

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

Michigan Business Farming

Porter and Market Guide ever published solely in the
who make a Business of Tilling the Soil for Profit

No. 18 (VOL. 1)

DETROIT, Saturday, February 15th, 1913

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WERE YOU "IN AT THE KILLING?"

NEW YORK FIRM* CLEANS UP \$100,000 ON JUNE BUTTER.

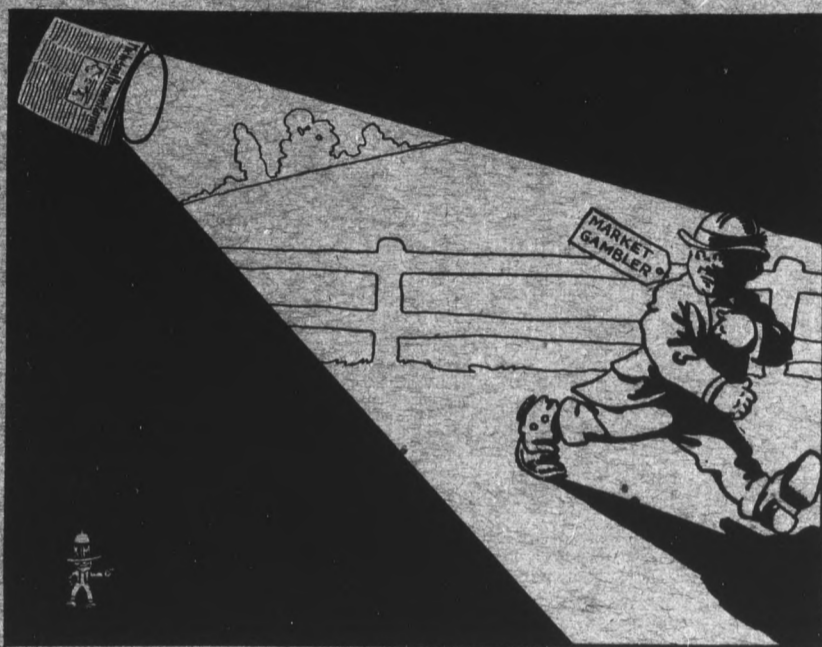
Began to Buy Early and Secured Over 40,000 Tubs—Recently Dumped Their Holdings and For the Second Year in Succession Made a "Killing."

We give below a statement just as it appeared in an eastern produce paper, headed "A Big Killing on Butter." We want every reader of the "Pink Sheet" to read this article very carefully and to remember that during the summer they sold the butter which cleaned up a net profit to George W. Martin & Bro. of over \$100,000. We hear so much these days about the high cost of living that it is refreshing occasionally to find a firm that is willing to acknowledge that they have a part in fleecing the consumer. Don't fail to read carefully the last paragraph, in which it is suggested that if we can have reciprocity with Canada that the prices for June butter will not be even as high as last year. In that case of course a little bigger profit is assured to this firm. You fellows who are figuring on reducing the cost of living by increasing the supply will soon find out that you are putting larger holes in the skimmer through which the farmers' profits will be easily drawn into the pockets of the speculators.

On the strength of the sale of 75 tubs of extra butter this morning under the call at 38c and 50 tubs of June extras at 35c and bids for more at the same price, the price was advanced 1/2c for fine fresh and for held extras, making fresh extras 38c, and June extras 35c. Buyers bid 38c for extras, 10 days, with no offer and a bid of 38 1/2c, buyer 30 days, brought an offer at 42c. An offer, seller six days at 39c, was made, drawing a bid of 38c. All this shows the stringency of fresh butter. Grocers have advanced their price and jobbers declare that the consumption is falling off. Just to what point the fresh goods will go is a question of supply. Even at the quotation of 38c a premium is paid for desirable marks. There was little thought two months ago that held extra would reach the 35c mark and the supply of these is limited and they are likely to go higher.

This has been one of the banner years for men who had the nerve to go into the butter deal. The heaviest single holder of butter in the United States this season, outside of the meat combine, was G. W. Martin & Bro. of this city. Early in the season they began to take on butter and put it into the coolers and kept buying until their stock reached a trifle over 40,000 tubs. E. E. Martin, head of the concern operating here, and George, his brother, in Chicago, gave the Martins opportunities to get what they wanted and they never hesitated to buy when they thought there was a chance for a rise. In discussing the

(Continued on Page Five)



SHOWING HIM UP!

The "Pink Sheet" lets the light into the dark corners, and the market gambler takes to his heels!

Take This for What It's Worth

A dispatch from Philadelphia says: "Potato receivers continue to play for a weather market with the result that it is kept amply supplied with potatoes. The present week showed an increased supply over last, with trade irregular. The situation has reached a point where something has got to give, and unless weather conditions should stop loading, much lower potato value is an only possibility. A good many potatoes from now on will be shipped on a commission basis, as

dealers have given up all hope of a reaction in the market." Even if every word in this dispatch is true and pictures the situation as it actually exists, remember nothing can be made by crowding the market. Every day that passes brings us 24 hours nearer spring, therefore it is absolutely necessary that the market be watched. We have proven in many instances that careful feeding of the market will maintain prices, and this rule will certainly hold good from this time until the new crop arrives.

Last Moment Market Flashes

WATCH CAREFULLY your thermometer on the back porch. On the "up or down" of the mercury depends very much future expectancy and possibilities. Don't expect too much or too quickly. Don't get "cold feet," but maintain cold weather. A long time before a new crop. Watch the "Pink Sheet"—keep your nerve—play the game.

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).....	\$1.12 1/4
Wheat No. 2 Red (large mills paying).....	1.13 1/4
Oats, Standard.....	.37
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

BIG WAR AMONG THE POULTRYMEN

NEW YORK BUYERS PROVE THAT THERE IS HONOR AMONG THIEVES.

Two Factions Lined Up and Start Merry War—Carlot Shippers Get the Benefit—Farmers Have No Share in the Dividends.

Once in a while conditions get so raw in the leading markets that there is a fight over the spoils. This condition must have existed in New York during the past week. Readers of the "Pink Sheet" will be interested in the lively row that continued there for several days and they can very easily figure out the effect the trouble had on market conditions.

The live poultry market was in a topsy-turvy condition this week and there appeared to be a general war on among the receivers. Some claims were made that the old-time combination had partly gotten together and that the tactics of bygone days were being employed. The jobbers the fore part of the week seemed to have control of the situation and evidently were attempting to combine, as was indicated by various meetings that were held and the concerted action taken which caused sudden fluctuations in prices. The lineup, however, of the warring factions is somewhat different than what existed several years ago.

On the other side of the fence were Fleck & Hillman, Sol. Frankel, Geo. C. Brown, C. Bishop and Samuel Werner, who were selling the jobbers. Receipts for the week were about 90 cars, with 10 carried over on track and there were about 5 in the market, the aggregate offerings being 105. On Monday the jobbers got together and refused to pay over 14 1/2c to 15c for fowls. The Collins crowd, who sell direct to the trade, would not accept these figures, saying they were too low, and took the matter up with Mr. Pierson, who represents the Missouri Carlot Shippers' Association, and decided that the situation in the west was strong enough to warrant a 16c market.

Then the jobbers suddenly got-together and decided that poultry was worth 16 1/2c. The other side say this was because they were acting under the direction of the other faction of receivers. They endeavored to put the market upon this basis. The transaction between Westerberg and Collins took place Tuesday. On Thursday there was a decidedly weaker feeling and most of the poultry sold out in a jobbing way at 16c. Poultry was being sold out of slaughter houses on east side at 16 1/2c when the 16c market was prevailing.

Thursday night about 90 cars had been unloaded and the 6 to 8 cars that came in after that time were held over for next week. The Collins faction were quoting fowls 15c, chickens 14c, cocks 11c, ducks 19c, geese 15c and turkeys 18c. The other side were quoting fowl 16 1/2c, chickens 15c, cocks 11c, ducks 20c, geese 15c and turkeys 19c.

