



# MICHIGAN BUSINESS FARMING

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## Michigan Bean Men Ask Duty on Jap Product

By VERNE E. BURNETT

MICHIGAN BEAN JOBBERS assembled for their 27th annual convention in Detroit, last Wednesday and Thursday, expressed general sentiments which are at last just about in accord with what the bean growers of Michigan have wanted for many years. Representatives of the bean growers were given full opportunity to present their side of the case and they did present it. As Nathan Simpson, general manager of the Gleaner Clearing House, and also representative of the bean growers, expressed it, both bean jobbers and bean growers want the following:

1. Michigan beans should be developed to a quality which will always make them demanded in preference to other kinds.

2. Steps should be taken to produce the largest quantity possible per acreage planted.

3. Cost of production figures should be carefully kept so that both growers and jobbers can figure on a fair profit. Otherwise underpaid growers would raise other, better paying crops and the jobbers would have to handle something else or go out of business.

4. And educational campaign should be begun at once to carry out the above aims among both growers and jobbers, and the public all over the world should be taught to admire the Michigan brand as the best.

Other aims were set forth, but those just mentioned were among the most important. Although little action was taken at the convention, sentiment seemed to be well crystallized along these lines.

### Solution for High Costs

Every farmer and every jobber was urged to boost Michigan beans until the public realizes the fact that beans are the best and cheapest food which can be obtained. By stimulating the demand the price is likely to insure a more nearly fair profit. Frank Gerber, president of the National Canners Association, sent a long telegram from his home at Freemont, Mich., to give the message from the National Canners Association to the effect that he and

### Bean Growers and Jobbers to Attend Tariff Hearing

CONGRESSMAN Joseph Fordney, as chairman of the Ways and Means Committee has wired the Michigan Bean Jobbers' Association as follows:

"Hearings before the Ways and Means Committee relative to import duties on beans will be held on Monday, October 13, at 10 a. m., Room 321 House Office Bldg., Washington, D. C."

An invitation has been extended to the Bean Growers' Association to appoint a committee to act in conjunction with the Jobbers' committee in presenting the claims of the Michigan bean interests for an import duty on Japanese beans. Representatives of the New York, Rocky Mountain and California Bean Growers' and Jobbers' Association are also expected to be in attendance at the meeting.

the association are eager to carry on the educational campaign for better beans in Michigan. He advocates for the bean jobbers an educational department to stimulate meetings, co-operative work, study of soils and soil development—all of which would benefit the bean industry of Michigan.

Representatives of the growers pointed out that Michigan formerly was in the lead of all states in the quantity of beans produced. But California has pushed ahead so rapidly that it has twice as many beans for the market this year as Michigan, when the western state's carry over stocks are included. The survey being conducted by Michigan Business Farming through the Michigan bean belt has already revealed the fact that acreages are almost everywhere reduced. The first twenty-five farmers who sent in the questionnaires filled out reported that all but six of the twenty-five had reduced their acreage between twenty-five and

fifty per cent. Each mail brings in heaps more of the questionnaires showing striking results which will be tabulated in later issues of M. B. F.

The convention was opened by President Christian Breisch, of Lansing, who showed the accomplishments of the past year and the acrobatics of the bean market. He recommended more accurate inspection of beans to make for a higher quality, better price and better reputation for Michigan beans, which are now facing some troublesome competition. Another recommendation of the president was that of crop reports, so that those concerned in the bean business in Michigan could be kept informed to the fullest possible extent. G. A. Brown, of the Isbell Bean Company, of Detroit, gave a talk emphasizing that the public should learn more thoroughly the fact of the cheapness of beans as a factor in stopping the hue and cry about high cost of living.

### Business Must be Rebuilt

"We must rebuild business on a more honest, efficient basis," was a high light in the speech by Guy W. Rouse, of Grand Rapids, representing the National Wholesale Grocers Association. He pointed out the uncertainty of market conditions during the war and reconstruction periods we are passing through and the difficulties met both by growers and jobbers, some of whom seem to have had plenty of troubles.

Nathan Simpson, specially called upon to speak by the president and secretary Frank B. Drees, of Lansing, defended the unrest manifested among the farmers. The Non-Partisans of North Dakota, he said, were mostly good men forced into their action because of unscrupulous bankers and elevator men who charged more than traffic could bear. The Non-Partisans are being purged of the bad element within itself and it will probably work out excellently, but the same condition will never exist in Michigan, where the farmers are already supplied with organization which can eventually win the farmer's battle politically.

