

"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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Born in 1912—  
And Proud of It

DETROIT, Saturday, February 22nd, 1913

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OR MORE )

## BRIGHT OUTLOOK FOR THE FUTURE

**STEEL MILLS HAVE REACHED  
CAPACITY MARK, MORE  
ORDERS COMING.**

If the Iron and Steel Trade is a Safe Business Barometer, We Are Going to Have Good Times During the Year—Railroad Companies Ordering Extra Equipment, and Orders for Structural Steel for Building Requirements Exceed Previous Years.

Conditions in the business world are looking very bright, indeed, and when the Balkan war is over, when settled conditions are restored in Mexico, and the differences between the employees and managers of the eastern roads are settled, we shall see a most encouraging change in business affairs. In spite of the wars, war talk, labor troubles and the agitation of the politicians, who would like to embarrass the Wilson administration, things are moving along very satisfactorily indeed. A special issued Monday from New York says: "Business in finished steel products continues to come to the mills in tonnage almost equal to the productive capacity. Shipments, however, exceed current orders, while output is as heavy as conditions will permit. The largest interests are running 98 per cent which is practically full.

"The January statement of the United States Steel corporation makes it possible to estimate the activities of the industry generally. The indications are that all of the steel companies produced about 2,430,000 tons of steel ingots and 1,825,000 tons of finished steel products last month. Shipments are estimated to have been close to 1,850,000 tons and new orders aggregated about 1,650,000 tons.

"The railroads are prominently in the market for equipment, placing orders since Feb. 1 that call for 400,000 tons of steel products. Orders for cars last week aggregated 12,300, including 2,300 that were tentatively placed. The Pennsylvania company increased its orders for motive power by 55 engines. The Grand Trunk ordered 100 locomotives and the St. Louis & Southwestern 20 engines. The rail mills secured additional contracts for 45,000 tons.

"Increased animation was evident in steel building and other structural lines. Contracts placed during the week called for 35,000 tons of fabricated shapes. There also was considerable activity in steel plates, orders being booked for about 45,000 tons, half of which were for marine work."

New York bank statements issued on Saturday show that the excess reserve has been increasing during the past two weeks, and conditions seem to be pretty well settled along financial lines. In view of the fact that we are less than two weeks away from the inauguration of President-elect Wilson, and are facing a change of administration, with the certainty

(Continued on Page Five)

## The "Pink Sheet" and the Pork Situation

### LOOK ON THIS PICTURE:

Will you turn to MICHIGAN BUSINESS FARMING under date of November 6th and read with me a part of the editorial which appeared in that number.

"Slump in hogs feature of the market. Prices fall off nearly ninety cents per hundred. Pere Marquette brings twenty-seven cars, Grand Trunk sixteen. Whole live stock market affected."

The morning paper of Thursday last thus commented on the condition of the Detroit live stock market. The Buffalo market was but little better; Chicago also had a bad case of over-feeding.

Fortunately, the writer was on a trip through central Michigan when he read this report. Wonder what is the cause of this slump? Meats of all kinds are high; reports do not justify this slump.

What is the cause of the "present run"? Wonder if we can locate the cause?

At the very first station we saw a dozen or more loads of live hogs, the farmers waiting their turn to unload. At the next station a similar condition existed. Friday we drove through the country, and during the forenoon passed thirty-seven loads of live hogs which were being delivered at the near-by markets.

Everybody seemed to have the "hog fever." Prices were lower than the week before and still going down.

Every time a farmer drove on the scales and weighed up his hogs, he added the net weight to the already sinking market.

Farmer Brown regretted that he did not sell a few weeks before, when the prices were higher; but he was too busy, and now, alas, the price was going down and he must sell, and sell quickly.\*\*\*\*\*

When, oh, when, will the farmers realize that when the market is sick, heartily sick of pork, because of its abundance, you can't cure the patient by feeding it more hogs?

### THEN ON THIS.

Now read with me an editorial that appeared in a very recent issue of the Chicago Drovers' Bulletin.

Hog prices are feeling the stimulus of a shortage in supply.

Being short millions by reason of disease alone, and some other millions of pounds by smaller production the past season, the country is feeling the effects of it and doubtless will continue to pay high rates for a long time to come.

THIS IS NOT A FALSE BOOM IN THE MARKET.

Since February 1 the market has gone steadily higher with the exception of one day and current prices are highest since last October. Provisions are following in the wake of the hog advance, and to say that 6 cents advance for hogs in the past eleven days is unusual would be reckoning without good reason.

Marketings are falling below demand requirements. A broad shipping call from eastern packers is being filled now. For weeks past, when demand for pork was low in the east and Chicago prices gave the eastern packers small margin to work upon, they bought sparingly.

Now things are changed and the shippers are strong competitors against packers, about 30 per cent of this week's Chicago run selling to shippers.

THE PACKERS HAVE LOST THEIR GRIP UPON THE MARKET.

Stopping off place of the present boom in prices will depend upon the consumer's ability to pay higher cost for shorter supplies.

Here is the situation: Chicago is short approximately 156,000 hogs for the year to date compared with a year ago; six western markets are short 666,000 for the same period, and eleven principal points, with a total of 3,494,000 hogs since January 1, are behind 827,000.

It is a supply and demand proposition which is forcing hogs higher, AND THE SUPPLY IS SHORT.

## TRUST 'BUSTING' RECORDS BROKEN

**ATTORNEY-GENERAL WICKER-  
SHAM ENTITLED TO THE MEDAL  
AS A "TRUST BUSTER."**

Bath Tub Trust and Cash Register Combination Dissolved—Bath Tub Officials Get Fined and Pay the Price With a Smile; Cash Register Manipulators Get Jail Sentences.

We must give the Taft administration the medal as the original and only "trust busters," with a record during the past few months it is hard to beat. Attorney-General Wickersham and James A. Fowler, his assistant in the Department of Justice, have filed anti-trust suits every day during the past week and in addition the government has won several notable Sherman law prosecutions. The towing trust on the great lakes was ordered dissolved; verdicts of guilty were returned against the cash register combination; and James A. Patton has pleaded guilty to one count in the cotton corner indictment.

There is no indication that the anti-trust activity of the expiring administration has ceased and in all probability more suits will be filed before March 4. A distinct effort is being made to bring to conclusion the pending investigation of the Standard Oil to determine whether the decree of dissolution has been violated.

Attorney-General Wickersham so far has filed 81 civil and criminal anti-trust suits during his four years of service, exceeding by 19 the total number of prosecutions instituted by all of his predecessors since the Sherman law was enacted in 1892. Seven anti-trust proceedings were begun in President Harrison's administration, eight in President Cleveland's, three in President McKinley's, and 44 in President Roosevelt's.

When Mr. Fowler returns to his home in Knoxville, Tenn., after March 4, he will have exceeded, it is pointed out, the record of all his predecessors. Under the immediate direction of Attorney-General Wickersham, he has instituted in less than two years 78 of the 81 anti-trust proceedings begun during the Taft administration.

The officials of the bath tub trust were given fines, which they quickly paid and congratulated one another that they had gotten out of their troubles so easily. It was different however, with the cash register combination. Judge Hollister sentenced 28 of the convicted officials of the National Cash Register Company to terms in prison ranging from three months to one year, besides a fine and costs. John H. Patterson, president of the company, was given one year in jail and a fine of \$5,000.

In passing sentence, Judge Hollister said:

"Technically, there are three offenses all practically the same. To sentence on each count, however, would be unjust. Therefore I shall consider you guilty of only one offense and there shall be no cumulative sentence."

(Continued on Page Five)

## Last Moment Market Flashes

NEW YORK has just reported the following on hay: "Market firm; \$1.00 higher on grades from No. 2 up, both large and small bales. Cars out on Erie and New York Central; not increasing. Invoices light. Quick shipments will likely do well."

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) . . . . .	\$1.06 1/2
Wheat No. 2 Red (large mills paying) . . . . .	1.07 1/2
Oats, Standard . . . . .	.34 3/4
Rye . . . . .	.63
Beans . . . . .	2.10
Hay (best market today, New York), at . . . . .	20.00
Potatoes (best market today, Philadelphia) at . . . . .	.58
Butter . . . . .	.32
Poultry . . . . .	.16
Dressed Hogs (Detroit Market) . . . . .	.10
Eggs . . . . .	.23

See Complete Markets Beginning Next Page

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



# A Market Review from the Farmers Standpoint

## HAY

It is just about time that we took stock and sized up the hay situation. If you have read the reports on the hay market in the "Pink Sheet" each week since the paper was established, you must admit that we sized up the situation just about right. For almost five months we have used considerable space from week to week in an effort to explain the situation clearly, with a hope that at least reasonable prices might be maintained.

