

"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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## TO BOND COMMISSION MEN

NEW YORK LEGISLATORS WOULD REQUIRE THEM TO GIVE A \$10,000 BOND.

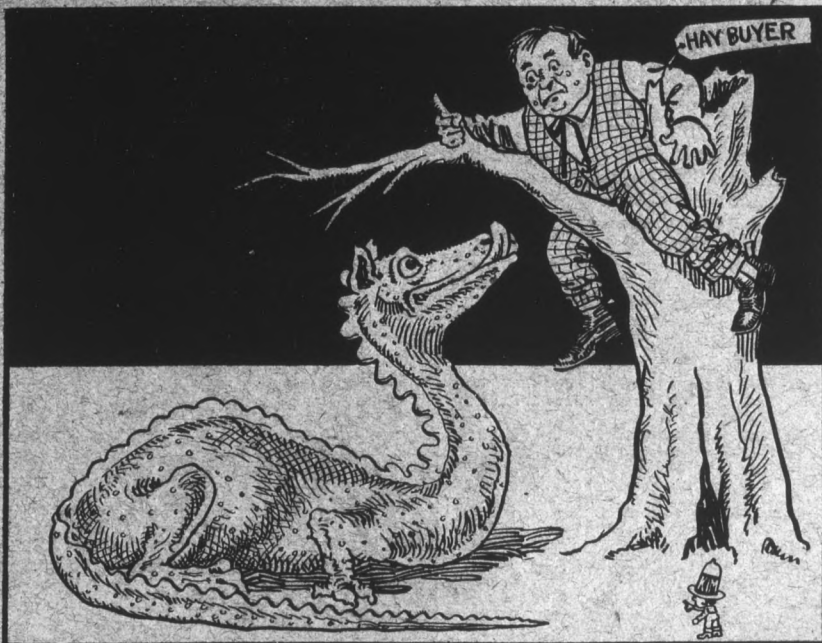
National Organization of Commission Men up in Arms—The Bill is a Good One and a Similar Law Should Be enacted in Every State.

The produce trade of the leading markets in New York City are up in arms at the bill introduced by Senator Roosevelt, which embodies the old idea of putting all commission merchants under a \$10,000 bond before they are allowed to do business. The bill as presented applies to all persons, firms, associations or corporations selling any farm produce on commission. Everything produced on the farm is included, with the exception of timber products. A provision is made that before July 1 all commission houses must take out a license, costing \$10. On June 1 applications must be filed with the commissioner, who is empowered to pass on the qualifications of the applicant. In addition to a full statement as to the members of the firm, its place of business and the produce it handles, the applicant is subject to the investigation of the commissioner and must answer all questions put to him. If the applicant fails to furnish satisfactory information, the commissioner has the power to refuse a license. In filing an application for license a bond for \$10,000 must also be furnished. A license shall not be issued to an applicant if during the preceding year investigation by the commissioner showed that the commission merchant did not make the proper returns. A consignor may begin action in any court, having jurisdiction, to recover under the bond where an account is overdue more than 30 days.

Almost unlimited power is given the commissioner and his assistants to investigate commission houses upon complaint, charging examination into the charges for selling, carting and other service; for failure to make the proper and true accountings at regular intervals; for making false statements as to market conditions, or the failure to make payments for goods received or alleged to be injured. When a complaint has been filed, the commissioner will attempt to secure an adjustment, and failing within 10 days, a hearing shall be given, where, under oath, examinations may be conducted.

Among some of the reasons for refusing to grant or for revoking a license are: Where a judgment remains unsatisfied against a commission merchant; where false charges have been imposed for service other than those scheduled; where there has been a failure to account promptly and properly, or to make settlement with intent to defraud; where there have been false statements as to condition, quality or quantity; where there have been false and misleading statements as to market con-

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THE HAY BUYER HE DID CLIMB A TREE

See Editorial Page Four

### GOVERNMENT RECIPE FOR CHOLERA.

WILL you please publish the old government hog cholera recipe?

We give the formula asked for, but it should be remembered that no medicine will cure hog cholera, that the mixture in question is merely a corrective and alterative and that treatment with preventive serum is the only certain way of protecting hogs against the disease: Powdered wood charcoal, sulphur, sodium sul-

phate and black antimony, of each, one pound; common salt, bicarbonate of soda and hyposulphite of soda, of each, two pounds. Pulverize and mix thoroughly. If hogs are scouring omit sodium sulphate (glauber's salts). The dose is one large tablespoonful for each 200 pounds weight to be treated, once a day.

"I don't care what color it is as long as it keeps coming!"—Mr. Chas. Cork, Charlevoix, Mich.

## Last Moment Market Flashes

WE MAY LOOK with interest to the effect of the groundhog's shadow on the future market situation. Unquestionably much depends on a continuance of good, snappy weather. Reasonable weather conditions seems most necessary to insure reasonable prices being in effect. While some commodities are somewhat disappointing, from a market angle, the general situation is in fairly good shape. Watch the market regulator—when it falters, let up—when it goes backward, stop.

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)	\$1.11
Wheat No. 2 Red (large mills paying)	1.12
Oats, Standard	35 1/2
Rye	.63
Beans	2.10
Hay (best market today, New York) at	19.00
Potatoes (best market today, Philadelphia) at	.58
Butter	.32
Poultry	.15
Dressed Hogs (Detroit Market)	.09 1/2
Eggs	.24

## GRAIN MARKET LOOKS GOOD

ALL INDICATIONS POINT TO STABLE PRICES FOR THE REMAINDER OF THE SEASON.

Wheat Receipts Heavy, But No Corresponding Increase in Stock—Corn Said to Be Worth More Than Present Prices—Narrow Range in Oats.

Wheat prices show a firmer tone during the past few days and quite a sharp advance was registered, probably caused by the growing apprehension in regard to the wheat crop and the continued heavy clearances. Primarily receipts of wheat since July 1st in the Chicago market have been 295,400,000 bushels, or approximately 112,000,000 bushels more than a year ago, but in spite of this tremendous movement there has been no corresponding increase in stocks. Wheat has been distributed at a rapid rate in this country to supply the needs of mills and the exports have been and continue much larger than a year ago. Minneapolis stocks, for all the tremendous receipts, are only about 2,000,000 bushels more than a year ago, and stocks at St. Louis decreased nearly as much during January as a year ago, when receipts were not one-quarter as large as this year. Exports continue heavy via the gulf, and prices are not far from working basis.

Reports received from the northwest on Saturday said country receipts had dropped off to practically nothing and while country elevators have liberal stocks, smaller arrivals at terminals are to be expected. This would seem natural in view of the enormous marketings to date. Cash men look for a continued good demand from the central and eastern states throughout the remainder of the crop year. Consequently the supply and demand conditions appear quite evenly balanced, with crop developments promising to be the determining factor in making prices.

In corn the chief influence has been the Argentine news, the drought continuing in that country with prices at Buenos Aires scoring sharp advances. Local prices advanced sharply and on all the dips the market was given good support by the bulls. Clearances are now showing up big, indicating the big volume of business that was done a few weeks ago and not reported. Prices at the present time are close to a working basis for corn for export, but the domestic trade is quiet.

There has been an enormous amount of corn saved from a feeding standpoint by the mild winter conditions, which have enabled stock to be kept on pasture in many sections. Moreover, the number of hogs is about 6 1/2 per cent less than a year ago, and the number of cattle and sheep are also less than a year ago.