### Bean Jobbers Fight Shy of Plan to Fix Opening Price of Beans

THE BEAN jobbers discussed almost every angle of the bean situation except that in which the producers of beans at this time are mostly interested, namely, the opening price. Such talk as even remotely hinted at the subject was guarded and leaned a little toward the bearish nature. In justice to the great majority of bean jobbers we must announce our faith in the sincerity of their motives in leaving the subject strictly alone. At the same time we are not blind to the fact that there are certain large jobbers in this state who, if they had the power, would force beans down to a pre-war level, and use every bearish argument at their command to excuse their action. What makes the situation ticklish at this time is that these gentlemen have access to a number of perfectly good reasons for bearing the bean market. There is a saving element to the situation in that the jobbers who perceive that the development of the bean industry depends upon a profitable price to the producer are

using their best efforts to keep the market at a safe high level. Were the profits of the bean jobbers determined by the selling price of beans, they would doubtless be willing to take a chance on the future of the market and stand for a definite price. Since, however, this is the farmer's funeral and the jobbers' net profits are about the same regardless of the selling price of beans, they are not so interested in a high opening price.

It will be difficult for the grower to differentiate between the actual effect of bearish conditions on the bean market and the artificial effect created by certain of the big jobbers. A rushing of beans to the opening market will be a play directly into the hands of the big bears who are deliberately planning on a "killing" this year. Moreover, it will aggravate the bearishness of the market. But a gradual movement of the crop will go a long ways toward stabilizing the market and keeping it out of the hands of the bears.

As we go to press the market is sagging, and it appears that the bears have the upper hand. But at "Nate" Simpson told the bean jobbers, "Go as far as you like in bearing this market, gentlemen. Remember, the farmers are the men who have the beans and they are in a position to withhold them from the market and keep you guessing as to where you are going to get the beans to fill your orders."

Within another week Business Farming will have its survey of bean production costs completed, and will be able to announce the price that farmers must have to break even. When this price is known, it would be folly for the farmers to sell for less, and it is our opinion that Michigan beans still hold a high enough position to eventually secure that price in competition with the beans of other states. There is a coupon published elsewhere in this issue, and it is important that every bean grower fill it out at once and return it to us.



# CURRENT MICHIGAN AGRICULTURAL NEWS

## 200,000 FARMERS AIM OF MEMBERSHIP DRIVE

"Dissatisfaction and unrest over high costs is as prevalent among the farmers of Michigan as among the workmen in great industrial centers of the country," according to a despatch in a Detroit newspaper, "but the condition in the rural districts is of perhaps greater seriousness, because if it brings about decreased farm production, as agriculturists fear, efforts in the cities to reduce costs of living are bound to fail."

"This grave situation has been recognized by the executive council of the Michigan State Farm Bureau, an organization subsidized during the war by the government to increase food production, and a campaign has been started to weld the farmers of the state into a great union with ample funds to fight the farmers' battles, procure for them better marketing facilities and endeavor to put farming in Michigan on a basis where it will be a profitable business instead of merely a vocation."

"In this campaign it is planned to canvass the 200,000 farmers of the state and affiliate them with county organizations that will be federated as a state body. As planned by the executive board of the state farm bureau, consisting of Roland Morrell, of Benton Harbor; C. A. Bingham, of Birmingham; R. G. Potts, of Washington; Frank Vanderbloom, of Marquette; Fred Van Nordsall, of Three Rivers; A. J. Rogers, Jr., of Beulah; Fred Cornair, of Chesaning; J. P. Munson, of Grand Rapids; A. E. Illenden, of Adrian; Alfred Hendrickson, of Shelby; James Nicol, of South Haven; Robert Monteth, of Martin; Mrs. John Ketcham, of Hastings; Miss Flora Buell, of Ann Arbor; Arlie Hopkins, of Bear Lake, and J. A. Hasselman, of East Lansing, the work of organization will be done by counties, Oakland being the first visited. Activities here were started last week."

"The Michigan Farm Bureau, as it exists now, has neither the membership nor funds to promote the farmers' interests in a comprehensive and profitable way. The membership campaign is expected to line up a majority of the agriculturists behind the movement and if this success is attained the treasury will contain money enough to get a 'square deal' for the farmer economically and politically."

"According to C. A. Bingham, state secretary, the idea of a union of the farmers is being eagerly received in every part of the state it has reached, particularly when the explanation is made that the new organization will work in harmony with all other farm organizations, such as the Grangers and the Gleaners."