Many things have conspired to give us an unsatisfactory hay market. First, last season was a record-breaker so far as hay prices were concerned, the market reaching the highest figure in thirty years. From the time the local buyers started out to contract for the crop, right through until the season closed, the supply did not equal the demand, consequently every ton of hay a dealer purchased netted him a profit. Farmers, too, received a good price. As a result, this season everything that could be classed as hay no matter what the grade, was cut and placed in the barn with the expectation that it would find a ready sale. The government reports showed that we had three million tons more to dispose of than the year previous. The "Pink Sheet" made the prediction that not more than 5 per cent of the entire crop would be graded as No. 1 hay.

As the selling season advances, it is proven that our estimate was very nearly correct. As a farmer, you realize that the consumption of hay is very much less during mild weather than during severe, cold weather, and this saving on the part of feeders has been a factor in determining the price. We advised farmers to hold on to their No. 1 hay, but a sufficient number did not take our advice, and as a consequence, it left a mighty poor show for the lower grades. Just as soon as the dealers found that there wasn't a sure profit in every ton hay they handled, and that they must take a chance, they simply deserted the market and left the farmer to figure out his own salvation. When we say that the dealers deserted the market, we mean that they refused to buy except in cases where they were sure of a profit, and by adopting this plan, they put the proposition directly up to the terminal buyers to establish a price upon which they could operate. The dealers have not in a single instance attempted to bolster up the situation or to handle it in any way that would bring a greater profit to the farmer.

Had the farmers of Michigan been in possession of the elevators so that they could have controlled at least a fair share of Michigan's hay crop, they could have so handled the situation that the medium grades would have been used as feeding hay and the better grades would have found a sale later. The length of the feeding season depends, of course, upon the weather, but we are nearing the end. This being true, you can see that the situation is critical for the off grades. No. 1 hay has found a ready sale at a profitable price, and would have scored still higher had not the dealers dumped all grades upon the market at one time. The right play was to have fed the market with off grades; figured for high prices on the No. 1, as it was early demonstrated that there was a shortage in the best grades. Those who have No. 1 hay need have no fear; there is a demand up to August 1, and it is our humble opinion that mighty little of the best can be found in the possession of the dealers at the present time.

The local hay buyers, 90 per cent of whom may be classed "tenderfoots," threw up their hands and further complicated the situation. Just so long

## 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:



1



2



3



4



5

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

as the farmers sell their products to dealers, who buy on a rising market and run on a declining market, present conditions may be looked for. When conditions are hazardous the producer must take the chances. You have had the market proposition put before you very clearly this season, and if you can't see that you are paying a penalty for allowing others to handle the business end of your hay business right now, you never will, that's a cinch. The local dealers have taken to their heels; we have helped hundreds of our readers out by giving them the benefit of our market bureau; we will be able to help others, but there is no way in which you can ALL get a profit on ALL of your off grade hay. Hay is worth something, even as a fertilizer, therefore do not become a "dumper" and sell two tons of hay for what one ought to bring. Our advice still holds good. You can get a profitable price for No. 1 hay; you can sell some of your off-grade hay at a profit; sell what you can at a profit and feed the balance. The old rule works, hay will be hay next year. Sometimes a "knock" results in a "boost." In this case it ought to sound very much like a "knock" for present selling methods, and we feel like a boost for an elevator, or at a hay-shipping station. Finally, don't get discouraged. While "there's hay there's hope." Watch the "Pink Sheet" and keep your powder dry.

### HAY—MICHIGAN ZONE PRICES.

Zone No. 1 Michigan	\$10.00
Zone No. 2 Michigan	11.00
Zone No. 3 Michigan	11.50
Zone No. 4 Michigan	11.30
Zone No. 5 Michigan	11.00
Zone No. 6 Michigan	11.30
Zone No. 7 Michigan	12.20

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—We are obliged to report a continuance of the same tactics as were in vogue at the time of our last issue. It seems to be the disposition of the average shipper of this market to cut prices. This, in combination with heavy receipts, has placed this market on a very indifferent basis. We notice in the daily papers quotations but in reality there is no definite quotation that can be given out. The seller of hay in this city today does not go out with a firm price, but instead, expecting to reduce his asked price if the trade requires it. There is absolutely no excuse known in the world for a situation of this kind to exist on this market or any other. The market is generally started on this downward path by virtue of a great percentage of hay being handled by commission men. They have it to sell, get so much for selling it, regardless of the price.

### HAY—DETROIT MARKET.

No. 1 Timothy	\$14.00
No. 2 Timothy	12.50
Light mixed	12.00
No. 1 Mixed	11.00
Rye Straw	10.00
Wheat and Oat Straw	9.00

Away goes the price and away goes the substantial elements of the whole situation with it.

PITTSBURGH—Pittsburgh has continued to receive most liberal receipts with the percentage of No. 1 timothy showing an increase. The result is, the tone to the situation is not quite as good as reported last week. Added to this billings in transit are reported heavy. The market situation is somewhat unsettled at the present time.

### HAY—PITTSBURGH MARKET.

No. 1 Timothy Hay	\$15.50
No. 2 Timothy Hay	\$14.00
No. 3 Timothy	11.00
No. 1 Light mixed hay	14.00
No. 1 Clover mixed hay	13.00
No. 1 Clover hay	13.00
Fine Prairie Packing Hay	10.00
No. 1 Oat straw	9.50
No. 1 Rye straw	10.50
No. 1 Wheat straw	9.50

CHICAGO—The tone to the situation is very much better and demand considerably improved. There is much more life to the trade this week than last. On account of sympathy existing between one market and another, there has not been any material advantage. It is questionable if any advance to speak of will exist during the next week. If a foundation can be established enough will have been accomplished—all will depend on receipts from now on.

### 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	8.00
Marsh feeding hay	8.00
Packing	7.00
Choice Alfalfa	18.00
No. 1 Alfalfa	16.00
Rye	8.50
Oats	7.50
Wheat	6.50

BOSTON—There is but little change to report in the general situation existing on the Boston market, running along in about a so-so fashion, nothing elaborate is the market design, satisfied seemingly to keep along on about a former level. Receipts continue quite uniform, also billings in transit, with export business very light.

### HAY—BOSTON MARKET.

	Large bales.	Small bales.
Hay, choice	\$21.00	\$20.00
Hay, No. 1	19.00	18.00
Hay, No. 2	17.00	16.00
Hay, No. 3	14.00	14.00
Hay, clover	14.00	14.00
Hay, clover mixed	15.00	15.00
Hay, stock	13.00	13.00
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—By continually flopping from one terminal to another the New York market has been able to take care of receipts fairly well. The market has been continuously embargoed at all terminals excepting about one, for some time. This has

prevented a glutted condition to exist. It is very true that receipts have been just as liberal as the railroads would permit, therefore the situation has been almost constantly in an over-fed condition. A serious mistake has been made in shipping so much common hay to this market. With proper disposition, and of the right kind of hay, this market would have shown grand results to the shipper.

### HAY—NEW YORK MARKET.

New Hay:	Large bales, per ton.	Small bales, per ton.
Timothy—Choice.		
No. 1	\$22.00	\$21.00
No. 2	19.00	18.00
No. 3	14.00	14.00
Shipping	14.00	14.00
Light Clover Mixed	17.00	17.00
No. 1 Clover Mixed	16.50	16.50
No. 1 Clover	16.00	16.00
No. 2 Clover Mixed	13.50	13.50
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

Never before was there a more opportune time than right now to show what regulated disposition of a given commodity will bring in the way of financial returns. We can see nothing in the general situation that should cause alarm with reference to the future outcome of this season's crop. If you are alarmed, what is the cause of it? You can look in whatever direction you wish and the supply of potatoes still back is not alarming. Wisconsin, Minnesota and New York state are all fast cleaning up. We are all in about the same position relatively. Michigan certainly is not in a dangerous position. Conceding that every bushel of potatoes that is in storage at the present time will come out in proper condition, we still believe that it will not be in excess of the general demand. It is possible right now to commence to show an improvement to the general situation. Never was the time quite as opportune as the moment, because as the weeks roll by the outside distributors of potatoes are fast approaching a point where they are feeling relieved. We understand that the disposition of our western members has been to dump their crop onto the market continuously from its inception. Michigan has hung back, never have they been as free distributors as others. From now on everything we do along the line of regulated disposition will have its well grounded effect on the situation in general, which in turn will reflect back to us in the way of better prices and grander possibilities for the remainder of our crop. We know mighty well that there is no way other than through disposition that we can help the situation. If that is true, and we believe it, then why not join hands, one with another, as producers, and establish some basis on which to work. Every game must have its limit, every business must have its goal. Set your stakes at some point which shows a profit on your potatoes and make a conservative and firm fight to bring about the same. These potatoes don't go down they don't go up, they hang along at about a certain level. On that level they are healthy. If the patient can remain healthy in this lower latitude don't you think that the same healthy condition could be maintained in a latitude a little higher? Instead of 30° for a bushel of potatoes let's slip it up to 40°; if the heart gets weak we will call on the doctor. Something must be done. That something is beginning to be understood by you as producers; the word disposition spells it—keep your hand on the regu-



lators—don't get nervous or excited—get in the fight and stay in; remember, this is a 20-round go. We are fighting for an advance of 20 to 30 per cent on these potatoes. It means something, it is worth something, it is worth the concentration of your best efforts. Quit kicking "the hound around" because you are not getting 40c for your potatoes today. It is up to you instead of the hound.