With all these factors working in favor of the bears, however, there ap-

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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

With the ground hog having seen his shadow, February 2, we have every superstitious promise of six weeks' winter weather facing us. It is to be hoped that this will prove out to be an actual experience, because there seems no other ray of hope for the betterment of market conditions than that which may be developed through the weather. It is maintained by trade in general that mild weather conditions which we have been experiencing has had much to do with the depressed condition in which we find most commodities at the present time. We can appreciate that mild weather conditions must have a decided effect on both expectancy and possibility of commodities along market lines. We know that the consumption of hay on the farm during the winter period up to the present has been curtailed at least 25 per cent; some places much heavier than this. In a great many cases we hear of horses having been out to pasture practically every moment up to the present. We know that at the other end of the line, mild weather conditions also has a marked effect. Good snappy weather is what we must have, in order to have a good, snappy market; they seem to go hand in hand and are influenced very much the same by the rise and fall of the thermometer. We appreciate that the situation may be somewhat serious. If you appreciate or think that the situation is alarming, it is simply up to you to exercise every known means and employ every energy we have along well directed lines. Anyone can market a commodity when the market is in a most suitable condition. At times like this is when we are called upon to show our caliber. If the market is overfed, which it has every appearance of being, then we simply must curtail the movement, or else expect and be satisfied with the market existing from a glutted condition. We want you to appreciate our position; we do not wish to bolster up the situation, unless you can appreciate what is necessary and will form, and on your own accord, the bolstering material. We have appreciated the situation facing us; have advised those having better qualities of hay to show a disposition to hold back, and advised you why we took this position. You have done much up to the present time towards making the market even what it is today. You can appreciate that there is no way in the world that you can keep any market level established only by proper regulated disposition. If it were possible to purge this country of selfishness, inject the producer with true loyalty, we could, in turn, be able to regulate and possibly manipulate market conditions. It is the better qualities of hay which are looked after at the present time. If those having better qualities of hay are not disposed to make a fight for better conditions than which face us today, the whole situation is going to assume a new level, which will be lower. The only bolstering to the situation possible is by holding back this good stock. If you will hang to this plan, you will realize later the great good you have accomplished, not only to yourself, but to your neighbor, and the general situation. The dealers are certainly showing their position and the stuff they are made of. They are not disposed to take one solitary chance, and are not doing so. They have acted as your agent in all cases where they could expect a good toll for their services, and be well assured of it, but when their situation looks hazardous they sidestep the situation entirely. I do not know what kind of stuff the reader of this article may be made of, but the dealer who is taking care of you

## 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.

this year should not get the chance to take care of you again. The situation simply develops the necessity of the producer being his own sales agent, doing both ends of his business, which means producing a crop and eliminating these "lay down" middlemen.

### HAY—MICHIGAN ZONE PRICES.

Zone No. 1 Michigan	\$10.00
Zone No. 2 Michigan	11.00
Zone No. 3 Michigan	12.00
Zone No. 4 Michigan	11.50
Zone No. 5 Michigan	11.40
Zone No. 6 Michigan	11.50
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—Detroit market continues in a glutted condition. It seems impossible to get any sunlight in on the situation, because receipts continue to be liberal to the extent that anything like a clean-up is not possible. With the market constantly overfed, there is a disposition of continually overworking the natural demand. This, of course, is what brings on the situation we are experiencing, not only here but elsewhere. It is true that 90 per cent of our receipts are of common quality; very rare is an arrival of strictly No. 1 hay. This market extends no invitations for shipments at this writing.

### 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—There is but little, if any, change in the real situation existing on the Pittsburgh market. There are days when the situation seems to brighten up a little; but we notice that this only affects high-class stuff and correspondingly only reflects to this grade. The situation from a general angle remains practically the same; continues to be in an overfed condition on low qualities. All clover hay is moving a little slower than last week. Concessions were a little heavier than the week previous.

### 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—While it seems the disposition of the Chicago market to make a fight, and to throw a bright light on the situation, still it is very evident that they are gradually losing ground. From week to week we see that the Chicago situation grows a little weaker. All grades of hay under No. 1 timothy were placed only at a discount. Trading is fairly brisk, based on quotations. We cannot say

that the situation is glutted; we feel it is not. We do feel, however, that the supply is in excess of the demand.

### HAY—CHICAGO MARKET.

Choice Timothy	\$17.00
No. 1 Timothy	15.00
No. 2 Timothy	13.00
Light Clover Mixed	12.50
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	8.50
Oats	7.50
Wheat	6.50

BOSTON—The Boston market continues to plug along in the same old way. More uniform has been the situation at this point than at most others. It is because the states have not looked upon this market as an avenue of escape at any time during the season, therefore it has not been subjected to a glutted condition. Receipts have been heavy, but at practically no time more serious than this. The receipts run very heavy to common qualities of hay. The percentage of high-class timothy is very small.

### HAY—BOSTON MARKET.

	Large bales	Small bales
Hay, choice	\$22.00	\$21.00
Hay, No. 1	20.00	18.00
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—Practically every terminal but one is embargoed. This shows that receipts would naturally be extremely heavy. The railroads will not allow a glutted condition to exist, which tends to keep the New York situation in fairly good shape. The receipts are running heavy to the lower qualities of hay. Everyone appreciates the demand of the New York market along quality lines. Based on this understanding, it would appear that the percentage of No. 1 hay to go forward must be very small.

### HAY—NEW YORK MARKET.

New Hay:	Large bales	Small bales
Timothy—Choice	per ton	per ton
No. 1	\$21.00	20.00
No. 2	18.00	17.00
No. 3	16.00	14.00
Shipping	14.00	14.00
Light Clover Mixed	18.00	17.00
No. 1 Clover Mixed	17.00	17.00
No. 1 Clover	16.00	15.00
No. 2 Clover Mixed	14.00	15.00
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	11.00	

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

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

## POTATOES

We are wondering what your decision is with reference to the fight we suggested for in the near future. Do you think we have physical strength sufficient to figure on a 20-round bout? Does it not appear to you from the way the situation is running that the real tone to the situation is comparatively healthy? We cannot see anything suggestive or depressive at the present time. We feel that the future has a reasonable amount of promise in store for us, that by proper manipulation, which means well-regulated disposition, we can maintain our present standard at least and possibly raise our standard to the point designated in our last week's issue. No one has the right, based on what can be learned of the true situation, to paint other than a conservative picture at the present time. Wisconsin has advised well cleaning up. Some sections in Michigan are well cleaned up at the present time. We hear of other sections that have practically their entire crop in cellar or pit. Therefore, much depends on just how much is back and the condition in which it will be when opened up and ready for the market. These are angles to the situation that no living man today can ascertain, and accordingly, only a conservative expectancy for the future is well founded. We believe you have every right in the world to fight for 40 cents today. The market is not top-heavy; there is a good tone to it. A fair demand exists in every direction, this being true with a little tightening up of your regulator, a decided improvement should be the result.

### POTATOES—MICHIGAN ZONE PRICES.

Zone No. 2 Michigan	\$ .37
Zone No. 4 Michigan	.30
Zone No. 5 Michigan	.37
Zone No. 7 Michigan	.35
Zone No. 8 Michigan	.30

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 condition here is about of a "so so" nature. The market could not be reported as overfed, glutted or congested, but it is certainly true that receipts continue to be up with the demand. With a little regulator put on the situation here, there is no question but what we would experience an improvement in the situation. The market here is comparatively in a rut, because it does not make a change, even if conditions might warrant it, either one way or the other.

### POTATOES—DETROIT MARKET.

Bulk from car, per bu.	40 to 43
*Sacked from car, per bu.	45 to 48
*Sacks must be even weight, 150 pounds.	
Price quoted includes cost of sack, about 10¢ each.	

CHICAGO—Receipts continue to be comparatively heavy and of a continuous nature. The movement seems to be fairly well regulated, but the regulator is getting a little fast. In other words, the disposition is for too heavy a movement continually. In order for the conditions on this market to improve, the receipts will have to be cut down. This geographical position causes all eyes to be on it constantly.

### POTATOES—CHICAGO MARKET.

Bulk from car, per bu.	43 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.	

Expecting freezing weather to be in evidence at any time, its short haul makes it inviting.

**CINCINNATI**—The situation is running along very smoothly on the Cincinnati market. There has been but very little change from day to day. Receipts have been just about in line with the natural demand. Trading has been of a good healthy character, neither spirited or its opposite.

**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 10% each.

**WHEAT**

The bears on the wheat market are certainly doing everything possible to show some reason why the market should decline. We have a report from the southwest that they have not been visited by a cold wave, therefore expect no damage therefrom. Based on this, it is predicted that wheat should show

**WHEAT—DETROIT MARKET.**

No. 1 White . . . . . \$1.11  
 No. 2 Red . . . . . 1.12  
**Speculative Prices.**  
 July delivery . . . . . \$ .90  
 \*May delivery . . . . . 1.15 1/2  
 \*The prices given for December and May delivery represent the future delivery prices. This information merely gives you the future basis of this commodity as figured by those who speculate on future prospects.

a little easier feeling. As an asset to this, we experienced very light deliveries of wheat by producers in the northwest, so that the situation, as a whole, assumes no material change. It is quite apparent from what has been going on, and the result we are experiencing, that the wheat market must stay very close to the present level.

**WHEAT—CHICAGO MARKET.**

No. 2 Red . . . . . \$1.12 1/2  
**Speculative Prices.**  
 \*July delivery . . . . . .91  
 \*May delivery . . . . . .93 1/2  
 \*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.