"In many ways the contemplated organization resembles the Non-Partisan League of the Dakotas, but instead of being primarily a political organization like the Non-Partisan league, it is designed primarily for the economic betterment of farmers. Its political activities will be limited. No candidates for public offices will be put in the field, but the sessions of the legislature will be closely watched for measures inimical to the farmers' interests and measures favorable to them will be promoted."

"It will have absolutely no affiliation with the Non-Partisan league, but will be united with a national organization of the various state farm bureau federations that will be formed at a congress in Chicago in November."

## BEAN COMPANY SELLS OUT

The Michigan Bean Company located at Port Huron, has recently been sold to a new company, consisting of several well-known county grain men, all of whom have had years of experience in a local and in a jobbing way. The new company will be known as the Chamberlain-Holmes-Jeffords Co., and will handle whole-pale beans, grain, hay and potatoes.

## Michigan Man Solves Ditch Problem With Dynamite

By GUY G. MEANS

**D**ITCH CONTRACTORS and farmers in the southern peninsula of Michigan tell me that of all ditching and drainage problems that confront land owners of the low lying sections of the state, that of ditching muck is the most difficult. In connection with Mr. H. L. Ostrander, of Legrand, Michigan, I made a study of this problem. We decided to try out ditching with dynamite.

Mr. Ostrander was advised by the explosive manufacturers to purchase 50 per cent straight dynamite for the job, since in using this more sensitive dynamite, it is not necessary to use more than one cap in a considerable yardage of ditch. This method is called the propagated method and will work only in very moist, wet or water covered soil. Since muck is always in this condition the method is always the best.

The ditch which Mr. Ostrander desired dug was about thirty rods in length and ran through the worst strip of log and stump infested piece of wet land that I ever saw. The neighbors of Mr. Ostrander were not at all reluctant about questioning his sanity when he talked of blasting a ditch.

The picture here shows the character of the right of way for the ditch as it was when the dynamite was planted for the blast. The soft muck under the stumps and logs was about three feet deep and under that was a hard layer of gravel.

The line of the ditch was laid out so as to straighten the old crooked creek bed which overflowed at every rain and at no time thoroughly drained the several acres of fertile bottom and the adjoining hillsides.

The farmers and laborers present who had done that type of ditching by hand agreed that no man could dig even one rod per day and that a man could not be secured to work at

that type of work less than \$5.00 per day. In other words, there was not a laborer present who would agree to do the work except for big pay.

We sunk bore holes 2 1-2 feet deep along the center line every 18 inches with an ordinary 1 1-2 inch crow bar. Into each of these was placed one cartridge (1-2 pound) of the straight dynamite. We shot three sections of about 10 rods. The propagated method was used on all and there was no trouble in firing each section with one cap in the center.



The resulting ditch was about 10 feet wide at top; 4 feet at bottom and from 3 to 4 feet deep. This was somewhat larger than was actually needed. The picture showing the ditch was taken the next morning after the shot and the curve at the blasted portion where the new ditch tapped the bend of the old creek. Numerous stumps at the side of the ditch were white cedar and on the right of way. Practically no heavier loading was required to move them over to the side.

The cost of the ditch was as follows: Labor, planting dynamite only, no other required, \$5.00; 125 pounds of 50 per cent straight dynamite at \$23.50 per cwt., \$31.87; total cost of thirty rods of ditch, \$36.87.

In other words, the right of way was cleared and the ditch blown at one operation and required only about five hours time for three men. By hand, one man could not have dug it in a month.

The importance of this experiment can be estimated when it is stated by the college authorities and county agents that there are thousands of acres of this fertile muck land in nearly all parts of Michigan. This land drained is better for agricultural purposes than cut over lands.

various arbors in their many problems, and to put new life into the meetings. His experience well fits him for this position and the Gleaners of the local arbors may call upon him at any time.

## BIG TRACTOR TRY-OUT

BILLED FOR OCTOBER

Farmers near Allegan who are at all interested in tractors and tractor shows are urged by County Agent Alfred Bental to reserve the afternoon of Tuesday, October 7, for what he believes will be a very interesting event. A tractor demonstration on the H. G. Weeks farm in Allegan township will be given.

The following machines are promised: Heider, Titan, I. H. C. 8-16 Samon, Fordson and Cletrac; other machines are being arranged for. In view of the continued labor scarcity it seems as if machinery must come more and more into play in farming operations, and the tractors are sure going to help solve at least a part of the labor problems.

