or more of  
frozen fruit will be declared adulter-  
ated within the meaning of the  
pure food and drugs act."

The board defines frozen citrus  
fruit as fruit which upon transverse  
section through the center shows a  
marked drying in 20 per cent or more  
of the exposed pulp.

The bureau of chemistry, it is  
stated, is actively at work to aid the  
growers to find methods of utilizing  
frozen fruit, as well as healthy fruit  
in making orange peel confections,  
orange and lemon oil, orange and  
lemon juices and citric acid.

**STRAWBERRY PLANTS** 13 standard va-  
rieties, Senator  
Dunlap at \$1.65 per 1,000. Lowest prices on  
vigorous nursery stock in the state. 1913 illus-  
trated catalog free. **MAYER'S PLANT NUR-**  
**SERY**, Merrill, Mich.

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

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

## WOULD YOU BE SO FOOLISH

As to let ONE-CENT-A-WEEK stand be-  
tween you and the DOLLAR-MAKING in-  
formation 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

all look upon the situation as most healthy, bearing on speculation possibly than its opposite, and are accordingly handling the situation along those lines.

### CLOVER SEED—DETROIT MARKET.

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

## CORN

It is unquestionably a pleasure to the large raisers of corn to see the same develop as it has. The tone to the situation shows quite some improvement the last few days. This in the face of most heavy holdings and an abundant crop, and also in the face of anything but good weather for feeding purposes. This really demonstrates a much healthier tone to the situation than we had any natural right to expect. We again call attention to being conservative along the lines of expecting anything of a spirited nature to exist. We feel that if corn can hold its own, it is doing pretty well. If it can more than hold its own, it is doing mighty well.

### CORN—DETROIT MARKET.

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

### CORN—CINCINNATI MARKET.

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

### 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	

## APPLES

We do not wish to be other than real conservative about the future of the apple situation. You are aware of the position we have taken from the very inception of the handling of this crop. We have maintained just what it was possible to do and we have also given you credit for handling it very closely to perfect as far as could be expected. The trade is beginning to look around for these good lots of high quality fruit. Naturally, it was the high qualities that would be in demand this year. Added to this, we had the feature of the orange crop freezing in California. We consider this an asset to those having fancy fruit ready for disposition and within so short a time, we can see an expression of uneasiness on the part of the trade. Both the receiver and the producer have fought this year. One was bound he would not come across with the price, the other was bound that he would. It really looks as if the trade was going to weaken from their past position and gradually show a tendency to pay longer prices. We do not consider this at all authentic or as a basis on which you should form any real conclusion, but we know of some fancy Spies being sold this week at \$3.90 per barrel, out of store

in Detroit. That would not prove that every barrel of Spies in storage would bring \$3.90, but it does go to show that back of the whole proposition, there is real promise.

### APPLES—GENERAL MARKET.

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

## ONIONS

While we are continuing the use of Flag No. 2 this week, we do not wish you to feel that this means that the situation has made a decided change, as you are hoping for. The situation is fast coming to a point where something definite will be established as to future possibilities. Practically every market is in shape at the present time to take on its second general supply, and, as a result, this feature should establish about what we can look for as a real basis to the future of the onion situation. If it develops that just as fast as one of these avenues opens, that there are a dozen angles to fill it with, then we can figure no other way than that there are too many onions back to expect an advance in the price possible to obtain. We wish to be very conservative, and still we wish to look for every ray of hope available. It is our natural understanding that a great many onions were put in local store this season. We cannot feel on basis of the flow of onions that stores have reduced their stock. Regardless of this feature, there is only one systematic, conservative and businesslike way to handle the remainder of the crop to go forward, that is, to regulate the disposition. If our disposition is to continually crowd and overfeed, we can certainly expect nothing but a depressed market condition existing. It is really possible to advance the market standard. This might result, however, in not being able to place the entire balance of the crop on the market. If these onions were all in producers' hands, the disposition could be made on a percentage basis; that is, everyone disposing of a certain per cent of his holdings. This would raise the market level so that even if we did not dispose of our entire amount, we would gain, because the excess price we would receive out of those marketed, would more than overcome our entire crop marketed on the depressed price we would force by haphazard methods. We can raise the market standard. We must watch what these local storers are doing. If it is their disposition to dump, we will have to regulate our disposition accordingly. If they hold back, you as producers can hold back. March and April are the real onion months of the season. For the present, we would advise hanging back. Keep in close touch with our Service Bureau.