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

A Market Review from the Farmers Standpoint

HAY

We are now experiencing the long-looked-for real winter weather, weather that has the real snap of former years. It has been a contention of marketers of farm products that with this condition manifest we should be able to experience a revival of better conditions, that on this one feature—weather—could we pin our hope for better conditions to exist. Not yet has the time enough elapsed so that we could experience very much of an impression on the conditions naturally existing. It will take, under natural conditions, some little time for real improvement to be manifest. We should, however, see a reflection of better conditions in the market horizon even at this early stage. From a broad angle we hardly feel safe in stating that there is a real improvement to give out to you in this article. We do feel, however, that the tone to the situation has been somewhat improved during the last week; let the cause be what it may, we believe this is the true condition. We must admit, along with the above, that the increase in demand and the improvement in tone is reflected on the better qualities of hay. It may not be conservative to state that a real betterment of conditions exists on any other qualities, but we know this, that the natural improvement would come first on the top qualities, that the only hope there is for the lower qualities of hay is for a continuance of improvement on the better qualities. With a continuance of this sort we will gradually see and experience an advanced condition all along the line. Having such a small percentage of high qualities of hay for disposition it could not be but a short time before general improvement would be manifest. On basis of above reasoning, we believe that we should feel that all the improvement possible to expect has been brought about during the past week. We have not faced a situation like this in a number of years. It appears as a great stone wall to us, unsurmountable, seemingly no way of escape. That seems to be the way the average producer looks at the present situation, and also the way the average hay dealer over the states looks at it; at any rate, it is a case of hands in the air by both. The hay dealer at 90 per cent of stations over the state have practically stopped operations; the remaining 10 per cent are picking around for the strictly first-class hay only. As mentioned in our last week's article, we certainly have a clear demonstration of what is up to you as producers. Here you have a situation facing you, a manufactured product ready for the market, and no one to put it on the market. You don't know how to market this stuff, and your agents, who have been doing this, have "laid down," therefore you can do nothing but watch your manufactured product remain on your hands. Does this not demonstrate to you that really now is the time for the American farmer to vow vengeance on these atrocious conditions which are facing you? Purge the situation of this dependent condition by doing the business end of your business, eliminating this horde of middlemen, who are the blood sappers of your true advancement and commercial possibilities. Emancipation is absolutely necessary right here in the north and on the farms of the whites, from the slavish conditions which you are continually facing. There is a market for every pound of this season's hay crop. The market from its very inception has been abused and ill-treated, because there has been a constant disposition to overfeed the same. Certain conditions have been against this manner

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.

of marketing, therefore the result has been as experienced. There is only one way to play the game, regardless of the abundance of the crop, and that is to watch the situation and make disposition only as fast as consumption and demand will take care of it at a right price, a price which shows a profit. If we have more of any crop than the outside market can take care of, it simply means that we, as individuals, should only market a percentage of our given crop, sufficient to guarantee a good high market level existing on what we do market. What's the use of dumping two tons of hay of the market when there is only room for one? How much better will it be to get \$8 a ton for two tons of hay, than \$16 for one? Labor, general conditions, etc., considered, don't you appreciate that it would be much better for the situation, from a large angle to dispose of one ton and get \$16 than to dispose of two and only get the same amount? Regulated disposition is the only solver of the problem that can be used to advantage. As long as you use agents, you are using those who are simply speculators or gamblers on your products. A percentage of profit is all that they wish to attain. The basic price for your commodity or paid to you for it, matters not to them, therefore the situation is not properly balanced. To conclude, it is right up to you as producers to show the metal of which you are made, and the possibilities within your hands. Right now with regulated disposition you can improve the situation.

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	11.80
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—In a general way the situation here in Detroit is very unsatisfactory. There is a constant disposition on the part of the handlers of hay to make lower quotations to the actual user. This condition is brought about by the fact that dealers over the state seem to be able to buy this hay from the raiser at practically any price, therefore, as a natural result, the disposition is to reduce to a lower basis; in other words, the salesman uses this as an asset in selling. There is a good demand for No. 1 stuff. The percentage of it arriving on the market is very small. There is really no established and definite market except for high-class grades. The lower grades are made disposition of on whatever basis can be established at the moment, being actu-

HAY—DETROIT MARKET.

No. 1 Timothy	\$14.50
No. 2 Timothy	13.00
Light mixed	13.00
No. 1 Mixed	11.00
Rye Straw	10.00
Wheat and Oat Straw	9.00

ally dependent and up to a trade of hay for money.

PITTSBURGH—Receipts of strictly No. 1 timothy and high qualities of light mixed are very light. The tone to the situation reflecting on these grades is very much improved. There is no particular improvement to be given out on the lower qualities. They continue in excess of demand. It will be safe to quote the general situation as much improved; all depends on the nature of the arrivals. If handled properly the market at this point would show a marked improvement.

HAY—PITTSBURGH MARKET.

No. 1 Timothy Hay	\$16.00
No. 2 Timothy Hay	\$14.00
No. 3 Timothy	11.00
No. 1 Light mixed hay	14.50
No. 1 Clover mixed hay	14.00
No. 1 Clover hay	14.00
Fine Prairie Packing Hay	11.00
No. 1 Oat straw	9.50
No. 1 Rye straw	10.50
No. 1 Wheat straw	9.50

CHICAGO—Owing to the situation that has existed on the Chicago market from its inception a tendency has been developed to make shipments thereto; the result being that receipts have gradually overcome the demand. At this writing we have this condition existing. Especially is this true on the lower qualities of hay on which the market must report a much easier tone. No. 1 and choice timothy is moving rapidly, but at slightly reduced prices.

HAY—CHICAGO MARKET.

Choice Timothy	\$16.50
No. 1 Timothy	15.00
No. 2 Timothy	12.50
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—As has been given out in our former writeups, the Boston situation has maintained a more uniform level than any other market this year. There is no particular advance in the situation over last week. The demand remains quiet for all grades of hay, excepting No. 1 timothy and bright clover mixed. A little export business is continually going on, which has a tendency to relieve the situation. This belief is keenly felt because export shipments are made up of the low quality of hay, as a rule.

HAY—BOSTON MARKET.

	Large bales.	Small bales.
Hay, choice	\$22.00	\$21.00
Hay, No. 1	20.00	19.00
Hay, No. 2	17.00	17.00
Hay, No. 3	15.00	15.00
Hay, clover	15.00	15.00
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—Irregularity of sales on the New York market has existed during the past week. This goes to show that the situation is, that no definite basis on which to operate can be established and maintained. Hay in transit is beginning to show a decrease so that receipts would be correspondingly reduced and the situation given a chance to improve. This is the only way in which this market can have relief from its present condition. Even on the same quantities, sales are being made at a range of \$2 per ton at different piers or distributing points in the city. All along the line the situation is somewhat weak, with a more marked effect on the lower qualities.

HAY—NEW YORK MARKET.

New Hay:	Large bales, per ton.	Small bales, per ton.
Timothy—Choice.		
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	11.50	

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

POTATOES

The season is continually coming to the point where we simply must establish some line of defense to our present business. We have suggested, in our former articles, the advisability of setting a certain standard or goal and make the fight of our lives to force, if necessary, the general situation to sustain it. We certainly are not losing ground, regardless of what is being done. The situation in a large way is just about normal at the present time. We cannot see, or expect that the situation is spirited, possibly it is far from it at the present time; we feel that it will be far from it at any time. We don't need a spirited condition to make conditions what they should be. Good, clean-cut conservative growth or advancement is what we should try to establish. We cannot expect or hope to make such conditions as this without some effort. With the situation fairly well lined up, as it is in Michigan, there ought to be no trouble whatever to regulate the disposition of this crop. We maintain that if you will regulate disposition, that the present market situation can be improved. Wisconsin and Minnesota are fast coming to a point when the fight, as far as they are concerned, will have been finished. They have been, from the very inception of the season, constant marketers and at whatever price happened to exist. This has forced us, as Michigan producers, on a somewhat indefinite basis, but right now with the situation in its present condition, and in face of the expectancy of the Wisconsin and Minnesota crops, it would seem that we have every right in the world to look for a healthy situation to exist. We would really like to promote the 20-round bout mentioned in our last week's issue. We believe our athlete has the endurance

POTATOES—MICHIGAN ZONE PRICES.

Zone No. 2 Michigan	\$.37
Zone No. 4 Michigan	.39
Zone No. 5 Michigan	.37
Zone No. 6 Michigan	.42
Zone No. 7 Michigan	.42

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.

to go a 20-round bout if necessary, and bring home the bacon. As producers we believe 40c is what we should get for these potatoes—and what we can get if every one stands together, keeps his nerve, and hangs on to the market regulator.

DETROIT—With the present cold snap existing, and in face of the belief that the same would bring enhanced market conditions here, the shippers seemingly have been disposed to increase their shipments to this market. The result has been that instead of an increased market situation we have receipts in excess of the demand, with the tone to the situation no better. With the general market basis somewhat unsettled right now, when we should have a very much improved condition here, we are not on as safe and sane a basis from a workable standpoint as we have been some time prior.

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 10½c each.