The Farm Bureau is of course not interested in any particular make of machine but this demonstration is being arranged by the Farm Bureau with the co-operation of the manufacturers so that the farmers may have an opportunity of seeing the different machines actually at work in the field.

## BEAN MEN HOLD MEETING

An all day meeting of the Central Michigan Bean Dealers and Jobbers Association was held in the parlors

of the Wright House in Alma, which was one of the best attended meetings that the association has held in the past few years. The meeting was a special one called for the purpose of arriving at some definite conclusion of securing a bureau of final inspection for Michigan beans.

Plans were advanced and thoroughly discussed by the members of the association, but nothing was agreed upon by the time for the adjournment and the president was instructed to appoint a committee to work out some method of taking care of the troublesome proposition.

## MACOMB COUNTY GREETES NEW AGRICULTURAL AGENT

Macomb County farmers were glad to learn of the arrival of the new county agricultural agent, Erwin O. Anderson, succeeding H. V. Kittle, who accomplished such excellent work in Macomb. Mr. Anderson arrived in Mt. Clemens September 23 and rolled up his shirt sleeves for the big job confronting him. Through various representatives of the farming industry of Macomb, he has been eagerly greeted in his new work.

Mr. Anderson is a native of a Michigan farm and worked on one for about a score or so of years. He was graduated from the Michigan Agricultural College, specializing in dairy husbandry. He continued his education at the University of Wisconsin, where he specialized in agricultural economics. After further farm work, he accepted a chair in the faculty of Pennsylvania State College, to teach farm management, co-operation and marketing and cost accounting.

During this period Mr. Anderson farmed it during the summers and never got out of touch with the practical end of the business. Two years ago he answered the call of county agent work and made an ace high score of accomplishments in Carolina County, Maryland. He was glad, however, to get an opportunity to return to his native state, and responded to the request from Macomb County.

## ARMY WORMS IN MICHIGAN

Reports of a dangerous outbreak of army worms in the Thumb district of Michigan, chiefly in Sanilac, Huron and Tuscola counties, have been received by the Michigan Agricultural College. The army worms, which derive their name from a habit of marching like an army from one field to another, destroy all crops they come in contact with, eating or cutting down practically everything. Reports indicate slight outbreaks in other parts of the State, but the chief danger seems to be in the so-called Thumb counties. The worms are later than usual this year, according to Prof. R. J. Pettit, M. A. C. Entomologist.

That the worms be checked in their efforts to spread or march to new fields is extremely important. Prof. Pettit advises this recipe:

"Sift together one pound of paris green or 3-4 pound of white arsenic (not arsenate of lead) and 20 pounds of bran; add half a gallon of molasses or syrup and a little water, and stir in three oranges or lemons, ground fine in a food chopper, skins and all. This may be broadcasted over from 2 to 5 acres of land. It is very attractive to both cut-worms and to grasshoppers. Do not try to substitute any other poison for the paris-green or white arsenic. Neither arsenate of lead nor arsenate of calcium will do the work unless very large quantities of the poison are used. Neither should one use this bait where poultry are likely to pick up much of it, although the bait should be distributed in a finely broken up condition rather than in lumps."

A man might travel the straight and narrow path in a big place for weeks and meet nobody he knows; but let him once step aside and start to do something foolish and everybody he ever met seems to be aware of it.—Detroit Free Press.

## CONTEST DRAWS CROWDS

The milking contest at the Northern District Fair, according to the Cadillac News, attracted possibly as much interest among the farmers as any other exhibit. Owing to the fact that the event was not arranged until a few days before the fair there are only three entries this year, but the wide comment that is being aroused is evidence that there will be many more another year, now that the conditions are thoroughly understood.

## JACKSON MARKET OPENS

Jackson opened recently its municipal vegetable market on the property donated by Mrs. Leila Y. Post-Montgomery, and which is located on Jackson street, directly opposite from Fire State No. 1. According to Mayor Ryan all producers of vegetables or fruits may drive to the market and without cost or license sell their commodities to the public. Hucksters or persons who buy products from producers will not be allowed to sell at the market, the mayor declared.