**BEANS**

The Michigan Bean Jobbers Association met at the Hotel Cadillac Tuesday and Wednesday, January 28 and 29. It was impossible

to detect any alarm manifest in the expression of the individuals going to make up this great organization. We understand that reorganization of this supposedly strong organization took place at this time; strengthening of their organization was the reason therefor. It is not our disposition to talk from the dealers' standpoint, or to quote the dealer in our articles, but there are times when along with our judgment, as producers, the same could be used to advantage. The disposition of the dealers in beans, from the state, is to tighten up their market strings and to hold back in marketing. There is no way in the world that the situation can be benefited other than by holding back until there is a call created. There is only two ways in which to increase demand: One is through advertising, and the other through regulated marketing. We have only the latter. In order to keep the general situation healthy, we must not overfeed. There is no absolute proof of what the future situation has in store. We can only look at it from a general angle and then try to make this feature as bright as possible, based on up-to-date marketing methods.

**BEANS—DETROIT MARKET.**

White, hand-picked basis . . . . . \$2.10  
 Red Kidney . . . . . 2.15

**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 Pluk Sheet has set the price for beans, hand-picked basis, at the average Michigan points, at \$2.40 per bushel.

**OATS**

The market situation from a general angle continues about the same. It is remarkable the manner in which the situation has been handled and the results it has shown. From the inception of the season there has been no time when there was any real spirit to the market, nor was there a time when it showed real congestion—simply plugging along in an old-fashioned way, but getting there sure. We believe these oats are going to show us a little better tone, but just when this may be reasonably expected is somewhat questionable. The situation of other commodities has much to do with the future of this. We think a gradual inclination is for betterment and that we will experience it.

**OATS—DETROIT MARKET.**

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

**CINCINNATI**—Strictly high-class stock moves rapidly and at a little advance in price. The call is for this kind of stock, with receipts of this nature comparatively small. The general situation could be reported as being normal.

**OATS—CINCINNATI MARKET.**

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

**PITTSBURGH**—Receipts continue to be liberal, with receipts just a little in excess of the real demand. Just a little tightening up of the market regulator would do a great good. While quotations were maintained, and the situation not really suggestive, it was necessary to work the buyers instead of having the buyers look for the stock.

**OATS—PITTSBURGH MARKET.**

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

**CLOVER SEED**

It is with pleasure that we can report a continuance of the most healthy situation already existing. The market seems conservatively healthy and to have earned the place which it holds today. It has every appearance of being well established and to have a bright future. There is nothing at the moment indicative of the opposite.

**CLOVER SEED—DETROIT MARKET.**

June, prime . . . . . \$12.50  
 Mammoth, prime . . . . . 12.50  
 Aistke, prime . . . . . 13.50  
 Timothy Seed, prime . . . . . 2.10

**CORN**

The corn man continues to wear a broad smile. We are in hopes that it is the kind "that won't rub off." We are in hopes that the situation warrants it, and that it has become a reality, because of the general conditions warranting it. This must be the case, because everyone was aware of the bumper crop and the situation of other food-stuffs, and accordingly would not promote or entertain the advance we are now experiencing unless it were of the most substantial nature and backed by support that could not be avoided. The situation shows much improvement and we think said improvement is well founded.

**CORN—DETROIT MARKET.**

No. 2 white . . . . .  
 No. 3 white . . . . .  
 No. 4 white . . . . .  
 No. 2 yellow . . . . .  
 No. 3 yellow . . . . . .51  
 No. 4 yellow . . . . . .50 1/2  
 No. 2 mixed . . . . . .50 1/2  
 No. 3 mixed . . . . . .50  
 No. 4 mixed . . . . .

**CORN—CINCINNATI MARKET.**

No. 2 white . . . . .  
 No. 3 white . . . . . .54 1/2  
 No. 4 white . . . . . .53  
 No. 2 yellow . . . . .  
 No. 3 yellow . . . . . .52  
 No. 4 yellow . . . . . .51  
 No. 2 mixed . . . . .  
 No. 3 mixed . . . . . .51 1/2  
 No. 4 mixed . . . . . .50 1/2

**CORN—PITTSBURGH 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**

There seems to be a keen tendency on the part of holders to tighten up all market strings. The tension to the market borders on acuteness, as represented by the feeling these holders have. It is not only from natural causes, but enhanced by virtue of the California citrus situation. The pure food law, which is watching most carefully all citrus shipments, is going to have much to do with the future possibilities of high-grade apples. This is considered a real stepping stone to an advanced position by all holders of apples today. The ordinary commission man took care of his own requirements up to the present time, some to a little later date. These people are going to be in the market very shortly, some now. The fancy grocery trade is beginning to look around for fancy stock, but are slow to take hold at the advance called for by storers. On basis of the situation, it seems they must weaken and come across with an advanced price for this good stock.

**APPLES—GENERAL MARKET.**

Fancy, per barrel . . . . . \$2.50 to \$3.50  
 Ordinary, per barrel . . . . . 1.00 to 2.50

**ONIONS**

The storers of onions do not seem to have a fighting spirit at the present time. The disposition seems to be to unload instead of making a further fight. The tendency seems to make movement just as fast as possible. They are not hanging to the customary law of business, which requires sales being made in advance of shipment. In a great

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**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 request. 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-loads, or you can get this information from your local agent.

**Zone 1—Sault Ste. Marie.**  
 New York City . . . . . 32  
 Pittsburgh . . . . . 28 1/2  
 Cincinnati . . . . . 29  
 Chicago . . . . . 22  
 Detroit . . . . . 22

**Zone 2—Kalkaska.**  
 New York City . . . . . 34 1/2  
 Pittsburgh . . . . . 22  
 Cincinnati . . . . . 19 1/2  
 Chicago . . . . . 16  
 Detroit . . . . . 14

**Zone 3—Bay City.**  
 New York City . . . . . 27 1/2  
 Pittsburgh . . . . . 17  
 Cincinnati . . . . . 10  
 Chicago . . . . . 13  
 Detroit . . . . . 10

**Zone 4—Greenville.**  
 New York City . . . . . 29  
 Pittsburgh . . . . . 17 1/2  
 Cincinnati . . . . . 16  
 Chicago . . . . . 13  
 Detroit . . . . . 11

**Zone 5—Sandusky.**  
 New York City . . . . . 27 1/2  
 Pittsburgh . . . . . 22  
 Cincinnati . . . . . 18  
 Chicago . . . . . 15  
 Detroit . . . . . 11

**Zone 6—Vicksburg.**  
 New York City . . . . . 29  
 Pittsburgh . . . . . 17  
 Cincinnati . . . . . 15  
 Chicago . . . . . 10 1/2  
 Detroit . . . . . 11

**Zone 7—Pontiac.**  
 New York City . . . . . 27 1/2  
 Pittsburgh . . . . . 17  
 Cincinnati . . . . . 15  
 Chicago . . . . . 13  
 Detroit . . . . . 10 1/2



# 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 profit.

Founded by GRANT SLOCUM and compiled under his direction.

"They copied all they could follow, but they couldn't copy my mind, And I left 'em sweating and stealin' a year and a half behind."—Kipling

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## EDITORIAL

**E**VER GO COON HUNTING, on a moonlight night, when the frost was on the pumpkin and the corn was in the shock? Mr. Coon, finding the weather mild and the silvery moon shedding its soft light over field and wood lot, can't resist the temptation to get into the corn field for a good square meal. And so the coon and his friends wander at will over the fields until their keen sense of hearing detects the coming of dogs.

Their first thought, doubtless, is of home, but the dogs are fleet of foot, so they do the most natural thing to do—they climb a tree. They have escaped the dog; they are out of his reach, but, "confound it," remarks Uncle Bill Coon, "them aire dogs will keep up their yelpings until their master comes with his gun—and then he will make use of the bright moonlight, and incidentally his gun."

Hay dealers, bean jobbers and produce dealers generally, adopt Uncle Bill Coon's plan of getting sure profits. When market conditions are serene; when the demand floats quietly over the supply, making a tempting offer here and there; these fellows are very bold, and many times ventures even out into the country, away from their elevators, to get a supply of the farm products. It's a sure shot for them; if they can get into the corn field they sure can fill their bellies.

But occasionally the market weather is unsettled; conditions outside are not exactly serene; the contrary winds persist in blowing and an occasional howl from the market dogs in the distant cities are heard; profits are somewhat uncertain—and this is the time when the benevolent bean jobbers, the bold hay dealers and the wandering elevator men stay right around the home market place.