CHICAGO—The receipts on the Chicago market continue to lead the demand. It is a condition which has been in effect since the very inception of the season, and which, without question, will continue throughout the remainder. The cause of this is because of the position the Chicago market holds with the producing states—Wisconsin, Minnesota and Michigan. From all of these points shipments can be made to better advantage than any other, resulting in a constant overfeeding of this given market center. Eastern points have led the Chicago situation continuously, but with the longer haul and danger from frost en route, many shipments have come to Chicago even at a lower figure.

POTATOES—CHICAGO MARKET.

Bulk from car, per bu. . . . 43 to 48
Sacked from car, per bu. . . 45 to 50
Sacks must be even weight, 150 pounds.
Price quoted includes cost of sack, about 10½c each.

CINCINNATI—There continues to exist a good, fair demand on this market. The situation has been held on about a normal basis for some few weeks back. There has been no particular overfeeding in progress. Receipts have been just about in line with the demand, nothing exciting

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.

about the situation one way or the other. We feel that the Cincinnati situation bears good conservative promise.

WHEAT

The dopesters continue to give out bearish dope on the situation. This week the dope shows a slow cash demand, accumulation of flour stocks in the northwest, with the result of an acknowledged technical position existing. Argentine shipments have commenced to move without giving out prospects that a revival of export demand for the American wheat cannot increase. In face

WHEAT—DETROIT MARKET.

No. 1 White \$1.11½
No. 2 Red 1.12¾

Speculative Prices.

July delivery \$.96½
May delivery 1.10
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.

of all the dope that the maintainers of wheat have received, we are able to look on the board and see the market maintaining itself with a tendency to improvement. We hardly feel that it is natural, based on conditions, for a spirited advance to exist, but it certainly does demonstrate a most healthy natural condition existing and that our present basis should be maintained.

WHEAT—CHICAGO MARKET.

No. 2 Red \$1.12

Speculative Prices.

July delivery \$.91¾
May delivery94
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

With the Bean Dealers' Convention a thing of the past, and its members back on the field of action, we are again facing the realities of commercial life. Everything promises a little skirmish in order to bring conditions back to their former position. Slipshod and haphazard disposition has brought about our present disappointment. We don't need to study very long or wonder why our present market is on its present level, because you certainly should appreciate just what has been going on continuously—a case of dumping onto the market regardless of it being ready for its reception or

without a vestige of invitation, has been the constant disposition of handlers of beans from the producer to the largest distributors, and from the very inception of the season. We could not hope that a market would hold up under such fire as this. It is just as well that it could not, and just as well that it did not. We must be brought to a sense of realization of our position with reference to the placing of our commodities on the market, in order to maintain a certain level or show an advancement of the same. There is no one handling beans today who hasn't faith in the general situation. This is in evidence to anyone having a great quantity of beans in store. The only thing necessary is to hang onto the market regulator until the demand commences to show itself. The only way to produce a real creation is to take advantage of the principles and angles necessary to create. A tin soldier could whip the present situation to a frazzle. On this basis you, as good, substantial producers of beans, ought to be able to put this standard of level up to \$2.40.

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

OATS

It is evident that we have had the future of the oat situation doped out about right, because the development goes to prove it. We have maintained since the starting of this market paper that the oat situation was naturally of a most healthy nature, that at no time would we see a spirited advance, but instead a conservative growth along popularity lines. The tone to the situation has not even shown depression at hardly any time during the season. True it is that the large manipulators have been able to show a decline on the board of a fraction of a cent, but even that was not warranted. The general trend to the situation is along advanced lines.

OATS—DETROIT MARKET.

Standard37
No. 3 White36
No. 4 White35½
No. 2 Mixed30½
No. 3 Mixed36

CINCINNATI—The past week has shown a slight improvement in demand, with receipts somewhat cur-

tailed. A firm tone to the situation constantly prevailed; in some instance a premium over quotations has been realized.

OATS—CINCINNATI MARKET.

Standard37½
No. 3 White36½
No. 4 White35½
No. 2 Mixed30½
No. 3 Mixed36

PITTSBURGH—We are unable to report an improvement existing on this market. Receipts continue well up to the demand, and possibly it would be safe to state a little in excess. It is apparently true that this market is being overfed almost constantly, making it a fight to maintain the present standard and practically impossible to advance it. This also has much to do with the demand along high quality lines.

OATS—PITTSBURGH MARKET.

Standard37
No. 3 White36
No. 4 White34½
No. 2 Mixed30½
No. 3 Mixed36

CLOVER SEED

The writer had the pleasure of an extended conversation with one of the largest dealers of seed, not only in Michigan, but the United States during the past week. Prior to this interview the writer had been basing his writings on his own review of the situation. It is with pleasure that we can give out today that the information received through this most reliable source confirms the advice already given to you in our past issues of the "Pink Sheet." If anything, the picture is brighter than we have already painted it. The outlook is certainly one of promise to those having seed for distribution. If you, as a reader, will be in the market to purchase seed, we would certainly advise filling your requirements as early as possible.

CLOVER SEED—DETROIT MARKET.

June, prime \$12.40
Mammoth, prime 12.40
Alsike, prime 13.40
Timothy Seed, prime 2.10

CORN

We are experiencing a most pronounced betterment of tone to the corn situation. True it is that certain conditions at the moment are quite favorable to a heavy movement and a heavy demand, but at the same time the advance that corn has shown this year has been

Continued on Page Six

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 carlot 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 City32
Pittsburgh28½
Cincinnati29
Chicago22
Detroit22

Zone 2—Kalkaska.

New York City34½
Pittsburgh22
Cincinnati19½
Chicago16
Detroit14

Zone 3—Bay City.

New York City27½
Pittsburgh17
Cincinnati16
Chicago13
Detroit10

Zone 4—Greenville.

New York City29
Pittsburgh17½
Cincinnati16
Chicago13
Detroit11

Zone 5—Sandusky.

New York City27½
Pittsburgh22
Cincinnati13
Chicago16
Detroit13

Zone 6—Vicksburg.

New York City29
Pittsburgh17
Cincinnati15
Chicago10½
Detroit11

Zone 7—Pontiac.

New York City27½
Pittsburgh17
Cincinnati15
Chicago13
Detroit06½



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Intended for those who make a business of selling the best for their

"Founded in 1912, for the Business Farmers of today, and proud of it!"

EDITED UNDER THE DIRECTION OF MR. GRANT SLOCUM

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

¶ This "pink-sheet" has no creed, nor party, plays no favorites and bows its head to neither friend nor enemy, if they would swerve it from the single path which it has laid for itself to solve the greatest problem that confronts the farmer today, **THAT OF DISPOSING OF HIS CROP FOR A GREATER PROFIT!**

¶ The market reports are written directly to serve the farmers of Michigan, and to assist them in receiving at their own local market the prices which should be theirs.

¶ MICHIGAN BUSINESS FARMING maintains a Service department, under competent and experienced direction of men, whose duty it is to aid our readers in any part of this state to secure fair prices and good markets and if the local buyer will not meet these conditions to aid, if possible, in the disposing of his produce on a favorable market.

¶ In the unpretentious little "pink-sheet" which you hold in your hands, the farmers of Michigan will find a militant strong-arm, ready and anxious at all times to defend their rights and to right their wrongs wherever and whenever they be found. No independent farmer or group of organized farmers in this state need hesitate to call upon this publication, at any time, if it can be of assistance to them.

¶ MICHIGAN BUSINESS FARMING, let it be clearly understood, represents no single organization, be it Cleaners, Grangers, Farmers' Clubs, Society of Equity or whatever its creed or title. It does, however, stand for organized farming, because in this way only do we believe the farmers of Michigan can come into their own.

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(In remitting it is to your advantage to write full name and address carefully and tell us whether you are an old or new subscriber.)

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EDITORIAL

CHARGES that the Taft administration, in its closing weeks, is planning a financial squeeze that will greatly embarrass the Wilson regime, after it comes into office, was made the other day by Rudolph Spreckles, the San Francisco millionaire. He had the fuse set to go off about the middle of July, and thinks that the Taft administration is right after the people in general and the Democrats in particular.

"The difference 'twixt optimist
and pessimist is droll,
The optimist sees the doughnut
and the pessimist the hole!"

That Rudolph should be spanked for rocking the boat, will be generally conceded, but no one is taking him very seriously. It has been said that iron rules the commercial world. When the iron trade is active, business is good; when the iron trade continues dull for any great length of time, look out.