#### 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.

DETROIT—Very liberal have the receipts continued to be on this market. In the face of the same it has been impossible to advance quotations; in fact, there has been a tendency to reduce the market level at this point. Many sales have been made at a slight reduction owing to receipts being on hand. The trade always takes advantage of a situation of this kind. From a general standpoint there is no particular change. The present situation is about the same showing a little decline by virtue of conditions existing during the week. The demand is good enough, the tone to the situation satisfactory, conditions have simply allowed the trade to take advantage thereof.

#### 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 10½¢ each.	

CHICAGO—The general trade this last week has shown a little improvement. Weather conditions, based on receipts, has had a tendency to stimulate the buying side materially. We can report the tone to the situation as somewhat improved. We do not have too much faith in this because it is effected by conditions that have existed during this period. It goes to show that receipts are what affect the market. The moment you cut down the receipts on the Chicago market, or any other, you will see an improvement in the demand, the tone and the life of the market in general. If we can make an effect on the Chicago market along this line, we can

#### 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 10½¢ each.	

affect the whole situation. Regulated disposition is all that is required.

CINCINNATI—The Cincinnati market, and in fact seemingly all markets made by the C. H. & D., are a little off at the present time. We had the opportunity of investigating the situation this last week with the above results. Seemingly, C. H. & D. equipment has been more freely offered than any others. The Cincinnati market is healthy enough, the tone to the situation is satisfactory enough, but the market level is not where it should be or where it could be.

#### 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 10½¢ each.	

### WHEAT

The wheat market certainly fell off the Xmas tree. Those dealers taking the bearish side of the situation have finally brought about a rather bearish situation, and this in face of dry weather conditions in the west and southwest, and also the lack of snow protection in the Russian fields. These should have been an asset to the situation, but the bearish leaders pushed this aside and showed results. It has been the contention of large dealers that wheat could just as well be brought down to around a dollar as at the present point. The fight is going to be to bring it around this level. Very much will depend on the shiftiness of the

#### WHEAT—DETROIT MARKET.

No. 1 White.....	\$1.06½
No. 2 Red.....	1.07½

#### Speculative Prices.

July delivery.....	\$ .96½
*May delivery.....	1.16
*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.	

blackboard game. We do not think there is any well warranted reason why there should be any cut from the situation we were able to show last week. True it is that changes will take place, and by virtue of our warranted influences, but we also know that it is mighty hard to know whether these influences are warranted or not. Very much depends on whether the big fellows are in right or wrong as to the handling of the general situation, that they do handle the general situation, and for their benefit, is evident. Much depends, therefore on which are the stronger dealers, those wishing an advance or those working for a decline.

#### WHEAT—CHICAGO MARKET.

No. 2 Red.....	\$1.08
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#### Speculative Prices.

*July delivery.....	.91½
*May delivery.....	.92½
*The price given for July and May delivery represent the future delivery prices. This information merely gives you the future basis of this commodity as figured by those who speculate on future prospects.	

### BEANS

We are going to continue the use of Flag No. 5 because we have not yet bolstered up the general situation to a point where it is stable. You did not appreciate, when you were dumping your beans onto the market, what you were bringing about, or the length of time it would take to remedy the situation you had forced. There is some excuse for the producer, as he has followed right along in the same rut, used the same tactics as the local dealer about the state. The disposition of both has been to dump your beans onto the market from the inception of the season. Never have you turned your attention or put a second thought on the disposition or looked ahead to what you might expect after continuing along this line. With the ever present before you, the above has been the manner in which the bean situation has been handled this season, elevators filled to the roof, a majority of which were dumping on the market just as fast as they could to make room for you to dump on them. A double dumping system has been put in operation this season. A single dumping is bad enough but the double dumping game works havoc. The general tone to the situation is of a healthy nature and one which bears much promise. It is right up to you, as producers, and up to the dealers, as distributors, to so regulate the disposition of the remainder of this crop that an enhanced situation, which is in keeping with the condition which should exist, will be the result. Every pound of beans will be keenly looked after, the trade will want them, they want them now; but instead of waiting until a man is ready to buy or is in the market, he is called upon, the next step a price is put before him to tempt him, the situation soon looks inviting, and he takes hold of the baited hook which results in meat to him and a lower bean price to you as a producer. The large dealer has the power to regulate the disposition to the outside trade, you have the power as a producer to regulate disposition to the local dealer or the outside trade. With a regulator on both of these distributing agents a more satisfactory condition must be the result. Remember, there is but one way in which you can improve the situation, and that is by

making the trade which requires it come to a sense of need. Continued over-feeding gets the market off its feed, which necessitates time and patience to bring it back.

#### 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

We are forced to show a decline of ½¢ in oats at this writing. We are very glad, indeed, that some one had interest in this commodity to the extent that they are giving it some notice. They will appreciate, before they have mixed with it very long that they have a very healthy opponent. One little wallop like this means nothing. The situation from a general angle has made no material change; there has been a tendency of some other commodities to have stepped a more lively pace during the last week, a reflection has been cast on oats. There is no warranted decline to the general situation. We might say it would go still lower, but we don't think so, but when the time comes you will find that oats will establish a market level higher than the one they maintained one week ago. The present cut is not warranted.

#### OATS—DETROIT MARKET.

Standard.....	.34½
No. 3 White.....	.33½
No. 4 White.....	.34½
No. 2 Mixed.....	.36½
No. 3 Mixed.....	.36

CINCINNATI—For the week there has been but little change to report, although on some individual days the market seemed very slow indeed. This slowness resulted in a weakened situation with lower prices. The market closed for the week on very close to its week's previous basis. We think it conservative to state that the tone to the situation was not quite as good.

#### OATS—CINCINNATI MARKET.

Standard.....	.37½
No. 3 White.....	.36
No. 4 White.....	.34½
No. 2 Mixed.....	.36½
No. 3 Mixed.....	.36

PITTSBURGH—In sympathy with the general situation, Pittsburgh market showed a little easier feeling this last week. There was a continu-

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 carlots, or you can get this information from your local agent.

#### Zone 1—Sault Ste. Marie.

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

#### Zone 2—Kalamazoo.

New York City.....	.34½
Pittsburgh.....	.22
Cincinnati.....	.19½
Chicago.....	.16
Detroit.....	.14

#### Zone 3—Bay City.

New York City.....	.27½
Pittsburgh.....	.17
Cincinnati.....	.16
Chicago.....	.13
Detroit.....	.10

#### Zone 4—Greenville.

New York City.....	.29
Pittsburgh.....	.17½
Cincinnati.....	.16
Chicago.....	.13
Detroit.....	.11

#### Zone 5—Sandusky.

New York City.....	.27½
Pittsburgh.....	.22
Cincinnati.....	.13
Chicago.....	.15
Detroit.....	.13

#### Zone 6—Vicksburg.

New York City.....	.29
Pittsburgh.....	.17
Cincinnati.....	.15
Chicago.....	.10½
Detroit.....	.11

#### Zone 7—Pontiac.

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





# 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

"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 stealin' 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 Gleaners, 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

**D**ID YOU EVER, as a boy, help corral the geese in the old corn crib, and then catch them one by one and turn them over to your mother, that she might do the "picking?" If you had this experience you will remember that the first selected from the flock and turned over to the executioner was the old gander, who had saucily chased you across the barn-yard many a time. How early in life we develop the "get even" part of our make up.

### "PICKING WHEN IT HURTS"

Remember the first feather plucked was the test? The old gander literally showed the white feather, and the squawks he gave forth caused your mother to drop the old general, and, with the suggestion that "'twas not time to pick the feathers," she returned to the farm home and her household duties—your half day's fun was at an end—at least for that particular day.

It was right then and there that you learned that there is "a time for all things"—even picking feathers. The sheep, dumb before the shearer, makes no outcry in parting with his silken fleece. The goose may be robbed of its fine feathers and suffer little inconvenience—providing always that the fleece and the feathers are taken when "it's time to shear and to pick."