### 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

## CABBAGE

We can safely state that there is a little demand at the present time, but we do not think enough to warrant our giving it any particular consideration as yet. Some of our outside markets have

been taking on a few cars, but we feel most certain that with any kind of movement, we will bring back old conditions. The foundation for a better future is not well enough established so that we can build up any hopes with the assurance that it would materialize. It does not seem possible that a time would not come before the season is over when these cabbage will bring a good price. The local and nearby supply must certainly become exhausted soon. This is practically our only hope. There is absolutely no use to consider the market in its present conditions.

### CABBAGE—GENERAL MARKET.

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

## BUTTER

Since the manipulators decided to reduce the market level on butter a certain degree of uneasiness has been in evidence on the part of regular handlers. We think now a well established basis has been settled upon, and as a result no need for further changes may be looked for, for some little time. It has been suggested that the market was a little too high, a little topheavy, and that for all concerned it was really better to lower this standard. The situation has been most healthy, regardless of the basis on which it was being operated. There was no forced reason why the former level should have been changed. This goes to show that whatever is desired by the large handlers, will be made to exist.

### BUTTER—GENERAL MARKET.

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

## EGGS

You will naturally appreciate that weather conditions are a prime factor in the regulating of the egg situation at this season of the year. The weather thermometer and the market thermometer are most sympathetic at this time. A continuation of mild winter weather, such as we have been experiencing, must bring about a heavy flow of fresh stock. This must certainly have a great influence on stored eggs. As the season draws to a close, storers of eggs begin to appreciate their position and look for some way out of the same. If we should continue to have our present weather conditions throughout the winter, large storers of eggs must dump their stock on to the market, regardless of what it will bring. The Pure Food Law making it necessary to have all eggs out of store at a certain date, regulates the disposition during the winter, and, of course, has much to do in the way of regulating the price. It is purely a weather proposition that we are facing. Should the mercury drop to zero and remain for forty-eight hours, with the possible prospect of its continuation, we would at once experience a rise of five cents per dozen on eggs. The only barrier to this advance, is the feature of Southern eggs coming in. It is just about time for them now. This shows that many things must be considered when looking for a certain market level to exist in the future.

### EGGS—GENERAL MARKET.

Large fresh	\$ .24
Medium fresh	.21

## POULTRY

With anything like up-to-date marketing, conservative and regulated disposition, we will see a most healthy poultry market ex-

isting through the season. Even with mild weather conditions existing, which has a little bearing on the market situation at all times, we are beginning to see a real foundation for a good substantial future. All angles are looking for poultry at the present time. There is a real stir in evidence on all sides. This condition exists from the large dresser down the line to the consumer. With the amount of poultry naturally expected to be back for disposition, we would not hope that there was any particular danger of crowding the market from now on. It is not natural to expect that you would all make disposition at any given time, therefore we look for a gradual disposition and for the market to gradually become stronger in tone.

### POULTRY—DETROIT MARKET.

No. 1 Turkeys	.18 to .19
No. 2 Turkeys	.14 to .16
No. 1 Spring Chickens	.14 to .15
No. 2 Spring Chickens	.10 to .12
No. 1 Fowls	.14 to .15
No. 2 Fowls	.10 to .12
No. 1 Geese	.12 to .14
No. 1 Ducks	.15 to .16

### POULTRY—CHICAGO MARKET.

No. 1 Turkeys	.17
No. 2 Turkeys	.14
No. 1 Spring Chickens	.13
No. 2 Spring Chickens	.10
No. 1 Fowls	.13
No. 2 Fowls	.10
No. 1 Geese	.13
No. 1 Ducks	.14