The same paper which brought us the dire predictions of the sugar king told of the unprecedented demand for iron and steel. Orders for structural steel must be placed months in advance. Railroad companies are giving orders for rails and equipment sufficient to keep the wheels turning for the next twelve months at the least. Money is a little close, but trade conditions were never better.

Quite likely there are a few politicians who must soon part with their jobs, who would like to embarrass the Wilson administration, but their numbers are few and their influence rapidly waning. It is quite evident that the people did not want to continue the Taft administration—the returns settled that question without leaving a shadow of a doubt. So far Wilson has shown himself quite as big as the job he is going to undertake, and the honest, level-headed business interests are going right on "sawing wood."

Mr. Farmer, just keep your eye on the dough-nut! There's nutriment therein; nothing in the hole. There are a hundred million people in this country who must be fed, and your job is to feed them. You don't want to run a free lunch counter, of course—but don't worry about it and lose your shape, you are going to have something to eat long after the bread lines have formed in the cities.

And there is no danger of a bread line in the cities of America during the year of our Lord 1913. Agriculture is the founder of our national prosperity; the farmers are the salt of the earth. So long as there are people to feed and the farmers have needs, we are safe and secure regardless of the "straddle-bugs who straddle round," with nothing to do but bewail conditions—past, present and future.

Count your blessings, man, and be happy. The groans and grunts of ten thousand pessimists won't help conditions a bit. You can worry about the future from this moment until that future

arrives, and you can't change a word, line or sentence of the message that is going to be delivered to you weeks or months hence. Don't mortgage present happiness for future discomforts.

Roll up your sleeves, spring will soon be here again. Let the politicians holler; the calamity howlers howl; the pessimists groan and the "straddle bugs straddle round." Our job is to feed the people—and to feed them at a profit to ourselves; a reasonable profit, mind you. Keep your eye on the indicator; you will have your hands full.

Keep the steam up and the whistle down. Steam escaping through the whistle never turned a wheel. When you blow your whistle, let it be for the purpose of getting the "pessimists" off the track. Remember sometimes people cry the loudest when they want to frighten someone into dropping their possessions that they may secure the booty during the excitement. You are carrying something, Mr. Farmer; you have something to sell.

"Keep your eye on the fried cake; forget the hole."

You who have the distinction of having helped to found the little "pink-sheet" some eighteen weeks ago, will probably freely admit that the "infant" is progressing satisfactorily, and its first apparent characteristic seems to be the ability to make friends "at first sight."

TWO NEW FEATURES ADDED

This week, "baby" shows two new "teeth," and of the sort that will make him liked all the better, too! The first one to make its appearance is "Foster's Weather Bulletin" or forecast of the week's weather which will appear in each succeeding issue of MICHIGAN BUSINESS FARMING as an exclusive feature, together with the monthly weather chart which gives a prediction for the entire month to come.

The other "tooth" will be mightily appreciated in Michigan, because it will keep every business farmer who reads the "pink-sheet" in close touch with his greatest live-stock market, Buffalo, where we have secured one of the ablest writers and live-stock reporters to keep a daily pulse on the markets and submit his best advice to "pink-sheet" readers exclusively.

Tell your friends that unless they are receiving the "pink-sheet" they are going to miss more every week than a full year's subscription would cost them. This much is certain, just as long as the farmers of Michigan boost the "pink-sheet" as they have been in the past sixty days, it will never take a backward step, and our goal-post is set far ahead of anything that has ever come to your reading table or your business desk—of that you can be assured!

No one has ever accused us of styng-in-the-rut—and we know as well as the next one that its expensive to climb out!

READERS' FORUM.

We want to give our readers an opportunity to be heard through the columns of this little paper. If you will make your articles brief we can get quick action. Let's hear from you, no matter what you have to offer.

Editor Michigan Business Farming: I would suggest that the farmers look out for the canvasser who is selling fire extinguishers. Many farmers in this locality have paid \$22.50 for fire extinguishers that could be purchased from any catalogue house or local store at about \$8. My suggestion is that it would be a good idea to keep clear of the canvassers, unless they have something that you absolutely know is all right, both in quality and in price.

Carson City, Mich. K. G. M.

Editor Michigan Business Farming: Several farmers of this community have been discussing the advisability of trying to get the Legislature to amend the tax law so as to extend the time for the collection of taxes until June 1. The farmers feel that

they could better overcome the effects of dull markets and the refusal of banks to loan money if they could have a longer time in which to make payment. I fail to see how such a change would be detrimental to the public in any way, while on the other hand it would make the tax paying much easier for a large majority of taxpayers. On account of your interest in the farmers' problems they have requested me to write you for your opinion in the matter.

Farwell Mich. E. B. G.

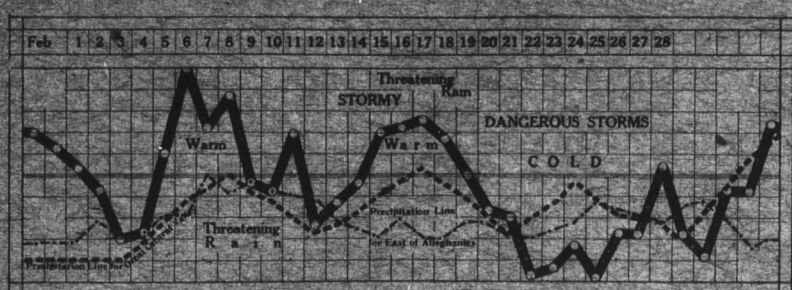
(Editor's Note: There is no reason in the world why such a law could not be passed at the present session of the Legislature. Our correspondent puts the whole matter in a nutshell. At the present time taxes are paid during the holidays and right at a time when the markets are always low. It's true that the dealers take advantage of the fact that the farmers must have money to pay their taxes, and you will find that the prices are lower in December and January than in any other season of the year. Get after your representative or senator.

¶ I hold these truths as self-evident: First: That the demand for farm products is definite and has a limit. Second: That the farmers are supplying every demand at prices which bring but fair returns for the labor and money invested. Third: That over-production brings the price of farm products to an unprofitable level.

¶ Then the problem is not merely "grow two blades of grass where only one grew before," but "how can we more profitably dispose of the first blade?" The two elements of successful agriculture must be considered: First: "The successful growing of crops"—a science; and Second: "Selling the products of the farm at a profit"—a business. Both essential elements—one the subject of deep study; the other wholly neglected.—Grant Slocum.

Foster's February, 1913, Weather Chart

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Coldest parts of February will be near 3d and 25th, warmest parts near 6th and 17th. Not much precipitation. Greatest probabilities of rain or snow near 8th, 17th and 24th. Colder east of Meridian 90 than west of it. Most precipitation Northeastern States, Eastern Provinces, Lower Missouri Valleys and Lower Mississippi Valleys. Dangerous storms 21st to 27th.

In above chart the treble line represents normal precipitation and temperatures. As temperatures and precipitation lines rise probabilities will increase for more precipitation and higher temperatures. Dates are for Meridian 90. Count one to three days earlier for west of that line and as much later for east of it, in proportion to distance from that Meridian which runs north through St. Louis.

Washington, D. C., Feb. 15.—Last bulletin gave forecasts of disturbances to cross continent Feb. 14 to 18 and 19 to 23, warm waves 13 to 17 and 18 to 22, cool waves 16 to 20 and 21 to 25. First part of this twelve days will bring a marked warm wave and the last part a decided cold wave. Great fall in temperatures Feb. 17 to 25. Most rain or snow 15 to 19. Somewhat stormy but no dangerous storms before Feb. 18 or 19. Then a period of remarkable winter storms from near 20 to 23. But this will not bring as severe storms as occurred first half of January.

Next disturbance will reach Pacific coast about Feb. 24, cross Pacific slope by close of 25, great central valleys 26 to 28, eastern sections March 1. Warm wave will cross Pacific slope about Feb. 24, great central valleys 26, eastern sections 28. Cool wave will cross Pacific slope about Feb. 27, great central valleys March 1 eastern sections 3.

This will be a cold period and one of the best ice-making dates of the winter in northern sections. Not much rain or snow but the precipitation will occur in the wave that will drift across continent 22 to 26.

We are still warning all to avoid the dangerous storms expected Feb. 20 to 23. Voyages on the Atlantic coasts should be avoided. We hope soon to be able to more definitely locate these dreaded and dangerous freaks of nature.

Our expected cold wave for Jan. 25 to 29 came later than forecasted, but it was a good one and made some of the ice men happy.