Want to know what I am trying to get at? Well then, read on:

The farmer works hard, from sun-up to sun-down, from early spring to sombre fall, to raise a crop—to produce something, that he may have something to sell. He does not get up from his downy couch at daybreak that he may view the grandeur of the sunrise, with its decorations of pink and gold. Neither does he remain in the field until the lights and shadows of the parting day play upon the distant hills, in order that he may view the sunset.

True, he is rewarded, if he has time to take in the grandeur of the coming and the closing of the day—but he has neither the canvas upon which to paint the picture nor the time in which to paint it. For the busy farmer the rising sun admonishes him to "make hay while the sun shines" and the setting sun flashes a signal of hope for the morrow, or a warning to "get things in out of the wet."

It's a business proposition with the farmer and when the seasons have passed and the harvest is secure, the farmer knows that "it's near picking time." Soon that which he has labored hard to bring to a successful fruitage, is to be gathered into bins and cribs, from which it must be taken, with similar commodities from the field of his neighbor, to the elevator in the near-by market place, where "the shearing and the picking is done."

His first question is the "test." "What are beans worth today?" The answer swings all the way from a profit to a loss—and a mighty

few words determine which it shall be. If the price offered leaves a reasonable profit, labor and expense carefully considered, he willingly parts with a few pounds of additional feathers—simply because it's picking time and it doesn't hurt. He's minus the feathers all right; but hope ever burns bright in the human breast—the feathers will grow out again.

But if the price offered means a loss—means that the work, worry and effort put forth by himself and his good wife was all for naught; means that some of the many things planned for and needed, must be sacrificed—then it's picking time, all right enough, but it "hurts." And the "hurt" is not lessened by the seeming disinterestedness of the fellows who are doing the picking.

When the nineteen-twelve market opened, the elevator men and produce buyers were eager for "picking day" to arrive. They saw a profit in feathers and they wanted to get busy, and they did get busy. In less than sixty days they discerned a little question in the cock-sure feather market, and commenced to play a waiting game.

And, remember, it was right in "picking time." They reasoned that with uncertain market conditions it was either a case of "more feathers" or no market. So the farmer wandered in, and not only lost his profit, but as a penalty for remaining in a "pickable condition," was obliged to yield up an extra pounds of feathers—and it hurt.

You say that the "dealer can't make the market?" The answer is both "Yes" and "No." An over-supply will always bring unprofitable prices; but the dealers could so handle even a surplus, that reasonable profits might be maintained. It's the profit, not the market, that the dealer wishes to both maintain and retain—everything else may go to the tarnation bow-wow.

For example! The commission men at the terminals now control the hay situation. The dealers have unloaded their supply and pocketed their pickings. The farmer has hay to sell. He is offered the price set by the fellows at the terminals, who are in the saddle, and are riding rough-shod over the situation—steadfastly holding on to his pay for handling and selling at a price which retains for the dealer his feathers.

There's a moral in this mournful tale:

Get together and run the "picking plant;" then grow business bristles; not "downy feathers" or "a silken fleece."

### 4,013,070 PARCELS BY THE PARCEL POST

That is the Number Handled During the First Week of the Service—123,673 Packages For Michigan.

Postmaster-General Hitchcock has just issued a statement showing the number of packages that were handled through the parcel post department during the first week of the service. The express companies claimed that this venture on the part of the government would be a failure, but the report shows that from the very inception of the service it has been popular with the people. The number of packages handled in the different states has been steadily growing, but no figures are available for the month of February. The following figures show how each state patronized the service the stars indicating that the count was not complete:

*Alabama	12,699
*Arizona	2,697
*Arkansas	13,011
*California	81,022
Colorado	31,684
*Connecticut	65,187
Delaware	5,650
District of Columbia	29,329
*Florida	18,762
*Georgia	57,635
Idaho	6,833
*Illinois	633,707
*Indiana	95,073
*Iowa	71,249
Kansas	40,965
*Kentucky	31,522
Louisiana	28,805
Maine	44,231
Maryland	49,656
Massachusetts	306,825
*Michigan	123,673
*Minnesota	84,254
Mississippi	12,344
*Missouri	218,875
*Montana	7,806

*Nebraska	31,879
Nevada	1,099
New Hampshire	20,316
New Jersey	149,968
New Mexico	2,792
*New York	717,431
North Carolina	24,417
*North Dakota	5,565
Ohio	282,523
Oklahoma	16,442
*Oregon	22,824
*Pennsylvania	314,454
Rhode Island	42,699
South Carolina	13,609
South Dakota	3,698
*Tennessee	33,930
Texas	54,365
Utah	7,749
Vermont	20,000
Virginia	56,956
*Washington	17,778
*West Virginia	18,629
Wisconsin	74,051
Wyoming	1,642

Total 4,013,070

### OLEO MAN MUST STAND TRIAL.

President Taft Refuses to Interfere in Jelke Case.

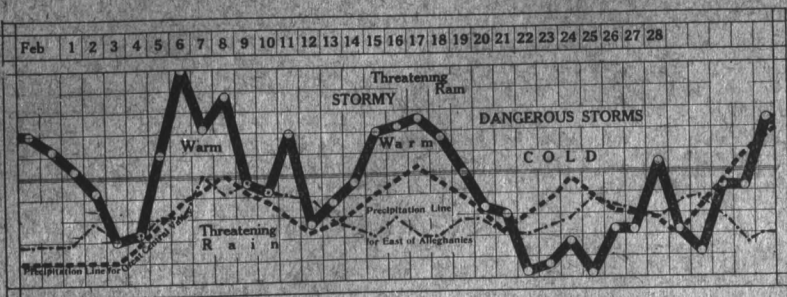
President Taft has declined to interfere in the case of John F. Jelke, of Chicago, who was indicted for alleged conspiracy to violate the Oleomargarine law. An appeal was made to the president to dismiss the pending prosecution. Former Senator Wm. E. Mason and Fred A. Busse, former mayor of Chicago, took up the question in a conference at the White House with the president, Attorney-General Wickersham and James R. Wilkerson, United States attorney, of Chicago. Jelke is one of the largest oleomargarine manufacturers. His trial is scheduled for this month.

"I am more than pleased with the paper."—Lewis Lindner, Williamston.



# 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.

NOTE.—In the chart below, the heavy black line represents the weather; the heavy dotted line the precipitation. Each vertical column represents a day of the month as shown at head. The ruled lines at center represent normal. These predictions are based at Meridian 90 (St. Louis, Mo.); count about one-half day earlier for Michigan.

Washington, D. C., Feb. 22.—Last bulletin gave forecasts of disturbance to cross continent Feb. 25 to March 1, warm wave 24 to 28, cool wave 27 to March 3. Unusually cold weather will precede this disturbance and the warm wave will not go very high, altogether making the temperatures average below the normal. Not much precipitation, most of which will precede the warm wave. The cold wave preceding this disturbance will be the low point of temperatures for February and the trend of temperatures following will be decidedly upward, with spring crop weather coming in early.

Again we warn all to be on the lookout for dangerous storms from Feb. 20 to 28. These storms are expected to be somewhat similar to those that occurred early in January, but not so radical and probably not in the same places.

Next disturbance will reach Pacific coast about March 3, cross Pacific slope by close of 4, great central valleys 5 to 7, eastern sections 8. Warm wave will cross Pacific slope about March 3, great central valleys 5, eastern sections 7. Cool wave will cross Pacific slope about March 6, great central valleys 8, eastern sections 10.

This disturbance will be of greater force than usual, but dangerous storms are not expected to accompany it. Precipitation will be less than usual. Some snow flurries in northern sections east of Rockies, but no wave of general precipitation is expected to cross the continent.

At the time of the dangerous storms that are expected to continue till after February 28, some very heavy rains may be expected east of Rockies, but they will not cover much territory and will be of the cloudburst variety.

The cold wave to cross continent, March 7 to 11 will be severe and will cause a great fall in temperatures on most parts of the continent. As this cold wave crosses Pacific slope some heavy precipitation north of San Francisco is expected and some heavy snows in British Columbia.

March will bring some dangerous storms and we expect them from 18 to 28. It will pay to prepare for these severe storms twenty times rather than get caught in one of them. We will not often miss their dates and hope soon to be able to give their locations. We particularly request all to note the time given for these dangerous March storms.

March and April are expected to be unusually warm months and there-

fore not require so much feed for live stock. This may cause a drop in prices of grain and it might be good policy for those who are not prepared to feed their grain to stock and who cannot hold till the 1913 crops show what they will produce to sell and avoid a possible loss.

Three months ago oats were selling at Chicago around 30 cents and corn around 49. We then advised farmers not to sell and thousands have made money by holding as oats and corn are now about 5 cents higher at Chicago.

We feel it a duty to now withdraw our advice to farmers not to sell as there is now considerable doubt about prices going higher between this and the first of May.—W. T. FOSTER.