If a farmer appears with something to sell, these fellows point their noses market-ward; let out a dismal howl—and if they take the farm products at all, it is at mighty low prices, and with the understanding that the transaction was made "simply as a matter of accommodation." And a second farmer follows the first; then a third and fourth, and

### THE HAY BUYER, HE DID CLIMB A TREE.

A half hundred hay buyers, right here in Michigan, are now right up in the tree, hanging tightly to the limb, while hundreds of farmers are beckoning them to come down as they have hay to sell. The "Pink Sheet" has received hundreds of letters during the past week, stating that "the local dealers will not even make a price on anything but No. 1 hay, and they scarcely grunt when they make the price on the best."

The hay dealer is in the hay business to make money, so we can't blame him if he takes to his heels, unless he sees sure profit in the transaction. The hay situation this season has been anything but stable and encouraging; but that doesn't detract one whit from the point we want to make in connection with this coon story. Remember last year? Remember how the coon went out into the country and contracted for hay at ten dollars a ton which was worth eighteen dollars the moment the contract was signed?

"The market moon was a-beamin'" those days. Profits were sure. No chances to take so the Coons wandered 'round at their will and Michigan buyers made thousands upon thousands of dollars handling the 1911 crop of hay. Jolly lot of fellows they. Anxious to help the farmer; ready to contract in advance—everything lovely and the moon hanging high.

Right now is the time that the farmers need help. The market winds are a groanin'; the distant market gamblers are a howlin' and the goblins, stuffed full of hay, are a-wanderin' 'round and 'round. The farmer has hay to sell; it's the result of his work; it represents his profit—and he wanders down to the hay buyer to find if somehow, somewhere he can't dispose of this product. He is looking for help to the man who was so anxious to help when the "hay goblins" were not roamin' round and he finds that

### THE HAY BUYER, HE DID CLIMB A TREE.

And he will stay right up in that tree until the "goblins of chance" get away from the profit shocks and then he will come down all right. And you can't blame him very much. He is in the game for profit and if he can't be sure of a profit why should he not rest his weary body in the crotch of a friendly tree? He gets his tips and bets on the winner; what's the use of taking a chance.

So you see, Mr. Farmer, when you need help, you can't get it. When profits are sure and markets right, the coons eat the corn. And you can't "climb a tree" because you have a bale of hay tied to each leg and more in the barn. There's just one thing for you to do.

Go in with your brother farmers. Handle your own hay. If profits are sure, 'twill be pleasant to divide them; if the "chance goblins" are 'roamin' 'round, you can scatter them best with a little help. If you can't have help when you need it; you don't need help when you don't want it. The farmer gets the coon with a gun and many shot released from a single shell. You can bag the fellow in the tree if you will have confidence in your brothers and fire an organized shell from the cupola of a co-operative elevator.

### THE ONE BIG PROBLEM.

To the Editor:

I have just been reading some of the editorials and would like to add some of my experiences.

Last fall when I was filling a petition against the reciprocity bill, I ventured to ask some of the bankers to sign merely to see what answer they would give. They didn't sign, and in discussion said the farmers were getting too good a thing as it was—that prices were too high on farm produce; called my attention to the fact that farmers were riding in automobiles, while the laborers and factory men were struggling for existence.

They did not recognize the fact that the farmer has any capital invested, but placed them equable with the day laborer.

At another time I was attending the officers' meeting of the Allegan County Schools, and the proposition of a farm expert was brought up. Everything seemed to be running very smoothly until I arose and asked if the farm expert was for the purpose of educating the farmer for his benefit, or for the purpose of lowering the high cost of living. There was a little hesitation and a few smoothing remarks and the question was dropped.

Now I don't know as I have anything against the proposition of a farm expert. I believe they could do some good among the farmers, but in presenting this proposition they are leaving out the most important problem that is confronting the farmer today—that of marketing his products. I believe these matters should be handled by the farming organizations co-operatively.

Fred Durand,  
Route 2, Allegan, Mich.

### 1,000 MEMBERS THE GOAL.

Few readers of the Pink Sheet realize that the National Poultry, Butter & Egg Association has a member-

ship of more than 600 at the present time, and that an effort is being made to increase the membership to 1,000. At a meeting of the National Association recently held in Chicago it was decided that each member should get a new member and through these means organize these interests thoroughly throughout the United States. In speaking of the work of the association the national secretary said: "We are trying to get a better understanding between the local shippers and the commission men, and intend to have every poultry dealer in the United States a member of our association if such a thing is possible." We print this little item with a hope that it may suggest to the farmers who have butter, eggs and poultry for sale, that they go and do likewise.

### WHO GETS FROZEN ORANGES?

Chicago Health Department Forces the Dealers to Ship Frozen Fruit to Other Cities.

The Chicago city authorities on Monday seized four cars of frozen oranges shipped to that city from California, but they have all been released to those who were receiving them on condition that they be shipped out of the city. The Health Department says it does not care so long as the oranges are not put on the market in this city. One car went to Indianapolis, another to Detroit, and several have been shipped straight through to the east by receivers who had originally planned to unload them here.

As a result of this action, there have not been a great many frozen oranges sold on the street here the past week, and dealers are still reluctant to mix in the deal for fear they will get into trouble. No definite steps have been taken by the federal authorities up to this time, but it is known that they are investigating the frozen orange deal and it is possible that they will make seizures at any time.

### MONEY.

There is no surer way today for a farmer or dairyman to make money than in calf raising.

With the present prices of beef and milk, the two most necessary staples of the life of the people, with their increasing demand and their decreasing supply, any one who kills a calf before it matures commits murder.—Blatchford.

# POULTRY WEEK AT THE COLLEGE

**POULTRYMEN SHOULD MAKE IT  
A POINT TO VISIT MICHIGAN  
AGRICULTURAL COLLEGE  
NEXT SUMMER.**

Interesting Programs Arranged for Every Day.

Here is a chance to take a short course in practical poultry raising at a small cost. J. O. Linton of the Department of Poultry Husbandry, Michigan Agricultural College, has just sent out the program arranged for poultry week, from February 10th to 15th, inclusive, the program for poultry week is really a short course in poultry husbandry and will include a series of lectures and discussions by practical poultrymen. The arrangements are complete in every detail and will furnish a poultry school for the busy individual who can only spare a few dollars in the study. The poultry department will be at the service of those who visit the college next week, and a staff of instructors will be present and give freely all their time to help solve some of the poultry problems for the individual poultryman.

The Fifth Annual Poultry Show given by the college will be held at the Pavilion during the same week and those who have poultry to exhibit are urged to bring or send the same in order to make this department a success. Benjamin Porter, of Grand Rapids, will superintend the show, and with plenty of good assistants will see that the birds have the best of care while there. No entrance fee will be charged, and the judging will be done by comparison. The program as arranged is as follows:

**Monday.**

Evening—7:30, Meeting of M. A. C. Poultry Association, Agricultural building. Hearty welcome extended to visitors. Good program along poultry lines.

**Tuesday.**

Morning—Welcome, Pres. J. L. Snyder. 8:55, "Poultry Work at Michigan Agricultural College," J. O. Linton. 9:50, "Poultry Feeding," Prof. W. R. Graham, Ontario Agricultural College, Guelph, Ont. 10:45, "My Own Experience in Poultry Raising," I. A. Freeman, A. P. A. Lecture Bureau, Fenton, Michigan.

Afternoon—1:30, "Importance of Constitutional Vigor in Building Up and Improving the Flock," Mr. Charles J. Maxwell, Hastings, Mich. 2:30, "Feeding for Egg Production."

Evening—7:00, Entertainment, selected. 7:30, "Some Cold Facts and Other Factors Regarding the Improvement of the Farm Egg," J. E. Waggoner, Mason, Mich., Sec. Michigan Poultry, Butter and Egg Shippers' Association.

**Wednesday.**

Morning—8:55 "Poultry Housing," J. O. Linton. 9:50, "Poultry Breeding," Prof. Graham. 10:45, "Commercial Poultry Raising as We Find it Today," I. A. Freeman.

Afternoon—1:30, "Fluffy Ruffles," 2:00, "How to Read the Poultry Press," C. E. Walter, Kalamazoo, Mich. 3:00, "Poultry Pleasures of the Farmer's Wife," Mrs. E. J. Creyts, Lansing, Mich.

Evening—7:00, "The Relation of Weather to Poultry Interests," D. A. Seeley, U. S. Weather Bureau, East Lansing, Mich. 8:00, "Marketing," Prof. Graham.

**Thursday.**

Morning—8:55, "Poultry Parasites," J. O. Linton. 9:50, "General Care of Poultry," Prof. Graham. 10:45, "The Importance of Better Organization of Michigan Poultrymen Our Only Hope for an Appropriation by State for Poultry Culture," I. A. Freeman.