The 1913 crops will depend largely on the moisture in the soil when the spring crop weather comes in. If the soil is dry at planting and sowing time and is followed by dry weather

the prospect will be bad. But with the soil well soaked with water at planting time most soils can withstand the April and May drouth. In northern sections where the soil was well wet when frozen last fall the farmer has a treasure to start with.

But in large sections March promises to be dry; particularly in the middle and upper Mississippi valleys, the Ohio valleys and the upper Missouri valleys the prospect for March moisture is not good, while in some other sections too much precipitation is expected and the sowing and planting in March should be for wet weather.

Much better crops can be made if planting and sowing is done to suit coming moisture. In case of dry Aprils and Mays the early maturing crops should be put in very early and the late maturing crops very late. Drouths in April and May are often followed by abundant rains in June and July. Oats that fall in the April and May drouths would make good crops as a rule if sown six weeks later so as to get the benefit of the June and July rains.

It is believed that late sown spring wheat would make good crops if sown late in the plains states when the drouths occur in April and May and the rains come in June and July.

WERE YOU "IN AT THE KILLING"?

(Continued from Page One)

butter deal today, E. E. Martin said that they had closed out every tub they owned and had recently bought 1,000 tubs more for speculative purposes.

When asked what his profits had been, Mr. Martin was too modest to tell exactly, but when \$100,000 was named, he said they were more than that, but just how much more he would not say.

There are some operators here who bought some of Martin's butter several weeks ago and have held it until now. They have a nice profit. The average cost of the Martin butter was not over 26c and the average selling price was probably 32c, although these figures are problematical, as Mr. Martin would not tell the details of his speculations.

In the face of the high prices for fresh and held creameries, process butter does not advance much. Factories are fairly busy, and because of the scarcity of fresh goods, the sales of process are larger than they have been for some time, but the price does not advance correspondingly with creamery goods. A year ago extras were selling at 34c, 4c below today's price.

This is the second year in succession that butter operators have made big killings by holding on to the June

stock. This will have a tendency to cause higher prices next June unless the tariff is reduced, under which conditions, it is believed, that prices will not be so high. Canada can make butter cheaper than America.

MILK PRODUCERS WILL GO ON STRIKE

FARMERS WHO SUPPLY CHICAGO WITH MILK THREATEN TO QUIT DAIRYING.

Meetings Being Held and the Organization Strengthened—"Set Our Own Figures" is the Slogan.

The farmers in the vicinity of Detroit are not the only ones who are dissatisfied with the prices they are receiving for milk. The other day a big meeting of the milk producers of Illinois was held in Chicago and steps taken which are liable to lead to a strike. Denouncing the milk trust and charging the several Boards of Health with working in the interests of the large dealers, the milk producers of Illinois decided that they would ask for a raise of seven-eighths of a cent per quart on the wholesale price of milk for the coming summer. The meeting was a lively one and among other things, the chairman said:

"I urge you to resist the encroachment of outsiders. Stand together. Set your own price and if the retailers raise theirs insist on one-half of the price they receive a quart. If you can't get your price, raise hogs, feed them skimmed milk and make butter from your cream. You are in a position to rule. See that you do. Don't let anyone tell you what you should get for your milk. You should receive not less than six cents per quart all the year around. As to the Board of Health and other faddists, we don't need them for our conscience—we have consciences of our own."

The report of the committee on

raising the price of milk was almost unanimously adopted. This report carried with it a demand for the same price the year around. Under present conditions the price per quart is nearly one cent less in the summer than in winter. Some suggestions for the timid milk men who furnish the supply for Detroit may be found in the fireworks that were set off after the adoption of the resolution.

"You are the finest bunch of hired men I have seen together," shouted V. S. Lumley, of Woodstock. "You claim to be independent farmers when you're really the hired men of the milk trust. You say give Chicago what it wants and let it pay for it when the facts are that Chicago is getting what it wants and you are paying for it."

"You are working for Gail Borden, the milk trust owner and you give him your time for nothing. Reorganize the Boston Tea Party. Gail Borden taxes you as much as he pleases and you don't dare to say booh."

"Talking about faddists. Do you know Dr. Evans sees bugs in everything? He can't live without bugs because he's a bugologist. He can afford to specialize on bugs. You can't. So don't let anybody tell you your business."

"Dr. Young told us that our cows breed scarlet fever. He didn't tell us, though, that Chicago sent scarlet fever out to us. He challenged us a year ago by saying Chicago was able to take care of herself. If this is so let her do it and not come out in our country."

"The idea of any one asking you to strain good pure milk through a solution of carbolic acid, glycerine, and stewed bugs instead of a nice clean rag and then ask you to sell it to babies! Men who pasteurize good milk and spoil it are fools and are following the doctrines of fools. Let me tell you if bill 55 is repealed God help the cow."

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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If you are a paid-in-advance subscriber the yellow label on this issue should bear the date of your expiration, thus:

JOHN JONES
R No. 4 Dec 13
CAPAC MICHIGAN

if it does not, we have you listed as a Trial Subscriber and your name will be removed at the expiration.

THE MARKET SITUATION VIEWED FROM THE INSIDE

Continued from Page Three

in the face of most adverse circumstances—a bumper crop, mild weather, very cheap hay and conservative oats; all of these are considered as a liability based on possibility to advance. Should the present weather break and continue for some little time and shipments continue to be on their present basis a decline would naturally be the result, therefore, to distributors of corn we would suggest watching the situation most carefully. The present standard of levels can be maintained and possibly an advance brought into effect if the disposition is properly regulated.

CORN—DETROIT MARKET.

No. 2 white	
No. 3 white	
No. 4 white	
No. 2 yellow	
No. 3 yellow	.52
No. 4 yellow	.50 3/4
No. 2 mixed	.50 3/4
No. 3 mixed	.50
No. 4 mixed	

CORN—CINCINNATI MARKET.

No. 2 white	.56
No. 3 white	.54
No. 4 white	
No. 2 yellow	.53
No. 3 yellow	.52
No. 2 mixed	.53
No. 3 mixed	.53
No. 4 mixed	.52

CORN—PITTSBURG MARKET.

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

APPLES

The "in the market" trade seemed disposed to hang back on the advanced condition that naturally seems the situation warrants. We would naturally expect that the large outlet for stored apples would put up as strenuous a fight as possible in maintaining their position. It has been quite impossible, during the past week, to advance quotations or draw longer prices. The one great trouble is that we have storers of apples who are disposed to make a shorter price for their holdings than is contended by the general run as warranted. From the inception of the season it has taken a man with some nerve to hold any great quantity of apples this year, especially so on basis of some established advanced prices. It is not the large storers of apples today who are losing faith in their holdings at the present price; instead, it is the small storer, the individual having from one to five cars, holding them at a price which shows a reasonable profit, in some instances a handsome one. These are the people who are supplying the trade today at the price in effect. It is right up to such as these and storers of apples in general, as to the future possibility of same. The situation can be improved, or all possibilities of a betterment of conditions lost, if a certain standard is not maintained by those in power.

APPLES—GENERAL MARKET.	
Fancy, per barrel	2.00 to 3.50
Ordinary, per barrel	1.00 to 2.50

ONIONS

As advised in our last week's issue, the storers of onions are the ones who are actually destroying every vestige of possibility that this commodity had originally maintained. A most peculiar condition has existed this year. During the earlier stages of the game, when the situation looked most critical,

these dealers stood their ground and did everything possible to help maintain the situation, helped to fight a battle for supremacy over the conditions facing the onion situation. After the first battle is all over and the situation up to these fellows for maintenance is when they show the stuff of which they are made. When the market was making its second call for stock to supply its exhausted condition was the time when a little bolstering to the situation would have meant everything to it, a time when the storers of onions could have actually maintained any basis they had a mind to mention. Instead of doing this, or one solitary thing to help the situation, these fellows who are considered manipulators of the game, showed a weak-kneed position and commenced, as a result, to drop their holdings on the market at any old price possible to obtain. These fellows put themselves on record in slashing and cutting prices in order to obtain the order. The hopes we have been entertaining to exist at the present time have been blasted through this source. This shows that you can't look for your agents to help the outside situation—all they are trying to do is to find out what that outside situation is going to be, then reduce the price at home to the consumer so that they will net a profit on said basis. If every bushel of onions this year had been in the producers' hands it would have been possible to advance the present situation at least 30 per cent.

ONIONS.

Detroit.

Yellow Globe, sacked, per cwt.	.40
Red Globe, sacked, per cwt.	
Yellow Globe, bulk, per cwt.	.40
Red Globe, bulk, per cwt.	

Cincinnati.

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

Pittsburg.