## BRIGHT OUTLOOK FOR THE FUTURE

(Continued from Page One)

of a special session of congress to consider the tariff question, the present condition of our business and financial affairs is very encouraging, indeed.

This report applies to the farmer inasmuch as it will have a bearing on the price of agricultural products during the year. We are frank to say that a few months ago we looked for a reaction along business lines. There was no evidence of a panic, yet one who kept close to the situation could not help but observe a gradual tightening along financial lines, and an unwillingness on the part of the larger banks and trust companies to extend the paper given by manufacturing institutions. Call money rose to an abnormally high price, and this, taken together with the fact that farm products were bringing a very much lower price than the previous year very naturally led one to feel that there would be a let-up, for a time at least, with the incoming administration. The easing up in money matters, the faith in the future, as shown by the railroad companies in giving orders for extra equipment, and the business interests in pushing building operations, has dispelled all evidences of distrust and unrest, and unless something unforeseen happens, you can lay your plans for a prosperous year.

How well I remember the middleman's wooing.

The truths he bent double in making his plea—

The snares that he laid while he thought he was doing

The men from the furrows which meant you and me.

But a guardian angel each week now appeareth,

That scatters his falsehoods and bares his deceit;

And he now writhes in anger, for greatly he feareth

The truths that are told in this pink market sheet. E. L. K.

## FOR DIVISION OF MARKETS.

Bill Reported Favorably to House of Representatives.

The Committee on Agriculture of the House of Representatives has reported a bill favorable to the House which proposes to create a division of markets in the Department of Agriculture, the business of which will be to collect and circulate to all the people news concerning market conditions in every section of the country in such a way as to bring the consumer and producer closer together.

"The crop of 1912," says the report, "will yield to the producer \$6,000,000,000, yet, when these same crops reach the consumer they have increased in cost to \$13,000,000,000. In other words, the producer gets \$6,000,000,000, while the distributor gets \$7,000,000,000, clearly showing that under our present system it is more profitable to distribute than to produce."

The report says further about the proposed legislation:

"First.—Its enactment should bring the producer and the consumer closer together and thus decrease the great difference which exists between the prices paid to the producer and the prices paid by the consumer."

"Second.—By the enactment of this law the farmer will be furnished with the information and know where to find a market for such products which now go to waste because of the lack of knowledge."

## TRUST 'BUSTING' RECORDS BROKEN

(Continued from Page One)

tence. I must make your cases an example to others who are engaged in the same kind of business. The penalties I impose must stand out as a warning to those who would try to violate the law of the land in this manner.

"The government is strong enough to protect its people whether this protection extends to the transportation of dynamite across the land for

the purpose of blowing up bridges or to the laying of the hands upon men who seek to stifle competition by illegal business methods."

People generally are proud of the record that has been made by the Department of Justice under the Sherman law, but to date the benefits derived through this method of "trust busting" have been as scarce as hens' teeth. The Standard Oil Company was dissolved some time ago, but we find that instead of having one giant combination, we have a hundred or more little combinations, all united in some mysterious way through which it is possible to increase prices to the consumer and pay larger dividends to the individual stockholders. There seem to be altogether too many ways to evade the provisions of the Sherman law, and unless more tangible results can be secured in the future than have been in the past, the people are very likely to ask whether, after all, one big trust isn't more satisfactory than a hundred little fellows. However, let it be remembered that these combinations are very securely entrenched; they have had time to send their roots deep into our commercial affairs, and it is going to take time to uproot and destroy the dishonest methods which are the outgrowth of a system that has been encouraged and protected in this country for 50 years. The Department of Justice has been putting forth its best efforts in behalf of the people, and to that extent should have our appreciation and encouragement.

"Your paper is all right."—Wm. McDonald, Ashley, Michigan.

**EARM FOR SALE** 80 acres; for particulars address BOX 58, Route 2 Morley, Mich.

**EGGS FOR HATCHING** from good laying farm raised S. C. W. Leghorns, 3 for 50c, 5 for \$1.00. C. G. BURROUGHS, Hillsdale, Michigan.

**FOR SALE** Thoroughbred S. C. W. Leghorn Cockerels, \$1.50 to \$2.00 each. Satisfaction guaranteed. C. H. TRIPP, Sheppard, 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

ance of most liberal receipts with the bulk of same running to common quality. This combination, coupled with the situation along coarse feed lines in other branches, has a tendency to weaken the situation.

## OATS—PITTSBURGH MARKET.

Standard	.37
No. 3 White	.36
No. 4 White	.34½
No. 2 Mixed	
No. 3 Mixed	

## CLOVER SEED

We are enjoying a continuance of a most satisfactory market situation existing on all seeds. This continuance is made possible and is maintained because of the most substantial features established. The seed situation has been handled in a most up-to-date method from the very start. True it is that the marketing of this commodity differs very much from others. A regulation of the same can be put into effect and maintained with more regularity than is possible with most other lines. The future to the situation is almost flattering, well secured may we feel in the trend to the situation. There seems no possibility of other than this to be the real outcome. We may be somewhat disappointed, but we do not think so. Nothing is suggestive along other lines than a continuance of a most healthy situation continuing to exist.

## CLOVER SEED—DETROIT MARKET.

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

## CORN

While it is true that quotations on corn have shown a decline of 1c during the past week, still this has not established any situation for the future. It would be natural to expect, with a commodity setting the pace that corn has, that something of a reactionary nature would take place. We invite conditions of this kind to come up. It shows you when to take hold of the market regulator, shows you that a change in the manner of disposition is at hand. The tone to the general situation is healthy. We have been feeding it for the past three weeks to the limit. It may be possible that a lay-up is not necessary. We have done well to bring about the present situation and to have maintained our onward and upward march to the market goal.

## CORN—DETROIT MARKET.

No. 2 white	
No. 3 white	
No. 4 white	
No. 2 yellow	
No. 3 yellow	.50½
No. 4 yellow	.49
No. 2 mixed	.49
No. 3 mixed	.48½
No. 4 mixed	

## CORN—CINCINNATI MARKET.

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

## CORN—PITTSBURGH MARKET.

No. 2 white	
No. 3 white	
No. 4 white	
No. 2 yellow	.54½
No. 3 yellow	.53½
No. 4 yellow	
No. 2 mixed	
No. 3 mixed	
No. 4 mixed	

We have had much to face in the disposition of this crop—an enormous crop, with all other coarse grains and forage at a low market level. We should feel well satisfied with our present standing and feel that it is up to us to establish a new market level, or maintain the one now in effect.

## APPLES

We are just a little afraid that the large storers of apples are weakening just a little at the present time. Understand, please, the above is given out on basis of a suggestion only, that it may not be the true situation; we hope it is not. We are aware, however, that the trade in the city of Detroit are able to procure requirements at a shade better prices than last week. We continue to notice little evidences of a general weakness cropping up. It may result that the small dealers of apples, really commission men, have in their own local storage a larger amount of apples than has been originally conceded. The tendency of the large storers may be to weaken. The outside situation does not warrant this and there is no reason why the situation at this point should weaken, because even if the situation here will not take care of the bulk in storage, some outside markets could be resorted to. There is plenty of time yet, and we cannot help but feel that those actually interested in the disposition of apples will so handle the situation that the present market level will not only be maintained but that an advance will be in actual effect. This is possible, and warranted on basis of the general situation. It is simply a matter in which those having apples for disposition are alone able to cope, and who alone can regulate and make the future for the same.

## APPLES—GENERAL MARKET.

Fancy, per barrel	2.00 to 3.50
Ordinary, per barrel	1.00 to 2.50

## ONIONS

It is absolutely impossible for us to give you any particular encouragement in this week's issue. The dealers in onions, who for the most part have been large storers from the start of the season, seem disposed at this time to dump their holdings on the market at whatever price the trade will stand. That simply means that everything is in the buyer's favor at the present time. It also means that the handlers of onions will not do one solitary thing to bolster up the situation. They are simply floating along with the tide and making no defense. Right now, when the time is opportune and a better situation would have been possible, the handlers of onions have disposed of their holdings so as to ruin the general situation. At the moment we are practically where we started last fall and where we found ourselves after the situation had been well developed. There are two regular times for disposition of onions to the natural trade; one being on the early harvesting of the crop and up to freezing, and the other is from February on. We have maintained that on the second run we could be in good shape to take advantage of the situation, that by virtue of the nature in which the crop was being held could not only maintain but make a market for this commodity. Every bit of this was good reasoning and could have been carried out and made possible with most satisfactory results had it not been for these tender-footed local dealers, who are working the single dump game at the present time. It is really questionable what is going to be the outcome. No one can tell with dealers manipulating the situation in the present manner; no use talking about possibilities when

some one stands on the ground ready to destroy them. An advance of 30 per cent could just as well have been maintained on these onions as not. Local dealers have certainly handled this situation in a most suicidal manner.