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

## LIVE STOCK

### Cattle—Chicago.

The fat cattle market was on a decline at this city as well as at nearly all western live stock centers. Prices show a 25¢ decline over last week, but a rebound is looked for early. Comparatively few well finished steers are to be found, \$9.15 being about the top, and \$9.00 for the 1,000 to 1,500-pounders. There was a good supply of short-ford and warped-up steers coming to market and these are having a depressing effect upon the market. There is a strangeness about so many cattle of this grade coming forward at this season, as grain and roughage are reported plentiful; yet such is the case. A large amount of thin cattle were put on feed early in the fall and at not too high prices, and now that a slight profit is shown, sellers crowd them forward. It seems that a large majority of feeders are anxious to realize at this time on this class of stock in order to buy stockers for roughage consumers, as well as to turn them into spring pasture. Were cattle more plentiful the chances are that more finished beefs would appear. Fat cows and heifers also shared the declines, and clips in many cases showed a 20 per cent cut, while bulls walked slow on a 15-cent recession of prices. Bulls are fully 35 cents lower than 10 days ago, while the stock and feeder trade is from 15 to 25 cents lower. There appeared to be a rather indifferent demand at the close of the week, probably due to a desire to watch and wait for results of lowering prices, and to a desire of the sellers wishing to close out at the week's business end. Best calves were only moderately in demand, best being \$11.00, and lesser grades \$8.75@

### CATTLE—CHICAGO STOCK YARDS.

Beef steers, good to prime heavy	\$8.50 to 9.15
Beef steers, medium to good	7.50 to 8.50
Beef steers, common to fair	6.50 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



\$10.50, and all grades quoted as follows:

**Detroit—Cattle.**

At the Detroit stock yards a fair supply was on sale throughout the week. The new live stock schedules arranged by the Michigan Central people on all its lines worked very well as a starter. Everything on these lines were unloaded and ready for sale by 7 o'clock a. m., of the closing days of the week, the schedule going into effect last Wednesday. The railroad is now doing its utmost to handle the live stock offered, and shippers seem very appreciative for the efforts made in their behalf and shippers should aid these efforts by being prompt with their offering, as the new schedules demand that trains must not wait for stock not ready. These live stock specials are provided for the good of the people and every agent is provided with a supply of schedules for their trains and shippers can have them upon application. There has been practically no delay at the Michigan Central yards since the new schedules went into effect, as stock is placed in such a position as to be switched, and unloaded at once.

In the cattle division prices were about steady with a few days past, and everything arriving found people glad to see them. Milch cows and springers looked good to milk dealers, and best cows walked out at \$65.00, while lesser grades followed close at from \$50@60. The veal trade was active all the while, but grades bringing from \$9.50@11.00. The quality arriving was not of the best, yet little argument was indulged in in making sales, as what one buyer refused another stood ready to take it up. Quotations follows:

**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	6.50 to 7.00
Stock steers	5.25 to 5.50
Feeders	5.50 to 6.00
Canners and cutters	3.75 to 4.00
Good to prime veals	9.00 to 11.00
Bulls	4.50 to 5.00

**Buffalo—Cattle.**

Beef cattle seemed slow at this market during most of the week. Prices seemed easy, with a slight tendency downward. Sellers seem to agree that a moderate supply is needed for the next week as demand seems tame.

From other markets declines are reported and through the arrivals, are not heavy, yet prices seem to bend downward in sympathy. Best tops in prime heavy are tagged at \$8.40@8.75 while choice yearlings fall slightly under this. The feeder demand quite active and prices rule steady around \$6; the roughage in the dairy causing a look ahead for as well as manure from the dairy cattle. The veal trade shows no change, price levels remain as for the past week, say around \$5 to a shade better for tops. Below are range of prices:

**CATTLE—BUFFALO STOCK YARDS.**

Beef steers, good to heavy	\$8.40 to 8.75
Beef steers, medium to good	7.55 to 8.25
Beef steers, common to fair	6.75 to 7.25
Yearlings	7.25 to 7.75
Beef cows, common to selected	6.00 to 6.50
Fat heifers, good to choice	7.00 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	3.25 to 3.50
Good to prime veals	11.50 to 12.00
Bulls	6.25 to 6.75