## NEW WORKER IN "THUMB"

Bert Trumble, former editor of the Review at Elkton, who recently sold that paper on account of ill health, not being able to stand the indoor work has accepted the position of field worker for the Gleaners. He will have charge of the field work in Sanilac, Tuscola and Huron counties and it will be his duty to assist the



# Detroit Commission Keeps Same Milk Prices

**P**RODUCERS OF MILK in the area extending through several counties near Detroit will get no increase in the price of milk for the time being, according to the ruling of the Detroit Milk Commission at its session last Saturday morning in Detroit. Likewise the price will remain the same to the consumers in Detroit, or 16 cents per quart and 10 per pint. The \$4.05 per hundred-weight will continue to be the producers figure for the time being, namely, October and November.

As usual both the producers and the distributors gave strong pleas, the producers to advance the producers price to \$4.80 so that he could get cost of production and a profit sufficient to keep him in the milk producing business. But the distributors gave forceful arguments to show that the public would not at this time endure any increase in price. The public has been set on edge by months of the impassioned talk about the high cost of food, in the city newspapers, and seldom has the farmer's side of the question been presented. The distributors asserted that the public's impatience had been strained close to the breaking point and that the earnest efforts of the commission to obtain fairness for all parties concerned might be set at naught.

## Admits Price Insufficient

Prof. A. C. Anderson, of the Michigan Agricultural College, member of the Milk Commission and famous as an authority on production costs, gave the statement which appeared in the press in Detroit as follows:

"The Commission realizes the producer is not getting enough for his milk to cover the cost of production, and that the distributor is working on too close a margin. But it is also clear that the public will not pay for dearer milk at this time."

This was in line with the argument presented by the spokesman of the Detroit distributors, W. J. Kennedy, of the Towar Creamery Company. Mr. Kennedy said, "Don't kill the goose that layed the golden egg. The public will stand for just so much and I think the limit of its patience has been reached."

## Members Admit Higher Price Would Be Fair, But They Feared Wrath of Public

He went on to show how other big cities were not charging more than Detroit, some of them even less. To be sure, he made little or no reference to dozens of big centers in various parts of the nation which are paying much more than Detroiters are. Those figures may be found in the last issue of MICHIGAN BUSINESS FARMING.

Mr. Kennedy stated that condensers were able to buy milk from Michigan producers for around \$2.80 a hundred pounds. He said that condensed milk prices had gone up in Detroit 15 per cent in the past 60 days. Picking out the cities paying lower prices than Detroit, he enumerated:

Cleveland, \$3.69 a hundred pounds to producer, 15 cents a quart and 9 cents a pint to consumer; St. Louis, \$3.40 to producer, 16 and 9 cents to consumer; New York, \$3.31 and 16 and 9 cents; Cincinnati, \$3.45 and 14 and 8 cents; Chicago, \$3.63 and 15 and 8 cents.

The question of changing the existing rate of 4 cents a pound in crease or decrease in price to the

producer, as the milk varies above or below the standard or 3.5 per cent. butter fat, was laid over to the December meeting of the commission.

## Nathan Hull Defends Producers

Nathan Hull, president of the Michigan Producers' Association, spoke well in behalf of the producers. In the rich dairy county of Livingston, he showed how it cost only about \$4.08 to produce a hundred pounds of milk. But other places in the Detroit area he showed conclusively that the cost of production is around \$4.37 per hundredweight. He added 10 per cent to this figure for profit which the farmer as an investor should earn. That would make a total of \$4.80 which the Farmer should get for his milk in order to keep in the business and make it pay.

Mr. Hull said that prices for the producer must go up if the farmer can compete with the employers of labor in the cities. Producers and distributors may be driven out of business by the low prices paid. But can the consumers go out of business?

Professor Anderson also showed that the farmer should get an increase in order to get at least cost of production. He is in charge of investigations which show that even in Livingston County farmers have been losing on each and every cow since 1916. Last year they lost \$18 per cow.

## What of the Future?

Farmer representatives went away from the meeting satisfied that they were going to get at least part of the raise they had asked for at the meeting by the failure to get a better price. The consuming public should not be hurt, but it is really cutting its own throat in forcing the farmers out of business—out of producing the things vital to the consuming public.

Farm leaders urge farmers to go into the branch of the farming business which pays them fairly. They used to urge the farmers to plant every available foot of ground during the war as a patriotic duty. To urge the farmers to continue this at a loss would be encouraging a business suicide.