## ONIONS.

### Detroit.

Yellow Globe, sacked, per cwt.	.60
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

As the weeks roll by we can notice that the situation is cleaning up to a point where shipments from a distance can be made to advantage. Just as soon as adjacent producers to market centers have exhausted their supply will we be in position to contemplate shipments, and not until. It is possible, at the present time to figure on a market existing, but it is not of a substantial nature sufficient for a chance being taken. The only thing that can be conservatively done is to wait until the situation cleans up and something of a definite nature thereby established.

## CABBAGE—PITTSBURGH

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

## BUTTER

It would now appear that butter had again settled on a substantial basis on which a future expectancy could be well established. This basis, as shown in quotations, is of such a nature as to show you at a glance that the general butter situation is of a more substantial and healthy nature at the present time. We have every reason to look for a continuance of the same because of the general situation existing along these lines. We absolutely know that the production of butter today along real butter lines is away below consumption. Substitutes are being worked in to a very large extent and percentage. With this condition constantly before us there is absolutely no reason in the world to expect anything other than the present most healthy condition existing.

## BUTTER—GENERAL MARKET.

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

## EGGS

We are now experiencing just what we have been advising you to look out for at this time—a decline in prices. It is simply inevitable, nothing else can be the natural outcome of the market situation; a healthy tone, life to the situation, etc., and no real effect on the situation, because as the season advances and approaches spring we can naturally look, expect and bank on a heavier flow of fresh receipts. To this we must add a flow of southern stock which runs a little earlier, also to this we must add the natural storage eggs held. The storage proposition has had much to do with the prices we are now experiencing. It

has kept fresh receipts to a lower level than the situation naturally warranted. The tone to the situation is healthy, demand good, but a decline in price of 2c to 3c is this week's result.

## EGGS—GENERAL MARKET.

Large fresh	.23
Medium fresh	.21

## POULTRY

The present market has proved our assertion, of the most healthy and promising features of the general poultry situation. Those of you who have followed our advice, disposed of your poultry as suggested by us, are now able to enjoy present market prices. We advised from the very inception of the future possibilities of the same; the result has been even more flattering than we had expected. The situation from a producer's angle has been handled very nicely this season. We don't think there has ever been a season in which disposition of poultry has been so well regulated as the present one. We believe that you will appreciate that by virtue of the manner of disposition the present market level is the result. Another angle to the situation is this: that had you been disposed to dump your poultry on the market earlier the same would have found a glutted market and would have been subject to a sacrificed price, paid by the dressers here in the city. Poultry would have been put in storage and held back awaiting for just such a healthy condition as this to exist on which they could place it. The present situation based on the amount of poultry still in the hands of the producers and constantly coming into the market and getting the reward of the present price, shows that the disposition of this poultry has been regulated by the producer instead of by the large dressers, that the producer is getting the benefit instead of the large dressers because it is a mighty small percentage of poultry that they were able to purchase this year at slaughtered prices. The majority of their stock has been shipped in by cars from the west. You are to be congratulated in the manner of disposition. You are now reaping the reward out of your shipments.

## POULTRY—DETROIT MARKET.

No. 1 Turkeys	.19 to .20
No. 2 Turkeys	.14 to .16
No. 1 Spring Chickens	.15 to .16
No. 2 Spring Chickens	.12 to .13
No. 1 Fowls	.14 to .16
No. 2 Fowls	.15 to .16
No. 1 Geese	.12 to .13
No. 1 Ducks	.15 to .15½
No. 1 Ducks	.19 to .20

## POULTRY—CHICAGO MARKET.

No. 1 Turkeys	.17
No. 2 Turkeys	.14
No. 1 Spring Chickens	.15
No. 2 Spring Chickens	.12
No. 1 Fowls	.14
No. 2 Fowls	.11
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—Detroit.

Good handy weight steers walked into an inviting atmosphere at the yards this week. All angles to the trade were looking for good butcher stuff and willingly and seemingly expecting to pay a price in advance of last week's quotations. The angles of vantage to the general situation were about the same here as at Western and Eastern markets. Cold weather and light receipts—the pair hard to beat and quite necessary at this time of the year for real results to be possible. The tone to the market was very good—keen trading going on from the opening of the first car.



The top on best steers was \$7.75, while some well finished heifers went at 7.50. Steers and heifers running 800 to 1,000 were going readily at \$6.25 to \$6.75, 500 to 700 good order bringing \$5.50 and \$6. A good demand for choice fat cows, which found ready sale at \$6 and \$6.50, while some good average stuff sold at \$5 to \$5.50. Common cows went at \$4 and \$4.50. Cannery, \$3.50 and \$4. The trade took everything in the line up with a snap, and expression that showed faith in the situation.

#### CATTLE—DETROIT STOCK YARDS.

Beef steers, good to prime heavy	\$7.50 to 8.00
Beef steers, medium to good	6.00 to 6.75
Beef steers, common to fair	5.00 to 6.50
Yearlings	5.00 to 6.00
Beef cows, common to selected	5.00 to 6.00
Heifers, selected	5.00 to 6.50
Stock steers	5.00 to 6.00
Feeders	5.25 to 5.75
Cannery and cutters	2.75 to 3.25
Good to prime veals	9.00 to 11.00
Bulls	4.00 to 5.00

#### Cattle—Chicago.

The week opened with comparatively light receipts especially along the line of good handy weight steers, a good buying action being in evidence from the outset. The general market assumed an advance of around 10 cents, as based on last week's close. Even at the advance buyers seemed to think it a better purchase than at the former level and existing conditions. The bulk of early runs was of rather common quality, nothing strictly choice being in the receipts, best steers going at \$8.20, while some others at \$8, and a run of unfinished went at \$7 to \$7.65. A run of light feeders went at \$7, most anything bringing this figure. There was nothing to supply the trade for choice weighty stuff in the yards. As the week advances the demand for cattle seems more keenly asserted, every angle of trade being of a most snappy nature. The weather man is there with the snap, the retail dealers in many quarters having marked down prices caused the killers to show a brisk interest all along the line. The result was an advance of around 10 to 15 cents over the opener. Some handy weight fat steers climbed up the scale 25 to 30 cents over the best of last week. The light run of stuff based on the apparent healthy and promising future, caused all interested to get in early and do business in a hurry. Eastern representatives caused real competition to the packer, and a much larger per cent went over \$8 than has been the case for some weeks past. A top of \$9.25 was set, which has not been duplicated in two weeks. This was for a bunch of choice 1,400 to 1,500 steers. A better showing for good appreciative stock was shown than in some time past, butchers and shippers taking hold freely of well finished handy and heavy weight stuff. The chief cause for betterment of conditions on the cattle market is the feature of lighter receipts. This is the third week of short receipts, and the trade is beginning to feel the effects of it keenly. Cold weather is broadening the demand and tending to add tone to the situation. It is the belief of the trade that the advance of 25 cents is warranted, and will remain in effect for another week at least, and long-

#### CATTLE—CHICAGO STOCK YARDS.

Beef steers, good to prime heavy	\$8.50 to 9.25
Beef steers, medium to good	8.00 to 8.50
Beef steers, common to fair	6.25 to 7.15
Beef cows, common to selected	4.50 to 7.30
Fat heifers, good to choice	5.25 to 7.50
Cannery and cutters	3.10 to 4.40
Good to prime veals	9.50 to 11.00
Bulls	4.25 to 6.85

er providing the shipper uses reasonable caution in disposition. The week closes with butcher stock going freely and strong, at the advance. Heifers of all butcher classes at an advance of around 25 to 40 cents. Beef cows up 15 to 25 cents. Cannery strong at an advance of 10 to 15 cents, bulls bringing the longest prices of some time. Calves closed very strong. Feeder and stock steers on the upward trend.

#### Cattle—Buffalo.

Stronger cattle trade this week. Cold and bright weather produced a better dressed beef trade the past week, and the larger killers seemed inclined to take the supply at stronger prices. Demand came strong from the near-by country killers, who wanted quite a few loads of good weight steers and the east had to settle or let the week pass empty handed. Supply here Monday figured 100 cars, or 2,500 head, 30 loads of which were steers averaging 1,100 lbs. and better. Top load came from Ohio, averaged 1,461 lbs., and sold at \$8.90. Quite a few steers brought around \$8. Handy butchering steers of best finish and quality ranged from \$7.75@8, some yearlings bringing \$7.85@8. Fat cows and heifers selling high, especially good fat butchering grades, tops bringing from \$6.75@7.25. Bulls never sold higher, sausage grades this week selling up to \$6.25, nothing in the bull line falling below a nickel. Fresh cow and springer trade showed improvement, best heavy good quality ones fetching \$2@3 per head more; others about steady.