**Chicago—Hogs.**

Last week's market close showed

receipts of 27,000 of hogs, and an advance of 5@10c, and with local market in urgent need of supplies of fresh pork. Packers and speculators scrambled for all desirable offerings, while eastern shippers were most conservative in their purchases. The day's receipts were readily cleaned up and the market closed in a strong upturn. Packers took about 24,700 head, while shippers carted away the remaining 3,000. Tops were made on several lots at \$7.55, while the average trundled around, \$7.47, which marks an advance of 6c over one week ago. Indications are that the bulk of the hog receipts are past and that prices will remain steady at prevailing prices. Following is the market:

**HOGS—CHICAGO STOCK YARDS.**

Bulk of sales	\$7.40 to 7.50
Common to good mixed	7.35 to 7.45
Fair to medium weight	7.40 to 7.50
Lightweights	7.35 to 7.50
Selected 260-300-lb. packers	7.40 to 7.45
Stags, 80 lbs., dockage	7.50 to 8.00

**Detroit—Hogs.**

Total receipts of hogs last week at the Michigan stock yards were 6,500, against 6,200 the week previous. The quality seems to be lacking and this has seemed to prevail throughout the season. What seems strange is the extra amount of extremely heavy and light pigs in the same lots. This condition is always detrimental, as no grade can be established. The general market was 10 cents lower at close than on the previous Wednesday, \$7.50 being about the top for best, while stags have the usual shadows against them. Some complaint is lodged against shippers for abuse in the handling and loading of hogs and humanely disposed people will soon trace out some of the club-throwers. Prices below:

**HOGS—DETROIT MARKET.**

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

**Buffalo—Hogs.**

The week's close witnessed a 5c decline in hog prices at this market in good hogs, while yorkers, pigs and lights were strong at best prices. The week totalled 24,280 head, as against 28,800 for the first half of last week, showing a great decrease in receipts. Demand from local killers seemed to be less urgent and with greatly reduced outside orders made the market a little sluggish. A deck or two of extra Illinois hogs caught the eyes of local packers who snapped them up at \$8.00, but the majority of grades with the extra heavies thrown out sold for \$7.95, while the big ones brought a shade less. One year ago the average price was \$6.60, as against \$7.70 for average today. Market on roughs seemed to be little changed from previous prices, and stags were at the foot of the class at a \$5.50@6.50 mark. Prices follow:

**HOGS—BUFFALO STOCK YARDS.**

Common to good mixed	\$7.95 to 8.00
Fair to medium weight	8.80 to 7.90
Lightweights	7.65 to 7.70
Fancy shippers	8.00 to 8.05
Stags	5.50 to 6.50
Pigs	8.00 to 8.40

**Chicago—Sheep.**

With the promise of a 9c lamb market feeders are topping out their flock, and a liberal advance guard has already found its way to Chicago, most of them coming from Colorado. When early markets are on the down grade there is a disposition on the part of the feeders to hold back; thus the frequent gluts that periodically appear throughout the season. Colorado is credited with having a full crop of fine lambs and if the supply is strung out rather than bunched a good market will continue.

Colorado's excess over last year will fully make up for Indiana's and Michigan's shortage this year. Feeders who last fall declined to fat sheep and lambs because feeder prices were out of line with fat stuff, and now are sadly lamenting their failure to load up. Just how this feeding has paid some is evidenced in several cases where \$600 profit has been made on having sheep or lambs out but 60 days. Markets for matured sheep at this time enjoyed a buoyant undertone the past week and slightly better prices were being received at close; tops in wethers being around \$6.25, while lambs struck a lively range at from \$8.20 to \$9. Note price schedules below.

**SHEEP—CHICAGO STOCK YARDS.**

Lambs, good to choice	\$7.75 to \$9.00
do, fair to good	7.60 to 8.90
do, cull to common	6.75 to 7.00
Yearling lambs, choice	6.75 to 8.20
do, cull to fair	4.25 to 5.00
Wethers, choice	5.50 to 6.25
Mixed sheep	3.25 to 3.50
Ewes, choice handy weight	4.25 to 5.00
do, choice heavy	5.20 to 5.50
Cull sheep	3.25 to 4.75
Bucks	3.25 to 4.00

**Detroit—Sheep.**

Total receipts of sheep for the week were 4,959 against 6,380 for week previous. Sheep and lamb trade dull and \$8.50 was about the top notch for best grades of lambs, and \$4.75@5 for good sheep. Trade seemed to lack vigor. The heavier grades received but little attention and holders of their kind had hard work to move them. Good clean sheep and best lambs put money in circulation with little effort, while the derelicts went at about pelt values. Prices follow.