Go into the branch of the business that pays a fair profit is the slogan of various farm leaders to the business farmers of today. The public is bound to realize this fact sooner or later and must give the farmer a fair price in order to have anything to eat. Encouragement is seen in the fair attitude of the Detroit Milk Commission. Such organizations nearly everywhere are realizing that the farmer is selling at a dead loss and it is hoped that they soon will have the courage of their convictions and that the public will be fair enough to do the square thing.

The next meeting of the Commission is about two months away. In some ways it will be a crisis for many dairy farmers in Michigan—and much the same problem applies to all parts of the state as to the South-eastern section. Buyers from Texas and elsewhere are paying premium prices for Michigan cattle and many have been selling off their stock in this state ever since milk producing ceased to pay. Unless the fair price is granted soon, this movement is bound to continue.



Are these dairy herds to be sacrificed for want of profit?

# What Does it Cost to Grow Beans in Michigan

**M**ICHIGAN bean men are going to ask for an import duty on Japanese beans. Do you know why this is? Because Japanese beans are produced by the cheapest labor in the world, on cheap land, and can be sold at a great deal lower price than beans grown in the United States. Moreover, having free access to the markets of this country they are being sold and have been sold for some time in ruinous competition with the home-grown article. It is plain to be seen that the Japanese article will eventually destroy the bean industry in this country if the government continues longer to admit it free of duty to our markets. No one except those interested in Japanese beans wants this to happen, and the only way to prevent its happening is to put a high enough duty on Japanese beans so that Japanese growers can not sell at less than the domestic produce.

Congressman Jos. Fordney, chairman of the Ways and Means committee, has arranged a hearing for Monday, Oct. 13th, before which the bean men, both jobbers and growers, of Michigan and other bean states, may appear and present their claims for an import duty on Japanese beans. Naturally this committee will not take the mere word of these bean men that such a duty is necessary. They must have FACTS. They must have facts to prove that the bean growers of this country CANNOT produce beans in competition with Japan growers. They must have facts to prove that the cost of production in this country is as high if not higher than the wholesale price of Japanese beans. They will want

## General Information

How many acres of beans this year?

Ans. ....

How many acres beans last year?

Ans. ....

If acreage was reduced this year give brief

reason why? Ans. ....

What is condition of present crops?

Ans. ....

How many bushels per acre do you estimate?

Ans. ....

If you have threshed, state actual yield.

Ans. ....

How does bean acreage in your neighborhood compare with last?

Ans. ....

Have you had an offer for beans when ready for market. Ans. ....

What price for 1919 crop is suggested by your dealer?

.....\$..... per 100 bs.

Name .....

P. O. .... R. F. D. ....

## COST ESTIMATE PER ACRE

Bushels Seed per acre

@..... per bu. \$.....

Cost of Plowing per acre \$.....

Cost of Fitting the ground (four times over) \$.....

Cost of Planting \$.....

Cultivation (four times) \$.....

Pulling \$.....

Forking & Turning \$.....

Drawing \$.....

Threshing (include board for machine gang and fuel for machine) \$.....

Labor for Threshing, including board \$.....

Delivery to Market \$.....

Value of farm, per Acre \$.....

.....\$.....

Total Cost \$.....

Location of farm .....

Township ..... Co.

Is farm well improved and under good cultivation? .....

to know what it costs the individual farmer to grow this product, and MICHIGAN BUSINESS FARMING wants to be prepared to submit this data direct from the farmers themselves. This publication will have a representative at the hearing, but nothing that we might say or any member of the various committees who are to attend might say, can have greater effect than the statements of the farmers themselves. So it is of the utmost necessity that our readers who grow beans advise us at once what their costs are. Do not think that this is a matter of no importance. On the contrary, we can think of nothing that is of greater importance to the average bean grower. For two years we have grown beans in the face of fluctuating and uncertain markets and most farmers have lost money at the prevailing prices. We have cited what the past influences have been to undermine the market, and we now know that the future holds no greater menace than the uninterrupted flow of Japanese beans into this country. Perhaps the future of this entire industry, so far as Michigan is concerned, hinges upon the action of congress in adopting an import duty. Let it not be said that a single producer of beans neglected to do his part in helping to build a protection against this industry by failing to give us at this time the simple information desired. Fill out the coupon and mail to Editor Michigan Business Farming, Mt. Clemens, Mich.



# The Michigan Legislative Boxing Club Joke

By JAMES W. HELME

(Third of a series of articles by Mr. Helme.)