#### Calves.

Calf prices have held up exceptionally well at Buffalo for the past several months. It will be well enough, however, from now on to buy veals at a big margin, as the Easter holiday is near at hand, and a big drop usually attends that date, some past breaks showing as much as a \$1 per swt., in a day. With other stock selling very high, however, general opinion is that drop in calf values this year around Easter will not be as heavy as in past years. Monday's receipts were 1,100, 400 more than a week ago, and 100 in excess of a year ago, and trade was about steady, with last week's close.

#### Today's Quotations.

Calves, choice to extra	11.50@12.00
Fair to good	10.00@11.00
Cull and common	9.00@9.50
Light thin	6.50@8.50
Fed calves	4.00@6.50

#### CATTLE—BUFFALO STOCK YARDS.

Good to choice heavy steers	\$8.25 to 8.90
Medium to fair heavy steers	7.75 to 8.25
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
Cannery 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

#### Hogs—Detroit.

The hog market opened up with everything in the seller's favor. The trade soon assumed a level about 40 to 50c over the close of one week ago. The trading was a little irregular at times, but on the whole maintained the above well established and seemingly warranted advance. Attempts were made to cut from this level about 10c, and some sales were

#### HOGS—DETROIT MARKET.

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

made at this reduction. Every one realized, however, that the West and East would be contenders if any material cut was considered. Everything cleaned up at quotations.

#### Hogs—Chicago.

Hogs were at the "Aviation Meet" at the stock yards this week, for sure. Prices were 10 to 15 cents higher with the latter showing real emphasis. The top was set at \$8.40, which was about 20 cents up. The bulk of receipts were going freely at around \$8.25 to \$8.30, with the bulk being on basis of the latter. The above is the opening of the week's activities and marks one of the strongest going markets this market has witnessed for a long time. Everything of a desirable nature was snapped up quickly. Inferior to good packing stock went at \$8 to \$8.25, with anything of a butcher quality went at \$8.25 and upward. A world of mixed hogs went at \$8.30. The middle of the week finds the trade going strong at 5 cents advance. The disposition of the packers is to reduce levels, but there is no possibility under the stampede variety of trade and conditions existing. They succeeded in hooking the top notchers a little, but not to sepak of, as the run of hogs would not permit. A rumor of one load going at \$8.50 was floating about the yards, but good clean cut sales were effected on basis of \$8.47. The "boys" were at it from sound of the gong, and hogs tipped the beam at an advance of 50 to 60 cents over a week ago. The Eastern inquiry has done much to bolster the situation and offset the hammering of the local packers for a reduction. The packers are not feeling bad with barrel pork at its present level and put in at the "old" prices. The week closed with the packers having the better of the argument, and effecting a slight reduction of levels. All factors seemed to take to the disposition of the packers, and assume a bearish tone also. The result was a lowering of values about 10 cents. The reasons for this being possible were for the most part attributable to the quite heavy "lay out" and the uncertainty of the run. The general trade dropped about five cents all along the line, based on the top for the week.

#### HOGS—CHICAGO STOCK YARDS.

Bulk of sales	\$8.30 to 8.40
Common to good mixed	8.20 to 8.25
Fair to medium weight	8.25 to 8.35
Lightweights	8.25 to 8.40
Selected 260-300-lb. packers	7.50 to 8.00
Stags, 80 lbs., dockage	7.00 to 8.10

#### Hogs—Buffalo.

Hogs have been traveling the upward route of late. Last week prices were generally 40@60c above the week before, with some declines, under rather liberal receipts, but still \$1 above two weeks ago. General opinion is that hogs will go higher yet some authorities predicting the 10-cent hog before the summer is over. Market during latter part of last week showed some bad breaks, but prices here showed too much of a margin over other points, some days here the spread between Buffalo and Chicago being from 65@75c in Buffalo's favor on the same class of hogs, whereas, under normal conditions, the difference usually figures from 25@40c. Monday 16,000 head were on offer, and notwithstanding early reports from the West were unfavorable prices here were stronger jumping all the way from 5@15c over last Saturday's close, which was strong to a nickel higher than the opening, yorkers, lights and pigs here Monday showing the greatest improvement. Packers paid \$8.65@8.70, with some Illinois hogs going to their quarters at \$8.75, and this figure, along with \$8.80, took some light mixed grades averaging around 180 to 190 lbs. Best yorkers \$8.70@8.75; lights and pigs, \$8.75@8.80; bulk,

\$8.80. Roughs generally \$7.75, stags \$6@7. Chicago reported an early top of \$8.32½, but their close was a little stronger.

#### HOGS—BUFFALO STOCK YARDS

Extreme heavies, 280 up	\$8.65 to 8.70
Heavies, 240 to 280	8.65 to 8.70
Mediums, 220 to 240	8.65 to 8.70
Mediums, 190 to 220	8.65 to 8.70
Mixed, 180 to 220	8.65 to 8.75
Yorkers, 150 to 170	8.70 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 8.60
Roughs	7.75 to 7.80
Stags	6.00 to 7.00

#### Sheep and Lambs—Detroit.

The receipts for the week came very close to the 6,000 mark. The run was of a fairly satisfactory nature with the trade taking hold of all offerings with little hesitation. There seems a disposition manifest of assuredness that present market levels are here because of a well founded reason. The market closed with everything cleaned up early and at satisfactory prices to all concerned. The future bears every earmark of promise.

#### SHEEP—DETROIT STOCK YARDS.

Lambs, good to choice	\$8.75 to \$8.90
do, fair to good	6.75 to 7.50
Yearling lambs, choice	7.50 to 8.00
Mixed sheep	5.00 to 5.50
Cull sheep	3.00 to 4.00

#### Sheep—Chicago.

The market opened strong for sheep and yearlings, with values being quoted steady to strong with occasionally some sales being made at an advance. It was a most active session, with the trade creating real competition, especially so for the better grades. The early run found even the common pens cleaned up by noon; late trains brought in a few cars of stuff which ran well to quality, and cleaned up readily even out of hours. The early run contained nothing of a feeding nature. The packers seemed to be looked after by the seller, as they seemed as interested as others in the outlook. The supply was moderate, and hardly came up to expectations and demand. This caused a rush for early offerings to be assured of being taken care of. The opener showed one deck of wethers going at \$6.40, averaging 110 lbs. Common to good stuff going at \$6.10 to \$6.35. Other very fair runs were going as low as \$6. A few plain ones going at \$5.95, while some very plain stock struck as low as \$5. Culls going around \$4.50. Some fancy yearlings went at \$7.75, while other good heavy stock of good quality went at \$7.10. Mixed yearling ewes and wethers sold at around \$7, while straight yearling ewes went at \$6.50. Mid-week operations found sheep up in the running about 10 cents, with good classy yearling wether stuff around 25 cents above the opening. Wednesday's market shows sheep and lambs 10 to 25 cents higher, with the average gain about 15 cents, trade showing keen action from the start prime lambs reaching \$9.25; yearlings, \$8; wethers top at \$6.50. Thursday's market shows a receding from the pace and limit set on Wednesday, a decline of around 15 cents in evidence, with values still at an advance of 10 to 15 cents over last week. Feeders closed very firm with not enough to go the rounds. The close of the week shows the situation back at the mid-week level or

#### SHEEP—CHICAGO STOCK YARDS.

Lambs, good to choice	\$8.00 to \$9.25
do, fair to good	7.00 to 8.00
do, cull to common	5.00 to 6.00
Yearling lambs, choice	7.75 to 8.00
do, cull to fair	6.50 to 7.50
Wethers, choice	6.00 to 6.50
Mixed sheep	3.50 to 4.00
Ewes, choice handy weight	4.75 to 5.25
do, choice heavy	5.50 to 6.00
Cull sheep	3.50 to 4.75
Bucks	3.50 to 4.25



very close. An advance of 15 cents on sheep and lambs, with the average close over last week, assuming a level of 25 cents higher. Western wethers broke the record since early last May, going at \$6.60. The market cleaned up with an expression of real satisfaction manifest by all interested.

#### Sheep and Lambs—Buffalo.

Lamb trade has shown very little change during the last week or ten days, while sheep were stronger and are now selling fairly good, as compared to lambs. Up to a short time ago, they were selling anywhere from \$4@5 per cwt., under lambs, but at present they have forced their way to within \$2.50@3 per cwt. of lambs. When lambs get up to \$9 killers generally back up to an extent, maintaining that they are money losers to the extent of a couple of dollars a head, and they take only such lambs as their urgent needs call for. Supplies have been running light right along at Buffalo the local run today being 75 cars or 15,000 head, same as a week ago, and 6,000 head short of a year ago. Lamb market was a little slow on Monday, but prices were held steady, while sheep were active and strong.