Yellow Globe, sacked, per cwt.	.75
Red Globe, sacked, per cwt.	.60
Yellow Globe, bulk, per cwt.	.50
Red Globe, bulk, per cwt.	.30

CABBAGE

We feel safe in stating that there is just a little hope in sight for us; in other words, most outside markets are opening up an avenue of escape for us, but even yet we don't feel it at all conservative for Michigan growers to consider shipping unless it is possible to have a definite understanding before shipment goes forward. The situation is still very much of a catch-as-catch-can game. Appreciating what this means, you can at once determine the chance one would be taking.

CABBAGE—PITTSBURGH

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

BUTTER

You will remember our having advised you that there was no substantial basis of reasoning for the butter market, having shown its decline three weeks ago. We advised you at that time that there was no substantial reason whatever for the change as shown. We demonstrated that naturally the market was very high and that very likely, from the large handlers' standpoint, appeared either top-heavy or suggestive of the situation working a danger, therefore we experienced a cut. The present situation proves that there was no warrantable excuse for any change having been made, that the butter situation, regardless of price warranted the same. We are today

experiencing an advance with a very sharp tone to the situation from all angles.

BUTTER—GENERAL MARKET.

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

EGGS

There is no real change to report on the egg situation. With present weather conditions, a good, firm and spirited tone to the situation is found to exist—simply unavoidable. You must appreciate, however, that you are gradually facing the time when the price of eggs must weaken—the situation from week to week will depend entirely on weather conditions existing. The rise and fall of the egg market will be shown on the thermometer at your back door because they are sympathetic. We would not suggest making a rule of shipping eggs from now on because of the natural tendency for the market to show a decline from the above reasons; not only this but the flow of southern stock will very soon start and will have a marked effect on the result of the egg situation.

EGGS—GENERAL MARKET.

Large fresh	\$.24
Medium fresh	.21

POULTRY

Exceptionally keen is the tone to the poultry situation at the present time. This keenness is manifest from all angles and covers the entire scope of trade. On the Detroit market, it would be practically impossible to take care of local demand with local shipments. Importations from outside states have had to be indulged in. All of this suggests that the future to the situation is one of promise and based most substantially. It will be impossible, even in face of carload shipments from outside states, to change the situation from that of a healthy and possibly that of a spirited nature continuing to exist.

POULTRY—DETROIT MARKET.

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

Chicago—Cattle.

Monday started out with a very moderate run, which hardly measured up with the demand, the keenness of which was most pronounced on the better qualities, which brought around 10 cents advance over week previous. The close proximity of Lent had much to do with the demand but the main trouble seems to lie in the fact that retail and on the hoof prices are out of harmony. Sellers showed a tendency from the very start to hold firm because of light receipts generally, but were baffled by Eastern houses having Western connections, thereby being unable to force an advance. The week started out with the supply fair

and the lowest top price of the year—\$9.00—which is the lowest since last May. As the week advances, an apparent elimination of a good keen market punch is in progress. At times the market on most grades is lifeless and at some times inert. On Tuesday an air of real indifference was manifest on the part of the trade in general, many going out and looking over the run of stuff and returning without a trade having been consummated. True, the run of stuff was of the common kind but the trade was over exacting. As the week advanced there was a disposition to hang back hoping that something of quality would show up, this being the grade that has been lacking from the start. The week closed with a most indifferent disposition on the part of the buyers, many sales being made of good to choice stock at reduced prices. Train service being bad during the week, many cars of good stuff arrived late and although the kind trade had been looking for, were forced to the Eastern buyer at a concession.

CATTLE—CHICAGO STOCK YARDS.

Beef steers, good to prime heavy	\$8.50 to 8.85
Beef steers, medium to good	7.35 to 8.50
Beef steers, common to fair	6.25 to 7.15
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

Detroit—Cattle.

Every one was a partner to the weather man and together stepped good and lively at the yards this week. The opening of the yards on Thursday was marked with very light receipts and a most snappy market existing all along the line. With the tone to the situation naturally healthy, the time was most opportune for the weather man to come along with his good snappy injection of real market life, "off the bat" sales being the result.

An undercurrent of lower prices on practically all grades is still in evidence. This condition is most pronounced in the better and heavier grades the reason being that the trade simply would not stand the prices on this heavy fat beef with the waste it carries with it. The demand is constant and increasing along the lines of light beef of average condition, on which there is a good brisk demand at all markets. Canners and common run cows sold 5 to 10 cents under last week with the trade a little draggy. The trade on bulls was active with no trouble to draw last week's prices, with some sales being made at an advance. There was a pronounced scarcity of good and even common milch cows in the running—the demand being very keen for good class stuff with but very few head to take care of it with. Common grade cows sold out, mainly because of the snappy condition on good stuff and light receipts existing on all grades—with any kind of a run, the poor to common stuff would have been very draggy and hard to place at anything like satisfactory prices.

CATTLE—DETROIT STOCK YARDS.

Beef steers, good to prime heavy	\$7.50 to 7.75
Beef steers, medium to good	6.75 to 7.25
Beef steers, common to fair	6.00 to 6.75
Yearlings	5.00 to 6.00
Beef cows, common to selected	5.50 to 6.00
Heifers, selected	5.00 to 6.50
Stock steers	5.00 to 6.00
Feeders	4.25 to 6.00
Canners and cutters	3.00 to 3.50
Good to prime veals	9.00 to 11.00
Bulls	4.00 to 5.00

Cattle—Buffalo.

Sellers were in the saddle on the first day of the week, supply figuring only 100 cars, 2,500 head, not enough to meet requirements. Goodly proportion of steers, these selling strong to dime higher, butchering grades generally 15@25c above a week ago. No real prime shipping steers on offer, best selling generally \$8@8.20. Best handy weight butchering steers, \$7.50@8. Fat cows and heifers received strong call and demand not fully met, fair to best fat cows generally \$4.50@6.50, heifers ranging from \$5@7.25. Little female Michigan stuff found ready takers. Scant supply of stockers and feeders, these selling strong, as did bulls, heavy bulls topping the market at \$6.75@7, very few selling under a nickel. Fresh cow and springer demand strong, market ruling firm. Authorities generally of opinion that there are quite a few good steers in the feed—lots to come within the next three months and commission men are advising shipment to market of these grades as fast as they show anything like marketable shape. The talent is inclined to the opinion that the tendency of the trade on good weight steers will be downward and that the spread between higher-priced and better weight steers and butchering steers, will be narrower. The east is howling at high priced beef and another raise by retailers Saturday, will have a tendency to curtail consumption. Lent is on and this is contributing to a lighter demand, but short runs produce higher prices, killers being forced to buy for immediate needs.

Monday calf run 700 head. Steady market, with last week's close.

CATTLE—BUFFALO STOCK YARDS.

Good to choice heavy steers	8.00 to 8.50
Medium to fair heavy steers	7.40 to 7.75
Handy weight butchering steers	6.50 to 8.00
Fat heifers, inferior to choice	4.75 to 7.25
Fat cows, medium to choice	4.25 to 6.50
Canners and cutters	3.25 to 4.00
Bulls	4.50 to 6.75
Stockers and feeders	4.75 to 6.75
Milchers and springers	35.00 to 85.00
Calves, choice to extra	\$11.50 to 12.50
Fair to good	10.00 to 11.00
Cull and common	9.00 to 9.50
Light thin	6.50 to 8.50
Fed calves	4.00 to 6.00

Chicago—Hogs.

The hog market opened up with a good keen demand in evidence from every known angle. Sales started right off the reel at 10 to 15 cents advance, with every one clamoring to get a crack at the offerings. The shipping element started early to make purchases for Eastern houses, their requirements being of the light butcher variety. Speculators were right on the job with a determination not to let all the good stuff get away from them. The result being that hogs were put up to the highest point since November. As the week advanced there was a sense of irregularity prevalent, a disposition being manifest on the part of the packers to lay back from the prices they really helped to make on the earlier run. Hogs selling as a result at a varied range of prices and of a catchy nature. As the week closes the packers are seen on the field of action with an expression of real determination again manifest. The result being that hogs closed strong and materially higher, with every evidence of a good healthy condition existing all along the line.

HOGS—CHICAGO STOCK YARDS.

Bulk of sales	\$7.70 to \$7.85
Common to good mixed	7.35 to 7.60
Fair to medium weight	7.50 to 7.80
Lightweights	7.05 to 7.80
Selected 200-300-lb. packers	7.80 to 7.90
Stags, 80 lbs., dockage	8.15 to 8.35

Detroit—Hogs.