Afternoon—2:00, "Reasons for Success," C. J. Burkman. 3:00, "Embryology," J. J. Meyers.

Evening—Banquet, Higgs Cafe.  
Friday.

Morning—8:55, "Fancy Poultry," Earl Hemmingway. 9:50, "General Management," Prof. Graham. 10:45, "Poultry Diseases," Dr. Ward Giltner. Afternoon—2:00, "Chalk Talk—Standard Types," Franklane L. Sewell, artist for American Poultry Association. 1:00, "Poultry in the Schools," Prof. W. H. French, M. A. C.

Evening—7:00, "Progress of the Wyandotte," F. L. Sewell, Quartette.

**A LICENSE FOR EVERY GUN**

**One Dollar Levied Against Each Hunter's Gun Would Give the State \$100,000 for Game Protection.**

In the opinion of Game Warden W. R. Oates, expressed in an interview, there are excellent prospects for the enactment of an amendment by the state legislature, requiring all hunters to take out a license each year. He says: "My inquiries have disclosed little opposition to his proposal, either among the legislators-elect or among the sportsmen's organization," said Mr. Oates. "Far the greater number of the sportsmen of the state appear to favor the plan."

Mr. Oates regards the proposed license bill as perhaps the most important measure for game protection ever drafted for presentation to the legislature. "The department estimates," he says, "that even the nominal fee of \$1 for each gun will return \$100,000 to be used for game propagation and protection. In the matter of propagation, Michigan is far behind other states. It has not yet made a beginning with this important work, excepting of course, the fish hatcheries." It is argued by the warden that the income from the proposed license would permit the systematic breeding of birds of all kinds as the income to the state would be at least \$100,000, meaning that much toward bird protection, as well as prolonging the period of good hunting in Michigan. The nominal fee of \$1 per gun is not exorbitant, yet it will be the means of lessening that horde of hunters whose sole ambition it is to kill something. In the opinion of Mr. Oates the economic value to the state of the proposed license law and the things that would follow in its wake are not properly appreciated by the general public. Good hunting, he points out, is an asset of unmeasurable importance, if conditions are made attractive to outside sportsmen. Numerous letters have come to the office of Michigan Business Farming regarding the proposed enactment, and all express the fear that such a license would give to hunters the right to hunt in any and all places, at any and all times. This is far from the intent or meaning of the proposed bill, as it adds nothing whatever to the hunter's rights nor in any way detracts from the right of farmers; but would have a tendency toward lessening the amount of hunters, as not one hunter in a dozen could raise the dollar, consequently lessening that horde of trespassers who annually prowled around over our farms in their murderous search for our friends, the birds. In the writer's opinion the license proposed should be raised to \$5 per gun; not meaning by this that the farmer who owns a gun and uses it on his own premises should pay it, but rather that that fellow who finds time to squander in the name and calling of "sportsman," alone should pay the penalty. One farmer writes that he is already pestered by undesirable gunmen who trample down his crops, scare his stock and damage his fences and he fears that the passage of such a law would only add to his sorrows. This same farmer fears that the proposed law would tax every farmer who owns a gun; but as we understand it, it is only he

who hunts who would be required to pay the penalty, as surely no one would attempt an enactment that would carry such weight. Guns at best are necessary evils, and no man was ever made more manly through owning one; yet, in the necessary killing of animals the gun very often proves a medium of humanity, in that it quickly ends suffering, or forestalls it entirely, say, for instance, at butchering time. It is our candid opinion that the proposed bill aims only at the hunter, and only so far do we sanction its passage. It would be a decided means of abating the hunter nuisance, and at the same time adding nothing to his rights as a hunter, nor making him no less a trespasser, when on the farm without permission.

**TO BOND COMMISSION MEN**

(Continued from Page One)

ditions; where there have been combinations to fix prices; where there have been a number of dealings which satisfied the commissioner of the inability of the commission merchant to properly conduct his business; where there is intent to defraud shippers; where commission merchants directly or indirectly purchase goods for his own account without prior authority and without notifying consignors; where there have been a continued and persistent failure to keep records required by the commissioner.

Every commission merchant would be required to make a record of a commission sales upon forms approved by the commissioner, the returns specifying the name of the purchaser, the nature grade and amount of goods sold, the amount received in payment, and all other essential facts. Returns must be made within 48 hours after sale.

**GRAIN MARKET**

**LOOKS GOOD**

(Continued from Page One)

appear to be strong interests who regard corn as worth more than present

prices. Bull traders regard all the bear factors mentioned as having been discounted by the big shrinkage in values compared to a year ago. Primary receipts have been smaller than a year ago.

In oats the range of prices has been narrow and there has been little in the way of news to influence prices outside of the strength in other cereals.

**WELL, THIS IS FUNNY.**

State Senator Anderson has introduced a bill which provides a \$500 fine for all electric railway companies which fail to make connections at junction points according to schedule. It is said that the bill is demanded by the traveling men, and the dispatch further states that a law has already been passed which provides a penalty if steam railroads do not make connections. If such a law is on the statute books of this state the people are certainly not aware of its provisions. Competing railway companies seem to vie with each other to see how inconvenient they can make it for the traveling public in making connections and if a law could be passed that would require that connections be made on certain trains each day it would be a great thing for the traveling public.

**FOR SALE** Thoroughbred S. C. W. Leg-horn Cockerels, \$1.50 to \$2.00 each. Satisfaction guaranteed. C. H. TRIPP, Shepherd, Mich.

**WANTED FOR SEED** Canada Field Peas; a quantity of Barley. B. C. LAWRENCE, Rosebush, Mich.

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**THE MARKET SITUATION  
VIEWED FROM THE INSIDE**

Continued from Page Three

many cases they are simply getting permission to ship their cars forward, having them handled to best advantage, based on conditions existing when they arrive. It would have been possible to improve the onion situation wonderfully had the holders of onions "held pat." Just at the time when the trade was making its second call, the storer showed their weakness and allowed this gap to be filled up in any manner suiting the buyer. We believe there is room for every bushel of high-class onions still back, and that it is a shame for the situation not to have shown the improvement that conditions warranted. From now on, it is entirely up to the holders of onions as to the market situation we experience.

**ONIONS.**

**Detroit.**

Yellow Globe, sacked, per cwt.	.65
Red Globe, sacked, per cwt.	.65
Yellow Globe, bulk, per cwt.	.45
Red Globe, bulk, per cwt.	.45

**Cincinnati.**

Yellow Globe, sacked, per cwt.	.75
Red Globe, sacked, per cwt.	.75
Yellow Globe, bulk, per cwt.	.50
Red Globe, bulk, per cwt.	.50

**Pittsburg.**

Yellow Globe, sacked, per cwt.	.80
Red Globe, sacked, per cwt.	.80
Yellow Globe, bulk, per cwt.	.50
Red Globe, bulk, per cwt.	.50

**CABBAGE**

There continues to be a "catch-as-catch-can" market existing at different points. Spasmodic, unsettled and indefinite is the situation. Practically all terminals continue to be supplied from the resources adjacent thereto. Only in exceptional cases are shipments being made from a distance. We can report some improvement to this situation, but not enough to warrant your consideration.

**CABBAGE — PITTSBURGH**

Danish, per ton on track	\$9.00
Domestic, per ton, track	No market

**BUTTER**

All large handlers of butter seem to have settled down on the new market level established. Trade is running along comparatively smooth at the present time. The movement of butter and its substitutes is very heavy. A good, clean-cut tone to the situation exists, with every promise of a most bright future facing it.

**BUTTER — GENERAL MARKET.**

Creamery No. 1, per pound	.33
Fancy Dairy, per pound	.32

**EGGS**

There is but little change to the true egg situation. As producers, we must expect that from now on the tendency will be for a decline in market values caused by a heavy flow of fresh stocks, both from Michigan and from the south. Extreme cold weather will be a real asset to the upholding of the situation. It would have a tendency, of course, if continued, to create an advance. The tone to the situation is satisfactory. The large storers of eggs are making disposition as fast as possible, and are looking forward to the possibility of cold weather to help them. But with the winter period to its present point, their disposition will be to

make movement just as fast as they possibly can, and take whatever price the situation dictates.

**EGGS—GENERAL MARKET.**

Large fresh	24
Medium fresh	21

**POULTRY**

The demand has a tendency to lead the supply at the present time, a condition which we are very liable to experience from now on until next season. Even a market as small as Detroit has found it necessary to procure carlot shipments from western states. It has suggested to us the situation that we are experiencing here and the promise our natural conditions had in store for us. Even in face of outside shipments, we must have had a very satisfactory condition existing, with a tendency to advance.