#### SHEEP—BUFFALO STOCK YARDS.

Lambs, good to choice	\$9.15 to \$9.35
do, fair to good	8.50 to 9.00
do, cull and common	7.50 to 8.25
do, skips	6.00 to 7.00
Yearling wethers, choice	8.00 to 8.50
do, cull to fair	5.00 to 7.50
do, ewes, choice	6.50 to 7.25
Wethers, choice	6.75 to 7.25
Mixed sheep	6.50 to 6.65
Ewes, choice handy weight	6.25 to 6.50
do, choice heavy	6.00 to 6.25
Cull sheep	2.50 to 5.00
Bucks	3.00 to 4.50

#### COAL.

There is very little change in the coal situation. The present demand is easily taken care of because the majority of the dealers are unloading their present supply, and do not place larger orders than the present demand will require.

The mine operators are sending out salesmen for the purpose of getting a line-up on future requirements, which will give them ample time to figure and establish opening prices by April first. They also wish to be in a position to figure on their large contract order.

At a recent meeting of the mine operators a resolution was passed that each mine send out a letter to their trade for the purpose of getting them to place orders for their requirements just as early in the season as they possibly could. They do this in order to overcome the congestion during the Fall and Winter Seasons. It is also working in harmony with the Railroad Companies in order to relieve as much as possible the car shortage feature.

The market seems to be well supplied with Anthracite Coal, and most sales are being made at circular price.

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	2.30
Kentucky 4x2-inch egg	2.10
Harrisburg 6-inch lump	1.75
Pocahontas lump and egg	2.75
Pocahontas mine run	1.75
Michigan Domestic 4-inch lump	2.90
Anthracite egg, stove or nut	4.50

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

#### FLOUR AND FEED.

The Wheat situation being a little easier, has effected the feed market to some extent. Flour prices are unchanged, with a tendency of a little easier feeling. If the Wheat market continues to work on a decline the mills have to lower the flour prices accordingly. Feed sales are slow, with no anticipated demand in view. Prices on feed originating from the

by-products of Wheat have dropped from 50c to \$1 per ton.

Kind.	Price per bbl.
"Blend" flour, ½ paper sacks	\$ 5.30
Spring patent	4.85
Per ton.	
Coarse corn meal	23.00
Cracked corn	24.50
Chop feed	22.00
Coarse middlings	23.50
Fine middlings	24.50
Bran (standard)	22.50

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

Tankage, averaging 60 per cent protein, \$41, f. o. b., Chicago, Ill.

#### LET YOUR CHICKENS ROOST VERY HIGH

If You Followed the Advice of the "Pink Sheet" You Have Poultry Profits in Your Pocket.

Those who have taken the "Pink Sheet" since the first issue, would do well to look over their files and note the advice we have given them with reference to poultry. We tried our best to stave off the rush of poultry which was scheduled to reach Michigan markets during the winter months of the old year. How well we succeeded is told in the market quotations from week to week. All efforts on the part of commission men to stampede the farmers and have them ship in their poultry have failed, and as a consequence profitable prices have been maintained. From every eastern market this week comes a report of a demand for poultry which exceeds the supply. A dispatch received Monday announces that several of the largest eastern poultry dealers are to invade Ohio and Michigan this week in an effort to get a supply of live poultry for their markets. A dispatch from Chicago says: "Receipts in poultry market extraordinarily light, only three cars arriving the first three days of the week. There is practically no change in quotations, as prices are a little high for brisk market, with hardly enough ducks and geese coming to make a market." Philadelphia market reports fowls scarce and firm. Buffalo market, all fowls in good demand with only a fair supply. St. Louis, poultry of all kinds firm and an active demand, receipts very light. Cincinnati, good fowls scarce, liberal offerings of old hens. Geese and ducks in good demand, and but little supply.

Some day the Michigan farmers will realize that poultry is needed every day in the year in every city market, and that it is the height of folly to set certain months in which to make shipments and thus overcrowd the market and make prices unprofitable. Watch the "Pink Sheet," ship when prices are profitable, and remember from this day until "springers" are in the market, and even after that time, good fowls will be in demand.

#### Live Stock Shippers Along the Pere Marquette Organize.

Live stock shippers along the line of the Pere Marquette railway met here and organized the East Michigan Live Stock Dealers' Association. The membership is confined to Huron, Sanilac and Tuscola counties. James Hunter was elected president; Alfred Alexander, vice-president; William Martin, secretary, and Amon Carr, treasurer. The charter members include: Lloyd Morrison, Thomas Corp., William A. Randall, Leo Cramer, William V. Johnson, William Powers, George McGregor, Charles Niemeyer, Norman Carr, Matthew McIntyre, Frank Hutson, W. J. Harwood, Ramsey Bros., William Breathour, Wehner Bros., Art Grice, Wallace Young, Lee Soper, James Trigger, Peter Muma, John A. Wicket, C. A. Terpenning and W. Errol.

A conference was held with officials of the Pere Marquette regarding an improved railway service.

A meeting of the directors will be held at Port Huron March 11th, the board including the officers.

#### MORE FOR MEAT, LESS FOR WHEAT

Farmers Are Receiving Less for Staple Products and More for Meat Products Than During the Year 1912.

If readers of the "Pink Sheet" have an idea that we are not dealing with a surplus in certain farm commodities, they have only to make a comparison between the prices paid for staple products and prices paid for meat products at the present time. The Department of Agriculture at Washington is working on a plan to aid the farmers of the nation in an effort to increase production; every state agricultural college is working along the same line; and in addition we have county agricultural superintendents and numerous organizations and associations all endeavoring to solve the problem from the same angle.

On the face of the returns, it would appear wise to give a little thought to the question of distribution, just at this time when it is clearly apparent that a surplus means unprofitable prices for the farmer. According to government statistics which have just been published, all meat products are considerably higher than during the past two years, while staple products are considerably lower:

	Jan. 1 1913	Jan. 1 1912	Jan. 1 1911
Corn, bu.	\$ 0.489	\$ 0.622	\$ 0.482
Wheat, bu.	.752	.880	.886
Oats, bu.	.332	.451	.332
Barley, bu.	.499	.864	.598
Rye, bu.	.638	.827	.733
Buckwheat, bu.	.668	.737	.658
Flaxseed, bu.	1.062	1.871	2.211
Potatoes, bu.	.506	.845	.541
Hay, ton.	11.860	14.850	12.240
Butter, lb.	.284	.281	.278
Chickens, lb.	.107	.098	.105
Eggs, doz.	.268*	.295	.304
Beans, bu.	2.01	2.01	2.08

The same report gives us a little valuable information with reference to the number of cattle, hogs and sheep marketed for eight years, commencing with 1905. The figures given below show the receipts of cattle, hogs and sheep at the five principal western markets—Chicago, Kansas City, Omaha, St. Louis and St. Joseph—for the years named:

	Cattle.	Hogs.	Sheep.
1912..	7,263,762	17,090,372	12,849,490
1911..	7,769,367	17,688,635	17,599,708
1910..	8,223,869	12,973,464	11,350,629
1909..	8,185,364	16,014,602	9,649,900
1908..	7,904,917	19,180,779	9,369,711
1907..	8,538,900	16,366,892	9,168,769
1906..	8,242,555	16,454,078	9,657,966
1905..	8,379,507	16,175,631	9,992,769

From the above report, it appears there has been a steady decline in the arrivals of cattle, a moderate decline in hogs, and a steady gain in sheep. The live stock market has started in 1913 with a materially higher level of prices than obtained at the beginning of 1912, and there is no question but that the price level will be maintained for at least a part of the present year.

#### A Bushel of Beans.

How many pounds are there in one bushel of Red Kidney beans in Michigan? Answer in the next paper. READER, Evart.

Fifty-eight pounds per bushel.

Hear what "Michigan Business Farming" does these days.

It, they say, is perfectly charming in its ways.

Yes, its readers just wink and blin! When this messenger, crisp and pink,

Greets the farmer from the rural mail man's chaise.

On the city market's pulse it keeps its thumb.

As it fluctuates, such news is bound to come.

A thermometer gauged to truth—Yes, the middleman's hated sleuth.

It's a bumble bee; just listen! hear it hum! E. L. K.

#### A GRAIN OF TRUTH IN THIS.

The Chicago Produce Bulletin editorially says:

"All talk about the large quantity of poorly packed apples being responsible for the low prevailing prices this season is tommy-rot. If the weather had turned cold, and stayed cold all winter, prices on apples would have shown handsome profits to packers and dealers. When prices are high, little complaint is heard of quality. In most cases when stuff is cheap the cry is there is so much of it coming poor."

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