The run of hogs was most satisfactory with a good brisk trading in effect from the sound of the gong. The stimulation the market has realized, had its effect in early and spirited trading. From one large market center to another has the "off the hog" market situation been proclaimed. All pens were cleaned up early, at most satisfactory prices and on basis of a most healthy present, and promising future.

HOGS—DETROIT MARKET.

Fair to choice butchers	\$7.85 to \$7.90
Lightweights	7.85 to 7.90
Boars, according to weight	3.00 to 3.25
Pigs	7.90 to 8.00
Stags	One-third off

Hogs—Buffalo.

Hog prices are looking upward and the talent is predicting stronger levels. The talk is the 9c hog for April and higher next summer. Pork is popular. Workmen find it the cheapest meat and goes farther. Cholera has cut in on the supply, Iowa and Illinois being heavy sufferers. There are more bulls than bears in the hog trade. Supply here Monday was light—60 cars or 9,000 head, 30 cars less than for the preceding Monday and for the corresponding Monday a year ago. Chicago was lower, but eastern and local packer demand enabled sellers to raise prices here, being 15@25c lower over last week's close. Chicago sold packers weights Monday at \$8@8.10, Buffalo getting \$8.65 for several decks of packers grades, mixed \$8.70@8.75, some yorkers going to packers at \$8.80. Light grades, especially pigs, selling best, several orders not being fully filled.

HOGS—BUFFALO STOCK YARDS.

Extreme heavies, 280 up	\$ 8.50 to 8.65
Heavies, 240 to 280	8.05 to 8.20
Mediums, 220 to 240	8.05 to 8.75
Mediums, 190 to 220	8.05 to 8.75
Mixed, 180 to 220	8.05 to 8.75
Yorkers, 150 to 170	8.75 to 8.80
Do, light, 130 to 150	8.75 to 8.80
Pigs, 120 down	8.75 to 8.80
Heavy ends	8.50 to 8.65
Roughs	7.70 to 7.75
Stags	5.50 to 6.75

Chicago—Sheep and Lambs.

The market on sheep and lambs was of a most satisfactory nature all through the trading. Everything being snapped up at last week's prices and in some cases at an advance. The earlier runs were able to draw a premium over what is understood as general conditions. A little caution began to creep into the trade after the earlier runs, but there was nothing in the results that warranted it. All pens were cleaned up readily—all grades going strong at the finish—every one feeling most secure in the immediate future. While it seemed impossible to bring many sales up to \$9.00, still the trading was so close and of such a generally substantial nature that every one was well pleased with the week's results. The week closed with the run of stuff being well up to the average and everything being snapped up quickly. Good yearling wethers going at \$5.75 to \$6.00. Some fat ewes going up to \$5.60, while the average went at around \$5.35—top lambs went at \$8.80.

SHEEP—CHICAGO STOCK YARDS.

Lambs, good to choice	\$7.50 to \$9.00
do, fair to good	7.25 to 8.80
do, cull to common	5.75 to 7.50
Yearling wethers, choice	5.75 to 6.00
do, cull to fair	4.00 to 5.00
Wethers, choice	5.50 to 5.95
Mixed sheep	3.25 to 3.50
Ewes, choice handy weight	4.50 to 5.40
do, choice heavy	4.75 to 5.25
Cull sheep	3.25 to 4.00
Bucks	3.25 to 4.00

Detroit—Sheep and Lambs.

Had the percentage of quality been up to the demand for this class of

stuff, there would have been a real finish to the trading this week. A constant steadiness of the general situation was in evidence, which would have a tendency to establish a feeling of security in the future of this department. On account of the common run of both sheep and lambs, a tendency to call for a sorting was in evidence. Top lambs drew an advance of 25 to 50 cents over last week, with trading very brisk—common to good lambs and sheep sold out readily, with the situation steady at the close.

SHEEP—DETROIT STOCK YARDS.

Lambs, good to choice	\$8.25 to \$8.75
do, fair to good	8.25 to 8.50
Yearling lambs, choice	7.00 to 7.50
Mixed sheep	4.50 to 6.00
Cull sheep	2.50 to 3.50

Sheep and Lambs—Buffalo.

Recent runs of sheep and lambs light. Advices from Michigan, which supplies this market heavily, are that there is nothing like the number on feed this year as last prices have been very high, choice lambs selling up to \$9.50. Eastern killers have complained that they have suffered loss of around \$1@2 per head killing at these prices. Supply Monday fair, 75 double decks or 15,000 head, increase of 4,000 over week ago. Lamb prices about steady with last week's close, best selling \$9.25@9.50 culls, which were taken mostly by local packers, bringing from \$8.25 down. Yearling not quite as strong as last week, best here \$8.50@8.60, as against \$8.75 top. Saturday, sheep active and firm, best wethers bringing \$6.40@6.50, load of choice—mostly two-year-olds—\$6.75, mixed sheep \$6@6.25, ewes \$5.50@6, cull sheep \$4.75 down. Feeding lambs have been high in the west and some Michigan feeders stayed out this year. Some feared Democrats would place wool on the free list and this scared off some feeders. Indications are that runs here will not be excessive and that good, strong prices will prevail, at times, under light receipts, very high levels.

SHEEP—BUFFALO STOCK YARDS.

Lambs, good to choice	\$ 9.25 to 9.50
Do, fair to good	8.35 to 9.15
Do, cull and common	7.00 to 8.25
Do, skips	5.50 to 6.50
Yearling wethers, choice	8.00 to 8.80
Do, cull to fair	5.00 to 7.50
Do, ewes, choice	6.50 to 7.00
Wethers, choice	6.10 to 6.50
Mixed sheep	6.00 to 6.25
Ewes, choice handy wt.	5.75 to 6.00
Do, choice heavy	5.25 to 5.75
Cull sheep	2.50 to 4.75
Bucks	3.00 to 4.25

Coal.

Owing to the touch of cold weather the retail dealers have been busier taking care of the orders than they have been before in some time, but the demand has not reached back to the wholesaler or producer. Early in the season it was an inevitable conclusion there was going to be a heavy coal shortage, which would have been true was it not for the mild weather during most of the winter months of this season thus far. All of the operating mines got busy early in the season and used every conceivable means to increase their output. As the season advanced it was really the tonnage rather than the quality that was demanded. We

must not put all the blame on the mines because they were not giving the preparation of the coal their usual attention. There was a general appeal from all the little dealers for coal—coal we must have screened or not screened. Why? Because the consumers, each and every one waited until the very last minute before deciding to fill their coal bins. The consequence was a coal shortage was staring them in the face. Suffering intensely with a coal fever they made an effort to fill their coal bin right away, and sent on their orders for a whole winter's supply right off the bat. Nothing doing, you must be satisfied with a few hundred pounds and when that is gone buy a little more. The weather man helped you out this time and finally boiled down the situation to its present stage. The mines over-produced the demand which accounts for prices not advancing in response to the present cold weather.

The anthracite situation is a little easier and most dealers are cleaning up their coal bins so they will be prepared to fill them on basis of the new season's open prices.

Soft Coal. F. O. B. Mines.

Hocking lump	\$1.70
Cambridge lump	1.70
Cambridge ¾ lump	1.40
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 nut	4.50

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

FLOUR AND FEED.

The wheat market being firmer it will naturally lead us to believe prices on flour and feed will be affected accordingly. The large mills are trying to stimulate the trade by continuing to offer their products on basis of the old prices. Just the minute the markets in general are relieved of their present stagnation prices cannot help but advance from 15 to 20 cents per barrel on flour and \$1.00 to \$2.00 per ton on feed stuffs.

Kind.	Price per bbl.
"Blend" flour, ¼ 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.

MICHIGAN EGG SHIPPERS MEET.

On Thursday and Friday of last week the Michigan Egg & Poultry Shippers' Association held their annual meeting at the Griswold House. This meeting was held just prior to the national convention, which is in session in St. Louis this week. A report says: "The Michigan shippers are taking more interest each year in these meetings and are coming closer together on matters of mutual interest." B. L. Howes, of Detroit is president, and J. E. Wagner, of Mason, secretary.

Special Representative in the Buffalo Market.

The Buffalo market receives eighty-five per cent of the livestock shipped from Michigan. The necessity of having a special representative on that market who is in touch with all conditions has for some time been apparent and the "pink sheet" has grown to a size where we are able to render this service to our readers. We have secured the services of a special representative in the Buffalo livestock market and we shall in the future not only give a regular report from this market, but we are ready to give any information that may be desired with reference to conditions in that market direct to our readers. This service to our readers will be free. The cost of messages of course must be paid by the person sending them. If you have a few head of cattle, sheep or hogs to sell, remember the cost of a special wire to the "pink sheet" can many times be saved on the price of a single animal.