**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 general market opened up for the week with all interested wearing a well assured expression. The shipper seemed inclined to hold firm on last week's close, while the buyer seemed to be looking around for concessions. The supplies were on the side of the shipper and everything promised a little better feeling to exist. The run of good top stock was very light—a continued disposition to market cattle, only partially fit, seemed in evidence. With rough feed and corn where it has been this season, there seems to be a peculiarity of disposition at this time. Quite likely it has been figured that these partly finished cattle would show a profit if turned off at this time, and a new lot of feeders could be put in their place to advantage. The general market could be reported steady to strong on practically all grades. Lent, with its curtailing effect, will have a momentary bearing on the situation, but with the general healthy tone to the situation, there seems little possibility of a cut at present.

**CATTLE—CHICAGO STOCK YARDS.**

Beef steers, good to prime heavy	\$8.75 to \$9.20
Beef steers, medium to good	7.50 to 8.50
Beef steers, common to fair	6.25 to 7.50
Beef cows, common to selected	4.40 to 7.15
Fat heifers, good to choice	5.25 to 7.45
Canners and cutters	2.50 to 4.25
Good to prime veals	9.50 to 11.00
Bulls	4.75 to 7.00

**Cattle—Detroit.**

The new live stock schedule continues to work out to the complete satisfaction of the trade in general—practically everything from Michigan Central points were in the yards and unloaded Thursday morning, ready for the trade. There was a most commendable move on the part of the

railroad, as it is not only advantageous to the shipper, but relieves the live stock during cold weather to a marked degree by prompt handling. All delivering roads were to be congratulated on making good time this week, as practically all shipments were in by noon Thursday. It is evident that the better grades of cattle are dull. This is because of the high level of the market at this time and the disposition of the consumer to get the cheapest possible. This has changed the call on the butchers from good fat stock to handy weights of only medium flesh, because the consumer can't afford to buy "fat" at the price. This has made it about impossible for feeders to pick up anything to take back and finish because the butchers are looking them over most carefully and for anything at all desirable paying a prohibitive price, from a feeder's standpoint. Milch cows and springers sold about the same as last week, with good grades scarce. Everything in the veal line went rapidly at top quotations. Trade was active; everything cleaned up early.

**CATTLE—DETROIT STOCK YARDS.**

Beef steers, good to prime heavy	\$7.50 to \$8.25
Beef steers, medium to good	6.00 to 7.25
Beef steers, common to fair	6.00 to 6.75
Yearlings	5.00 to 6.00
Beef cows, common to selected	4.75 to 6.00
Heifers, selected	6.00 to 7.25
Stock steers	5.00 to 6.00
Feeders	4.25 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

**Cattle—Buffalo.**

There seems an undercurrent of easier feeling coursing through the Buffalo market. Trade started in on Monday with packers taking hold of the medium weights, 1,100 lbs., quite freely. With this trade taken care of, there was a general lull to the situation. The middle of the week witnessed a little sunshine creeping in on the situation, with its usual effect of brightening up conditions in general. The week closed with an impression of easiness on the part of packers. This would have a tendency to demonstrate the position the packers were taking on this good run of stuff, namely, to put the market at a lower level. Lent being near at hand, there is a feeling of timidity as to the immediate future. Some are contending that more good steers are on feed than was naturally expected. All angles are being worked to unnerve the feeders so that they will "let loose," which, if they do, will be at a lower market level. Keep right on slipping the silage and molasses to the steers. If this market is lowered it will be because of your not properly protecting your end of the deal by bolstering up the situation—regulating disposition.

**CATTLE—BUFFALO STOCK YARDS.**

Beef steers, good to heavy	\$7.75 to \$8.25
Beef steers, medium to good	7.50 to 7.70
Beef steers, common to fair	6.75 to 7.25
Yearlings	7.25 to 8.25
Beef cows, common to selected	6.00 to 6.50
Fat heifers, good to choice	7.00 to 7.50
Heifers, selected	7.00 to 7.25
Stock steers	5.25 to 6.25
Feeders	6.00 to 6.25
Canners and cutters	3.25 to 3.85
Good to prime veals	11.50 to 12.00
Bulls	4.25 to 6.75

**Hogs—Chicago.**

Trade started in very brisk with all grades of hogs moving at 5@10c advance of all other markets. Packers were very anxious to land everything in sight at former prices—sellers held for the advance. One year ago, packers paid \$6.50, against \$3 this week. Wednesday witnessed light marketing

with good snappy tone to the situation—only 12 cars in the pens. One car fancy Illinois stock weighing 210 sold up to \$8.15, Yorkers, lights and pigs selling up to the same figure. Roughs sold up to \$7@7.10. As the week advanced, prices advance also, there being an advance along most all lines of about 10c. The only excess was in the run of pigs. As the week closes, the market settles back to about its level, set at the beginning Friday and Saturday sales being made at about the level set Tuesday—a decline of 10@15c over the high mark. This would demonstrate that the market went in at about a well-established basis, that it is difficult to advance, and also suggests no reason for a decline.

**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 200-300-lb. packers	7.40 to 7.45
Stags, 80 lbs., dockage	7.50 to 8.00

**Hogs—Detroit.**

There was every evidence of activity in the hog department—everything from lights to heavies went at attractive prices. A good, snappy tone to the situation exists stags being the only grade on which the above would not apply. On these the market showed a much easier feeling, with most sales made at a reduction. The trading, as a rule, was made at about 10@15c advance. The market closed for the week, cleared up, and full of promise.

**HOGS—DETROIT MARKET.**

Fair to choice butchers	\$7.45 to \$7.75
Lightweights	7.45 to 7.75
Boars, according to weight	3.00 to 3.25
Pigs	7.75 to 7.85
Stags	One-third off

**Hogs—Buffalo.**

There seemed a lack of real tone to the hog market, with the result that a decline in price of around 5@10c was in evidence. Just why the trade should have backed up on the situation is a question. Nothing in the way of heavy receipts should be the cause, as they were not at all burdensome. The general run was of very good handy weight hogs, and naturally desirable. It is suggested that packers are disposed to hang back just a little on the level now in effect—trying to have an influence of depression on the market—watching the situation most carefully and constantly. The situation existing this week brings us back to the former level existing before the advance of last week, at which time the market advanced about 10c. The present cut of a like amount brings us back to normal. This would tend to prove that the former level was about in line with natural demand conditions, and that either a rise or fall would be a result of manufactured influence. The market closed healthy, but unable to quite hold to the advance of the week previous. Average price for week, \$7.55; last week, \$7.57; year ago, \$6.16; two years ago, \$7.76; three years ago, \$8.45.

**HOGS—BUFFALO STOCK YARDS.**

Common to good mixed	\$8.15 to \$8.20
Fair to medium weight	8.15 to 8.20
Lightweights	8.20 to 8.25
Fancy shippers	8.20 to 8.25
Stags	5.50 to 6.50
Pigs	8.00 to 8.25

**Sheep—Chicago.**

The tone to the sheep and lamb department was very satisfactory to the shipper, everything moving off rapidly at a small advance. The 9c market looked for has not yet materialized, but \$8.70 was in evidence in many cases. The Colorado feeders are looking on anxiously to the trend of the situation, which bears every evidence of meeting their expectancy. Regulation will, no doubt, be necessary to

hold the present level of prices, because of its being a pretty high standard.

SHEEP—CHICAGO STOCK, YARDS	
Lambs, good to choice	\$7.75 to \$8.80
do, fair to good	7.50 to 8.50
do, cull to common	6.00 to 7.00
Yearling lambs, choice	6.00 to 8.00
do, cull to fair	4.00 to 5.00
Wethers, choice	5.50 to 6.25
Mixed sheep	3.25 to 3.50
Ewes, choice handy	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

Sheep—Detroit.

The sheep and lamb market settled on a decline of 10@15c, based on last week's close. The raiser is making a great mistake in disposing of so many lambs about two-thirds finished, or ready for the market. In reality, they are just where they would take on flesh and then finish very quickly and at the least expense of any time through the feeding process. This class of lambs will not be looked on with favor or be expected to bring the price. The percentage of top quality was very light—quite a percentage of "left-overs" from day to day. The stock was not attractive and the trade assumed an air of indifference. The market closed dull—no real tone.