**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	7.00 to 7.50
Mixed sheep	4.50 to 5.00
Cull sheep	3.00 to 4.00

**Buffalo—Sheep.**

The first half of the past week showed an aggregate of receipts of 1,200 head, as against 26,000 for the corresponding half of the week previous. In the lamb division trade spirit and quality were lacking. Choice lambs were painfully lacking, and as eastern buyers wanted none other, the nifty ones brought best money, prices for such going close to \$10, with \$9.65 being really considered top, although some fair to good lambs commanded a \$9.55 rate. Cull lambs and sheep were but little if any changed. Yearling wethers seemed neglected, few buyers wanting them, and best ones could have been placed at \$8.50 per. Skips and pelters were picked up for use in cheap restaurants and saloon lunch counters, places where something for nothing is required. Prices below.

**SHEEP—BUFFALO STOCK YARDS.**

Lambs, good to choice	\$9.40 to \$9.65
do, fair to good	8.60 to 9.35
do, culls to common	7.50 to 8.50
Yearling lambs, choice	7.75 to 8.25
do, cull to fair	5.00 to 7.50
Wethers, choice	6.25 to 6.50
Ewes, choice handy weight	5.50 to 5.75
Cull sheep	2.50 to 4.50
Bucks	3.00 to 4.25

**COAL.**

There is a little easier feeling to the coal situation in all of the leading market centers. The operating mines find their production of domestic lump is gradually exceeding the demand and occasionally find themselves with a few cars on hand. There is an active demand for mine run coal used for steam purposes and many of the mines are loading mine run and find immediate sale.

While we cannot expect summer prices at this season of the year and

the mild weather is the only direct cause that keeps the situation where it is. Right at the present moment, we would dislike to offer any comments of what we thought of the future. There is one thing certain, that prices have reached their high-water mark this season and unless something out of the ordinary happens, we need not worry about having to pay a premium for coal in order to get it during the balance of this season.

The tone of the Anthracite situation is a little easier and prices have dropped from 25c to 50c per ton. Owing to navigation being closed, all shipments now made are by rail and the interior demand has been about equal to the supply. The mild weather has caused a number of the dealers of large cities to cancel some of their orders which has a tendency to relieve the situation. The future of the situation depends greatly on weather conditions, with a possibility of a temporary advance, should the weather turn and stay cold for several weeks.

**Soft Coal.**

Kind of Coal.	F.O.B. Mines.
Hocking lump	\$1.80
Cambridge lump	1.75
Cambridge 3/4 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	2.95
Anthracite egg, stove or nut	4.75

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

**FLOUR AND FEED.**

Under the present condition of the wheat, corn and oat market, the millers have been up in the air as to establishing a price on flour and feed. The majority of the mills report business a little dull during the past week and the buyers do not anticipate their wants, therefore, both the miller and the buyers are waiting for some change in the market to take place in the near future.

Kind.	Price per bbl.
"Blend" flour, 1/2 paper sacks	\$5.50
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.

**BIG PRICE FOR FANCY APPLES.**

Arthur T. Nelson, who has 80 acres in apples near here, secured 50 cents per box containing 12 apples, for 500 boxes of his fruit this season, and urges growers to pack their fancy fruit in the best possible manner, if they would secure good returns. Each apple in his fancy boxes was wrapped in a separate paper. Mr. Nelson who has been growing apples for 20 years, says that the demand for really fancy fruit is constantly growing and that growers who succeed in meeting the demands of the high-class trade can always secure remunerative returns.

**Prices Slightly Higher.**

The average prices received by producers of the United States for staple crops, increased 0.5 per cent from December 1 to January 1, according to a report of the Department of Agriculture. The average prices received by producers for the following articles on January 1 were: Potatoes 50.6c per bushel; chickens 10.7c per lb.; butter 28.4c per lb.; eggs 26.8c per dozen; cabbage \$1.15 per 100 lbs.; apples 73c per bushel; beans \$2.30 per bushel; onions 84c per bushel; peanuts 04.6c per lb.