FROM TIME to time when our legislatures are in session appear various sporting gentlemen with bills to provide "for the regulation, control and supervision of boxing, sparring and wrestling exhibitions." These gentlemen are very smooth persons and they are greatly concerned that the state should supervise these contests. They are against prize fighting—perish the thought that they should condone such a brutal sport, which is, and always has been against the law. Oh, no, they want boxing matches so controlled that there shall be no rough work. Boxers must wear gloves that weigh at least three ounces each. Rounds shall not be more than three minutes with one minute rests between, which strange to say, are the rules of the prize ring. Now, our members of the legislature are innocent gentlemen, many of them just out of the brush who are easily gullible to the fine words and splendid sentiments of the aforesaid sporting gentlemen. I recollect that when I was in the Senate of 1899 some sporting gentlemen picked out one of the Senators, who by the way was a minister of the Gospel and got him to introduce a measure to supervise "athletic contests." He was somewhat surprised the next day to read a screaming headline in a Detroit paper which read: "Minister introduces a bill to legalize prize fighting." It gave him a great shock and he dropped it with a dull thud. Every session since these gentlemen have been pushing a similar bill without avail, but this year owing to the fact that there were an unusual number of innocent and unsuspecting members in our law making body, we now have a law to legalize prize fighting. No,

I should not make the statement so offensive—"athletic contests." This law provides that we shall have a State Athletic Commissioner at \$3,500 per year, a board of four members who shall receive a per diem of \$10 per day and traveling expenses and \$5.00 per day for hotel bills when away from home. The bill provides for a tax of 10 per cent on admission fees to said contests to take care of these salaries and if over \$10,000 is collected, the balance goes into the school fund to teach athletics in the public schools.

All bills under our constitution take effect ninety days after the last day of session, except appropriation bills and "bills necessary for the public health, peace and safety." These sporting gentlemen persuaded the legislature that the public health, peace and safety demanded that "athletic contests" be supervised at once and so the bill was given immediate effect and is now a law and we are having "athletic contests" properly

supervised under this law by our Athletic commissioner. An athletic contest was recently held under this law at Kalamazoo. The Associated Press gives the following account of it:

"Kalamazoo, August 20.—Frankie Brennan of Detroit and Jack Herrick of Kewanee, Ill., middleweights, fought 10 of the fastest rounds ever seen in Kalamazoo to a draw here tonight at the New Kalamazoo Athletic Club. Herrick led in the fifth, sixth and seventh rounds, Brennan in the first second and ninth, with honors slightly in Herrick's favor up to the ninth, when he ran into a left uppercut to the jaw and went down for the count of nine, again for a full count, and barely weathered the storm. Brennan tried hard for a knockout in the tenth, but Herrick came back strong and the decision of a draw met with unanimous approval."

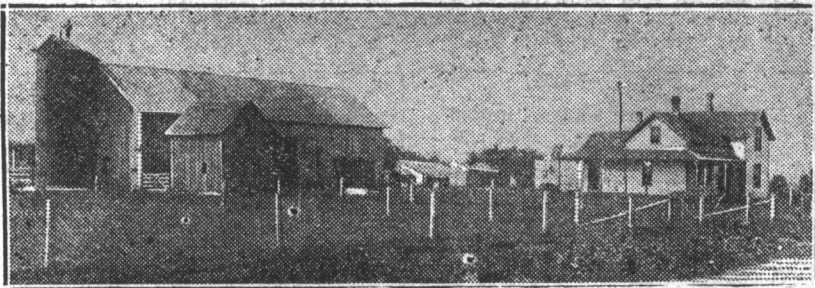
Recently at Detroit an "athletic contest" was held between one Sharky and one Herman who in other states are known as prize fighters. These gentlemen boxed each other around considerably but didn't hurt each other whereupon the crowd in attendance set up a howl that they

wanted their money back because the principals didn't fight. The misguided crowd didn't know that our sapient solons had passed this law to prevent any rough work.

However, the crowd was appeased by the result of a preliminary contest between Ernie Berrian and K. O. Brown of Toledo. A Detroit sporting editor after recounting that Brown was knocked down several times during the six rounds the contest lasted, makes this statement:

"Brown collapsed from physical exhaustion in the last round. He was carried to his corner where he crumpled in a dead faint. He was stretched out on the floor of the ring and two physicians called. They worked over his prostrate body for quite a while before he became semi-conscious. Brown was carried to his corner and placed on a chair only to become utterly unconscious again in a few seconds and collapsed to the floor. The physicians worked over him several minutes more before he became semi-conscious a second time and could be carried out of the hall. Brown was taken to the Receiving Hospital and spent the night there."