SHEEP—DETROIT STOCK, YARDS.	
Lambs, good to choice	\$8.25 to \$8.40
do, fair to good	7.50 to 8.00
Yearling lambs, choice	7.00 to 7.50
Mixed sheep	4.50 to 6.00
Cull sheep	3.00 to 4.00

Sheep—Buffalo.

The week opened with about 2,500 head in excess of one week ago. While trading in the lamb department was none too brisk, still tops brought an advance of 10@15c. The quality was generally poor, making sorting necessary in order to place to advantage. Good lambs going at \$9, while real tops brought \$9.25. Culls went at about \$7.75, skips going slowly at \$0 to \$6.50. Wednesday saw a change in the situation—9c lambs were out of the running. Receipts continue heavy, with the quality very poor, best lambs going at \$8.75, culls \$7.50 and down. Two fancy loads of wethers sold at 25c reduction. Prime wethers around \$6.25, one load of fancy ewes sold at \$5.00, the range being from \$4.50 up. The week closed with lambs running better as to quality and selling up to within 10c of the week's best mark; there was little change in the other qualities. Good finished wethers stepped up a quarter, one load of fancy yearling ewes going at \$6.75. The result was that good stuff went nicely, while poor stuff was somewhat easier.

SHEEP—BUFFALO STOCK, YARDS.	
Lambs, good to choice	\$8.90 to \$9.15
do, fair to good	7.80 to 8.75
do, cull to common	7.00 to 7.75
Yearling lambs, choice	7.50 to 8.00
do, cull to fair	5.00 to 7.50
Wethers, choice	5.75 to 6.25
Ewes, choice handy	4.50 to 5.50
do, choice heavy	5.00 to 5.50
Cull sheep	2.00 to 4.25
Bucks	3.00 to 4.00

COAL.

The mild weather has simply knocked the bottom out of premium priced coal. A few large dealers that loaded up on high priced coal are now selling the same at a very close margin of profit. The rural dealers can consider themselves fortunate by not having an over supply of coal on their hands to dispose of with no encouragement as to the coming of a cold wave.

The Detroit and Toledo yards are well supplied with coal but it is the opinion of some of the largest dealers that if a cold wave would strike the Central States it would take but a short time to clean up the yards

and would be in the market for more coal. While the season is getting short we have no fear of prices reaching the high water mark again this season. If the weather man decides to continue this mild weather we can expect summer prices at any time.

The anthracite situation is about normal with practically no change in the market since last week.

Kind of Coal	F.O.B. Mines
Hocking lump	\$1.70
Cambridge lump	1.70
Cambridge 1/2 lump	1.60
West Virginia Splint lump	1.75
White Ash block	1.75
Kentucky 4-inch lump	2.20
Kentucky 4x2-inch egg	2.10
Harrisburg 6-inch lump	2.10
Pocahontas lump and egg	2.75
Pocahontas mine run	1.75
Michigan Domestic 4-inch lump	2.90
Anthracite egg, stove or nut	4.75

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

FLOUR AND FEED.

The wheat situation has been pounding away by the wheat bulls during the past week and all markets a little easier. Prices on flour have not changed, but the sales on bran and middlings have been extremely slow and the larger mills have dropped the price about \$1 per ton. The future of the market is somewhat uncertain and will be so until government crop reports are in so the estimated production of wheat, corn and oats can be determined.

Kind	Price per bbl
"Blend" flour, 1/2 paper sacks	\$5.30
Spring patent	4.65
Coarse corn meal	23.30
Cracked corn	24.50
Chop feed	21.50
Coarse middlings	23.50
Fine middlings	25.50
Bran (standard)	22.50

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.

MUST PAY FOR REPACKING.

A Test Case Decided by New York Court Which Means Much to Shippers.

A test case has just been decided in the Municipal Court of New York City which, if the decision is sustained in the higher courts, will mean much to the shippers in the future. The case was brought up by a commission firm in that city to recover \$104 the cost of repacking 250 cases of eggs, a part of which were found to be broken or cracked. It seems that twenty cases, as a sample, were taken out of the car upon arrival, and upon examination seventeen were found to be damaged. The receiver then decided to repack the entire car and put in a claim of ten cents per case for repacking. The railroad refused to pay the claim, hence the suit was brought. The judge, in rendering his decision, said in part:

"This question, so far as our examination discloses, has not been squarely passed upon by any court in this state. In view of the damages which the plaintiff had undoubtedly suffered, they were required to do what reasonably prudent men would have done under the circumstances and conditions, and the question arises whether these plaintiffs so acted. The defendant does not contend but that plaintiff would have been justified in repacking the entire shipment, providing it had been shown that there were damaged eggs in each case.

The evidence does not disclose just how many of the 252 cases contained broken eggs. The plaintiffs justify their act in repacking the entire shipment upon the examination made by them of the 20 cases referred to.

It was the duty of the plaintiffs to minimize and reduce the damage as

much as possible. Would they have been justified in offering the shipment for sale without repacking? If so, they would not be justified in repacking the 252 cases. Is it reasonable to say, in view of the condition of the eggs, which was disclosed by the examination made, that any buyer would have offered without having made a thorough examination of the entire shipment, a reasonable price for the shipment? I think not. The purchase of the eggs would have been a pure speculation or gamble, and persons finding themselves in the position of the plaintiffs were not called upon to sacrifice the eggs by selling them on a gamble.

"Whether the eggs were to be sold for the trade for immediate use or to be placed in cold storage, it seems in either event, upon the condition disclosed from an examination of the 20 cases, that the plaintiffs in repacking the entire shipment, did what reasonably prudent men would have done under like circumstances and they are, therefore, entitled to recover here the reasonable cost of repacking the shipment."

Shippers of all kinds of farm products will be interested in this decision as the carrying companies have tried to escape liability in this direction wherever possible. It is worth just about all that can be recovered to get damages from a railroad company and such test cases should be encouraged so that shippers will have some protection.

VIEWS ON THE ONION MARKET.

The following letter written by C. M. Wiener, Ft. Wayne, Ind., to the Chicago Packer gives a little encouragement to those farmers who are still holding their onions:

The impression has prevailed for some time that winter onions were in over supply. While trade has been very draggy, it has been largely due to the fact that unfavorable weather conditions were responsible. It is of course true that not so many onions are consumed during the warm weather as when cold, snappy weather prevails throughout the country. The mild winter undoubtedly hurt the trade in onions and curtailed their use to a large extent. However, there is plenty of time yet for a change in the onion market.

The poor quality of stock in many of the older sections has been the cause of a great deal of anxiety. The heavy shrinkages reported are not confined to any one section but seem to be widespread. The deterioration of stock and the heavy movement from storage will change conditions quite materially.

Refrigerator cars are scarce and the prediction is made that one of these days within the near future, the produce trade will wake up to the fact that they have guessed wrong and the onion situation will look altogether different to them.

The writer is willing to go on record with the assertion that there will be less strictly No. 1 onions in the country on February 1, 1913, than there were a year ago. With anything like normal weather conditions, a big advance is likely to take place and a much more healthy demand for onions spring up than has been

anticipated. The old saying is that when any commodity has lost every friend, is a good time for the wise dealer to lay in a supply.

Strictly No. 1 onions will prove yet to be good property.

Last year farmers made money feeding steers. This year their profits will probably be less. So cattle feeding business will always be an up and down proposition. It is somewhat of a speculation. But this is not so true of the growing of beef cattle. Last year the man who grew his cattle made money; this present season he is making money, and the prospects are bright for the future.

It is a lucky thing that in the winter when the chores need the most time we have the most time to give to them. The fellow who just hustles through his chores with all the haste possible and spends no time with his stock was never intended for a livestock farmer. The man is really a stockman who enjoys spending some time watching his animals.

AMOUNT OF POTATOES ON HAND.

Government Report Gives Some Interesting, if Not Reliable, Information on This Subject.

The fourth annual inquiry made by the Bureau of Statistics of the stock of marketable potatoes in the hands of the growers and dealers in the principal potato growing sections of the United States resulted in the following estimates, which have just been made public:

The quantity remaining in the hands of growers on January 1, 1913, was about 39.8 per cent of the total quantity raised for market in 1912, which compares with 33.1 per cent of the 1911 crop similarly held on January 1, 1912; 40.2 per cent of the 1910 crop on January 1, 1911, and 41.2 per cent of the 1909 crop on January 1, 1910.

The quantity remaining in the hands of dealers on January 1, 1913, was about 9.8 per cent of the total quantity raised for market in 1912, which compares with 8.6 per cent of the 1911 crop similarly held on January 1, 1912; 10.9 per cent of the 1910 crop on January 1, 1911, and 9.9 per cent of the 1909 crop on January 1, 1910.