## WATCH THE WOOL MARKET.

**A Light Supply is in Evidence but the Uncertainty of the Tariff Will Make an Unstable Market.**

A more active wool market has developed since the opening of the new year. Manufacturers have been buying very liberally of both foreign and domestic wools during the past month, in face of the contemplated tariff revision.

Various apparel lines in heavy weights have opened at prices well in accord with ruling quotations for wool and it looks as if the real point to be settled in the next three or four months is not so particularly what the market prices are to be on wools during that period or what prices shall rule throughout the heavy-weight manufacturing season for the mill products, but rather what prices shall be mutually settled upon as practicable for a trading basis in the primary wool markets of the west.

Meanwhile the cleaning up process goes forward rapidly in all the wool houses of this city. Some of the seaboard dealers have extremely small stocks of desirable lots on hand and are receiving small new receipts from the interior.

Demand is varied in character to a gratifying extent, but a large amount of scoured stock is called for from week to week, and there are still sales of wool in the original bags. The dealers have been able this season, by reason of the unusual amount of wool disposed of in this manner, to avoid considerable of the expense and work of grading.

Both on fleeces and medium territories the demand is regular and of fair volume. Texas wools have also found an outlet into consuming channels to a fair extent lately and there is more inquiry and sale for California stock.

President Wilson has decided to call a special session of Congress and there will undoubtedly be a complete revision of the tariff. No matter whether the contemplated changes will interfere with prices at all or not, the buyers will take this contemplated revision seriously and we are apt to have a very unstable wool market this season. Farmers should study the situation carefully and try and get in a position where it will not be necessary for them to dispose of their clip until satisfactory prices are obtained.

## ALL COMIN' OUR WAY.

Secretary of State Martindale was a candidate for Governor at the primaries last fall. He evidently got closer to the people than he ever did before. A close acquaintanceship is certainly doing him some good. Listen: "I believe the time has arrived when the electors should have the right to recall any official who is derelict in his trust of conserving their best interests," said Martindale, "and at anytime when the legislative power does not respond to the demand of the people in regard to the enactment of legislation essential to the conservation of their property and well-being, then I believe the people should have the right to initiate such legislation."

"I do not think, however, that the initiative should be the usual way of promoting legislation, but it should certainly be a means by which the people can secure desired legislation when their representatives, either refuse to act or are ignorant of the people's real needs."

**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!**

## GIVE IT TO HIM.

**Ours Readers Are Right After the Fellow Who Talked About Honey-mooners and Sickly-Looking Youths.**

It is not our intention to lambast things in general. However, we are going to open our columns to communications along any line that will eventually be for the common good. Our January 18th number contained an article from the pen of a correspondent who took occasion to criticize the fellows who are sent out by the Agricultural Departments to tell the farmer how to farm. Here is what two of our readers think of the proposition.

"Editor Business Farmer: I read with much interest the article you published from a correspondent under the topic of 'Expert Farm Advisers.' It seems to me that the person responsible for writing that article had better wash the hay seeds out of his eyes and then he will see more clearly to pick the beans out of the eyes of the heads of our churches and Agricultural Department. He speaks of our missionaries as honey-mooners, pale, sickly-looking youths. I would advise the writer to take a week off and visit some of our denominational colleges and see the class of men and women that are accepted to go as foreign missionaries. He has the nerve to speak of our government experts as 'cigarette bleached youths' whose only credentials are a college sheep-skin. The men in charge of our agricultural affairs are men of sterling ability who are doing the best in their power to promote the general welfare of the farmer, and when a county expert is sent to a county to help the farmers of this state or any other state, your correspondent can put it down in his nut factory that he is able and competent to bring out the best results obtainable from the soil and live stock in that representative county. Thomas Brooks Fletcher says we can learn something from every fool we meet, so no matter whom the United States government may send to our beloved county of Mason, I shall go to him for advice. Perhaps not all of his ideas will be practical, but if he has one good idea it will be worth while to listen to all that are impracticable. Let us as farmers not try to pick flaws in what our superiors in agriculture may try to do for us, but rather let us join hands with Michigan Business Farmer and our Agricultural college and try and make this state of ours a beacon light of agriculture."