POULTRY, BUTTER AND EGGS

FLASHES FROM EVERY MARKET
SHOW SPLENDID DEMAND.

Profitable Prices Practically Assured
for Remainder of Season. Cold
Weather Helped the Trade
Last Week.

POULTRY.

The poultry, butter and egg market responded very quickly to the change in weather conditions and last week's markets closed with a splendid demand and stock well cleaned up. At this writing the weather is again moderating and a slight reaction may be expected if conditions continue. However, the demand is going to exceed the supply, in our opinion, and good prices are very likely to prevail. We are going to make the rounds this week of the different markets after Saturday's clean-up as it will give our readers a good idea of the situation throughout the country.

Light receipts in poultry during the entire week advanced prices in New York market. The usual dullness at the beginning of Lent was in evidence but the offerings were moderate and prices were maintained and in most instances showed a little advance. Fancy heavy fowls were not in any surplus and were selling up to 17c per pound. Medium chickens sold at 17½c; current receipts of fresh turkeys light, with prices ranging from 23c to 24c; ducks scarce and met with ready sale of 20c; geese in light supply and bringing 17c to 18c. In live poultry, conditions were more satisfactory on Saturday than for several weeks past. Receivers held firmly for higher prices and some business was reported at 16c on fowls and from 11c to 14c on chickens.

Poultry trade on the Chicago market was in good shape, although there was little or no life as the demand just about equalled the supply. Prices advanced 1c per pound on Friday. Fancy fat ducks and geese were scarce and bringing a premium. Closing quotations were: Live fowls, 14½c; springers 16c; geese, 10½c; turkeys 15c; ducks, 17c; cocks, 13c.

The Buffalo market was bare of fresh dressed chickens all the week, and buyers were taking everything as fast as it arrived, particularly fancy fowls. Receipts of live poultry were light and not enough offering to go around, no turkeys arriving, and but few ducks and geese. Closing prices: Turkeys, 20@22c; fowls, 15@17c; chickens, 15@18c; ducks, 17@20c; geese, 15@17c.

Boston reports receipts of poultry lighter. Market firm and prices unchanged. Ducks and geese in light supply. Pittsburgh reports poultry market steady, and good stocks find a ready sale. Receipts have not been heavy, and geese and ducks in good demand. Cincinnati reports offerings generally remaining small, with demand active and firm tone prevailing. The supply was easily absorbed; better prices. Philadelphia: Fowls firm, with demand readily absorbing the limited offerings. St. Louis: Receipts of all kinds of poultry light, and offerings not equal to local requirements. Shippers being unable to fill orders. Kansas City: Poultry market was

lively during the entire week and the supply not equal to the demand.

From the information contained in the above reports our readers can see that right now is a good time to sell their poultry. If the weather eases off you had better wire for prices, however, before making shipment. It is easy to figure the profits if farmers will only organize so that carlot shipments could be made at the opportune time.

BUTTER.

Our New York letter says that butter is at a dangerous point. The price is gradually advancing because of the shortage in fresh stock. Receivers feel that it would be better for the trade if the market could be held down, but the market was such that it was impossible to do so. Everything in the butter line with the exception of undergrade storage has moved well and the demand exceeds receipts. Jobbers who are compelled to furnish their fancy trade don't hesitate to pay a premium. The report from the 40 warehouses shows a good bunch of butter on hand but the entire supply is badly needed. Boston receipts show considerable increase, but consists largely of storage stock from outside points. Receipts of fresh butter continue light and insufficient to supply the trade. The market during the entire week in Philadelphia was in good shape, and firm. Receipts of good butter were light, while the demand was active and the supply kept cleaned up, holders having no trouble to reach top quotations. A special report from the Chicago market says: "The butter market is in much better condition than for many weeks. The old accumulations are cleaned up and there is little of the much complained-of poor butter left. Local trade is good on all grades, but especially on the finest line. Receipts are much lighter than last year, and the supply of fancy butter is so small that there is brisk competition for it. Closing quotations for fresh creamery extras 35c; extra firsts, 33@34c; firsts, 30@32c; seconds, 27@29c. No over-supply of good butter in the Buffalo market and prices tending higher. Creamery grades in the Cincinnati market remain in good demand, with offerings moderate and the market ruling firm and higher. Baltimore reports moderate receipts of choice to fancy grades of table butter, with a fair demand, and market firm. Pittsburgh reports a scarcity of good grades and prices ruling higher than in other cities, while St. Louis reported fair demand with scarcely enough offerings to meet the requirements.

EGGS.

The cold snap retarded the movement of fresh eggs and the Chicago market reports a shortage of more than 7,000 cases. Consumptive demand is larger despite higher prices and dealers report inquiry from the outside as well as local demand. The Boston market is the only one that reports an accumulation, and yet western eggs of good quality met with prompt sales at prices ranging around 30@32c. In the Cincinnati market there continues a good demand for the better grade of eggs, and while the offerings are rather light the market shows firmness. Prices rule around 22@23c. Buffalo, Pittsburgh and Baltimore each report good demand, prices ranging from 22c to 26c.

In each instance it will be noted that the cold weather had a direct bearing upon the market as it prevented shipments of fresh stock. We are coming to the season of the year when we must expect lower egg prices. On account of the past moderate winter weather the storage stock has not all been disposed of. As a consequence we must look for receipts in that direction. Readers of the "Pink Sheet" making direct shipments should always get quotations and the general trend of the market before shipping, even by express. Inquiries for information along this line will have our prompt attention.

STOCK TRAINS MUST

BE KEPT MOVING

Bill Presented to Legislature Which
Requires Minimum Speed of Stock
Trains to Be 12½ Miles
Per Hour.

Representatives of the live stock industry have been instrumental in having two bills introduced in the Legislature, providing for faster runs for live stock through the state. The legislation has the backing of the Tri-State Live Stock Dealers' Association and all farmers' organizations. The two bills have been referred to a joint committee. The first hearing has been had and a second hearing on the subject is to be had in the near future, at which time the railroads are to advise the joint committee just how fast, in their opinion, live stock trains can be run under present conditions. The bill as agreed on at this time provides for the running of live stock trains through Michigan at a minimum speed of 12½ miles an hour, unless prevented by unavoidable accidents or conditions over which railroads have no control. Time for unloading, feeding and re-loading is not to exceed six hours; and at all junction points, where connection is to be made with main lines the railway companies are to have not exceeding six hours, to be deducted from the time in transit, to make connections. It is further provided that no freight train on main lines shall pass live stock, if the time is less than six hours and said freight train is going in the same direction of the live stock in transportation. It is provided further that the time for loading, stops for watering and feeding, occasioned by the requirements of the law or order of the shipper, shall not be considered a part of the time in which are required to be made.

The railways are fighting the bill on the ground that it is unconstitutional. Shippers have realized for the past few years the need of such legislation, as shipments have been delayed, occasioning losses from shrinkage to stock and the getting in on bad markets.

TO FIGHT HOG CHOLERA.

An Effort Being Made to Get Congress to Make Appropriation
For This Purpose.

Iowa's representatives in congress and those from other large farming states of the middle west are uniting in an effort to secure an appropriation of \$200,000 for the manufacture and distribution of serum for the treatment of hog cholera, by the bureau of animal industry, Department of Agriculture, and to enable the department to send its experts to centers of hog cholera infection to administer the serum. This custom has been followed to a very limited extent because of the lack of funds for the purpose since the serum treatment was discovered seven or eight years ago.

The committee on expenditures in the Department of Agriculture during the last week has been conducting hearings which have gone into the experiments along this line which have been made by the bureau of animal industry. One of the interesting witnesses of the week was Dr. A. D. Melvin, chief of the bureau.

Dr. Melvin was asked to state the approximate value of the swine produced annually in the United States.

Charles H. Sloan, congressman from the Fourth Nebraska district, a member of the committee, asked Dr. Melvin about how many swine there were in the United States during the last year. The questions and answers at this point of the hearing were as follows:

Dr. Melvin—Approximately 65,500,000.

Mr. Sloan—About how many, or what percentage of those, do you estimate died of disease?

Dr. Melvin—The bureau of statis-

tics of our department estimate the average annual losses of from disease is slightly in excess of 1 per cent. This bureau estimate, out of this loss probably not less than 90 per cent is produced by hog cholera, and we believe that the loss is in the neighborhood of 600,000. There are, however, no statistics on this subject available.

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