The quantity remaining in the hands of both growers and dealers on January 1, 1913, was 49.6 per cent of the total quantity raised for market in 1912, which compares with 41.7 per cent of the 1911 crop similarly held on January 1, 1912; 51.1 per cent of the 1910 crop on January 1, 1911, and 51.1 per cent of the 1909 crop on January 1, 1910.

The comparisons by states are shown in the following tabulation, which shows the percentage of the marketable potato crop of each year held on the first of January for the past four years.

Of course there is no way to tell the proportion of the crop actually marketed each year, therefore the percentages cannot be interpreted readily into bushels. We believe the government reports to be about correct, and if such is the case the present condition is certainly not at all alarming.

State	By Growers				By Dealers			
	1912	1911	1910	1909	1912	1911	1910	1909
New England	48	48	52	50	7	6	12	7
New York	47	35	48	43	4	5	6	7
Pennsylvania	33	23	33	30	8	5	10	8
New Jersey	13	6	13	20	3	4	5	6
Ohio	31	25	36	32	12	7	14	12
Indiana	31	22	34	35	16	10	16	16
Illinois	17	20	28	30	11	15	14	15
Michigan	51	41	43	51	11	10	12	11
Wisconsin	51	37	48	45	11	11	11	10
Minnesota	41	32	34	45	15	12	15	10
Iowa	31	15	20	31	15	10	12	15
Nebraska	32	25	30	33	8	10	12	15
Kansas	19	11	14	20	14	7	8	13
Colorado	60	45	50	48	6	8	10	8
Average above	39.8	33.1	40.2	41.2	9.8	8.6	10.9	9.9



While one discussed the bean from a farmer's standpoint.

Many, very many, Cussed the "Pink Sheet" from a Jobbers standpoint.

THE Benevolent Bean Jobbers held their annual meeting in the "Green" room at the hotel Cadillac, Detroit last week. Of course they are working in the interest of the bean growers and have decided to incorporate, so that they can handle his business more effectively.

## BUTTER IN CHICAGO AND NEW YORK

NEW YORK QUOTES A LITTLE HIGHER PRICE—MARKET IN GOOD SHAPE.

Chicago, Last Week's Basis Holds—Tone of the Market Healthy.

A dispatch from New York says that the receipts of butter since May 1 up to Saturday of last week were 1,887,629 packages against 1,880,700 the same period last year. Receipts for the week ending last Saturday were 37,529, compared with 43,521 packages the same week a year ago. Receipts Monday were 5,438, Tuesday 7,709, Wednesday 4,457, Thursday 7,896, Friday 3,490.

Butter seems to be holding its own in pretty good shape. Monday the market opened very firm and before noon showed an advance in price all along the line, which advance was held later in the week. Business was generally done at 34½c to 35c for creamery extras and at times dealers could not get enough stock at those prices to fill their orders. Occasionally a slight premium was paid for something very fancy. The bulk of the butter coming grades as firsts and many of the buyers who take extras as a rule are taking firsts, but the range is wide and the fine butter buyers are paying as high as 34c for the best firsts offered while some of the receipts of this grade will not sell for more than 31c.

Fancy storage creamery is firmly held. In fact, the storage butter situation is in the pink of condition. Dealers will not part with their fine held extra for less than 32½c to 33c, while firsts sell down as low as 29c and up to 31½c. The main thing is to show samples of butter of fine quality. That is what the trade wants and what they will pay for. All fresh

**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!**

made butter coming in is selling rapidly at quotations.

Packing stock is steady and 20c to 20½c for best, current make is obtained, while held stock at times makes as high as 21½c.

There was a noticeable shortage of fancy table butter on the street Wednesday and creamery extras advanced to 35½c to 36c. Some of the best buyers who have been working on storage cannot use that now and declare they must have fine fresh creamery, which causes more of a scarcity. On change 50 tubs sold at 35½c, but later in the day it was easy to get 36c for the butter. The firmness was held on Thursday.

Friday the market was 1c higher. The tone of the Chicago market this week was quite healthy, as a good demand existed for all grades and the movement was satisfactory. The market was kept well cleaned up, and practically all butter offered could be moved at fairly good prices.

Prices continued on the same basis as last week, and most dealers expected a firm market from now on. Receipts were of much the same character as for some weeks past both as to volume and quality. Most shipments were of poor flavor and really fine butter was still in light supply. A freer movement of storage goods was reported, especially of fine goods. June extras were quoted at 31½c to 32c, extra firsts 30c, firsts 27c to 29c, and seconds 25c to 26c.

Creamery extras sold at 33½c, extra firsts 31c to 32½c, firsts 28c to 30c and seconds 25½c to 27c. No. 1 packing stock was quoted at 20½c and met with little call. Ladles were also inclined to drag and sold at 21c to 21½c.

• A firmer feeling developed the latter part of the week on all grades, extras bringing 34c to 34½c.

### LOOK OUT FOR THE CROOKS.

Last year a number of farmers living in the northern part of the state signed contracts to grow cucumbers for the Grant-Beall Company of Chicago. This firm spent a few hundred dollars building their weighing stations and installing pickle vats, gained the confidence of the farmers who signed contracts without hesitation and delivered the season's crops to these crooks. About one-half the delivered pickles were paid for—the rest shipped to Chicago and the growers defrauded out of their pay for the pickles. The matter was referred to Michigan Business Farming and an investigation made. This

## OIL BOOSTED ANOTHER NOTCH

PRICE OF CRUDE OIL REACHES THE HIGH-WATER MARK.

Sure Enough, the Government Solved the Standard Oil Problem.

A dispatch dated at Pittsburg, February 3, says:

The fourth successive advance in crude oils was recorded when the South Penn Oil Company announced its prices at the opening of business yesterday morning. As on every other day this week the price was lifted seven cents a barrel bringing Pennsylvania crude to \$2.33 and other grades to the following prices: Mercer Black, Corning and New Castle, \$1.86; Cabell, \$1.98; Somerset, \$1.32. There was no change in Ragland from 70 cents.

When the Standard Oil Company of New Jersey was dissolved by order of the federal supreme court last year, a number of smaller companies were organized in this territory, and competition for crude oil for the new refineries has become pronounced.

For eighteen months preceding the dissolution of the Standard, which took place on December 15, 1911, Pennsylvania crude, on which the price of all oil is based by the purchasing agencies, had been quoted at \$1.30 a barrel. Eleven days afterward the price was advanced five cents, and within a month producers were receiving \$1.50 a barrel for oil.

The policy of tacking on five cents was continued and it became apparent that the purchasing agencies of the various Standard Oil subsidiaries had determined to force prices to a much higher level. On December 14th the dream of the oil producer was realized in the announcement that \$2 oil had arrived. Soon after the beginning of the new year another advance of five cents was recorded, and on January 27th seven cents was tacked on. From that time until yesterday morning there have been daily advances of seven cents.

company is now in the hands of a receiver, and the farmers won't get a cent.

Better look these fellows up before signing contracts. If you have no means of finding their financial standing, write us. You can have the information for the asking.

### HOGS DYING OF A STRANGE DISEASE.

A strange disease among the hogs has already caused to the farmers in the vicinity of Byron a loss estimated at over \$25,000. Three thousand hogs have died from the strange disease in the past two months, some farmers having lost their entire herds within a few days. The animals show no symptoms of any disease but drop dead in their pens. One farmer recently found ten dead in the morning. The remaining thirty died within two days. An expert from the Agricultural College prepared a remedy, but so far it has not been effective in stopping the ravages of this disease. From the information given out, the disease is similar to that which destroyed thousands of dollars' worth of hogs in Iowa during the fall and winter. No effective remedy was found and the disease finally ran its course.

If you cannot cross the ocean, and the heathen lands explore, You can take this little pink sheet to your nearest neighbors' door. And you thus can spread the tidings of the gospel which we preach, 'Tis the markets' true condition placed within the people's reach.

E. L. K.

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### ARIZONA HAS ITS TROUBLES.

A correspondent writing from Phoenix, Arizona, says:

Our beautiful valley does not look like the same country I left a few weeks ago. Palm trees, pepper-trees and alfalfa fields as well as the groves look as though some scorching wind has swept through. The orange trees will drop every leaf. It is entirely impossible at present to estimate the damage. Some of the sickly trees may die, but I don't look for any permanent damage to the groves. The bark has not split and the wood does not look glassy or half dead, excepting the tender sucker growth. The trees were as dry as bone and in the best possible shape for a hard freeze.