O. G. P., Reed City, Mich.

"Editor Michigan Business Farmer: I wish to take exceptions to an article in your paper entitled 'Expert Farm Advisers.' It seems to me that the writer has been misinformed in regard to missionaries. I happen to be personally acquainted with a number of foreign missionaries, and will say that as far as my observation goes the statement above quoted is as far from the truth as can well be imagined. I believe that missionaries as a class are ahead of any other class of human beings morally, and equal to any other class physically and intellectually. They have more backbone and moral courage and other traits that go to make up manhood with all that it means, than those who sit in their easy chairs and belittle them and the great work they do. The writer of that article certainly put things in the wrong light, so I wish to correct his statement."

MRS. C. S. Bronson, Mich.

## AMERICAN MEAT EXPORTS.

**Their Decline, and the Solution—The Passing Western Range.**

The western range is fast becoming a thing of the past; those who have remained skeptical as to its direct effect upon the meat supply of American has but to glance at the

following figures, to at once see that combinations and corners are playing but little part in this so-called high cost of living. The bureau of Foreign and Domestic Commerce with relation to meat exports of the United States gives out these figures. Eight years ago the total export of cattle from the United States amounted to 599,000 head; but behold these figures for 1906; the total exports of which was 499,000, or exactly 100,000 less; then, to better grasp the magnitude of the rapid decline since we are confronted with the fact that in 1911 the export footing showed but 164,000, and in 1912 to 33,000. Think of it; the value of all the cattle exported from our shores during the last calendar year was only 8 per cent of that of 1904.

Again, in 1904, the value of all the cattle imported into the United States—amounting to 16,000 head—was but \$310,000. In 1912 about 300,000 head of cattle were imported at a cost of over \$5,000,000. Again, the exports of fresh beef in 1901 were 354,000,000 pounds. In 1906 they had fallen to 270,000,000, in 1908 to 156,000,000, in 1911 to 29,000,000, and in 1912 to 9,000,000 pounds. That is, the United States exported 345,000,000 pounds of fresh beef less in 1912 than in 1901.

The same alarming decline is noticed in the exportation of all other meats, but not such great proportions as is noticed in that of beef. No matter what our deductions may be from these figures, yet one grim fact stands out beyond and above all the rest, and that is, that stock raising in the United States as an industry promises nothing in the way of cheap beef for the future, but does portend the early passing of one of America's chief industries. Does not this appeal to the capital, energy and enterprise of our nation? The great drives, the free ranges, the immense ranches, throughout the larger part of the west and southwest, have gone, but the land and its yield of feed for live stock remain. More is gotten off a western acre under cultivation now than was yielded by a hundred acres in the free range days. But the profits upon cattle are reduced by handling and carriage. The great markets are too far removed from the new farming country. They must be brought nearer and distribution must be simplified and cheapened. The country is not doing its best, in cattle raising, and for the welfare of the whole world it should do better. The closing of the western range and free pasture can mean nothing else than a vanishing beef supply, and the food that from time immemorial that has been considered as staple will be swept back into the lists of luxuries with frogs' legs and birds' tongues. This is not a calamity howl but rather a grim fact that is not coming, but a fact that is right at our door; and the babes at our knees will live to a realizing sense of just what this little piece of news portends.

## WHAT DO YOU THINK OF THIS?

Last year the various state institutions used 338,862 pounds of butter at a cost of \$104,862. It has transpired that the heads of most of the state institutions are in favor of repealing the law which prohibits them from using oleomargarine. They claim that oleo is superior to much of the butter they get and that it would save the state thousands of dollars each year. Wonder what the dairymen of the United States would think of the progressive farmers of Michigan if they allowed this law to be repealed, and at the same time demanded that other people should be protected from the use of butter substitutes?

## NO ZERO WEATHER THIS WINTER.

Dave Laughbaugh is one of the pioneers of Olivet, and claims to have a system of foretelling climatic conditions that never misses. He says:

"There will be no zero weather this winter and the ice will be in all of the small inland lakes section of the state by February. Dave claims that the knowledge gives him prophetic powers is down from his ancestors and confidence enough in his ability to size up the situation so that he wagered One Hundred Dollars. His predictions will prove true. I should advise you to keep on underclothing for a spell yet at and await developments."

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