We are not criticising the legislature for passing this law legalizing prize fights. Far from it, but our condemnation can not be severe enough on those sporting men who pushed the bill and took undue advantage of some perfectly innocent and guileless members of our legislature. The only thing we can't understand is why these members gulped down all the hot air the sportsmen handed out to them but when Slocum and Ketcham urged them to submit the warehouse bill to a vote they were afraid to trust the people. The legislative joke in this prize fighting bill is on Brothers Slocum and Ketcham who failed to make as good an impression on the legislature as the prize fighters lobby.



Here is the farm home of E. N. Slough, Gagetown, Mich., a typical residence of the 200,000 business farmers in Michigan.

## Consumers Begin to Learn Truth About Farmers

MR CONSUMER is beginning to get at least half truths about the farmer's situation, thru the columns of certain big magazines and newspapers. Throughout the summer and early fall in the clamor against profiteering, the farmer was blamed by city people as being one of the chief trouble makers. This blame was largely a result of propaganda of the city profiteers who "passed the buck" onto the farmers. But many investigations are getting somewhere near the truth and the city manipulators who overcharge and gamble are uncovered in their lair. Thus editors who have been learning the truth are beginning to show the farmer's side of it more than formerly.

It is pointed out by one great magazine, Collier's, that the word "farmer" does not really apply to the person who works five or ten acres of truck on the outskirts of a city and who perhaps charges excessive rates to the city buyers. But, it points out, the real farmer is the man who sows the wide fields with wheat and corn, rye, barley, oats, beans, potatoes and other vital necessities. The business of farming is the vital business, the basic industry without which no other industry could operate.

Farming, however, is facing a critical time. In spite of some prosperous sections here and there, a vast number of farmers are almost pushed against the wall. There are counties where the windows of the farm homes are being boarded up and the families moving to the cities. The dragging of prices this season down below the cost of production is a staggering blow. There is even serious talk of a general strike by the farmers.

The full page editorial in the "National Weekly" this week, does not take up the farmer's side so heartily as Michigan Business Farming would do, but the article has many good ideas worth everyone's reading. Moreover the article is typical of an encouraging tendency which has begun to show itself in the press circulating among the public at large. The article follows:

### Business of Farming is the Basic Industry Upon Which All Others Depend

A letter which the editor of a farm paper sent recently to a new editorial correspondent in the South has fallen by chance into our hands. Here is the concluding paragraph:

Remember that folks on farms are very much like folks in the city. They have the same hopes and wishes, the same likes and dislikes. If you still entertain the "hayseed" idea, get it out of your head. There are no hayseeds any more. Generally speaking, people on the farm are nowadays just as well educated, as progressive, and as fine-grained as people anywhere, and usually a lot better off physically and otherwise than the majority of men and women in the cities.

We are living in a time of trends and of changing conditions. Some are alarming. Others are reassuring. One thing we would like to believe—and have much reason to believe—is that city people and country people are beginning at last to know each other better; and, as a result, are taking a keen and intelligent interest in one another's affairs.

Around town, certainly, there is much talk of "the farmers." Every now and then the hard word, profiteer is used in this connection. But the tenor of the talk matters little; the main thing is that the city man, after all these years, is now becoming interested in the farmer and the farmer's business.

The farmer beyond doubt has always been interested in the city man. For generations he has been envious of the comforts of city life, with its labor-saving devices and its short hours of work. Within the last few years he has acquired many of these.

There is a real farmer, a Kansas business man of the soil, who took a degree with distinction from an Eastern college. He comes to New York occasionally. He does not resemble the old-fashioned farmer. He has the look and the attitude of the successful executive in any large

manufacturing business. There follows a quotation from a letter he wrote the other day:

The barrier between the city man and the farmer has always been a mechanical one. The moment we gained the labor-saving machinery and the quick means of transportation and communication that city people have had, we took full advantage of them.

But they have not changed our natures. They have simply allowed us to make farming the really organized, efficient manufacturing business it deserves to be—the greatest basic manufacturing industry in the world. From our raw materials, seed, unfattened stock, and the soil, we turn out our finished products.

In the old days it was different. The struggle then was a pioneer's struggle. The farmer was concerned with getting land, which was cheap and plentiful, and with building a home. He could produce cheaply because land and labor were cheap.

That day has gone. Land and labor are cheap no longer. To succeed, a farmer should have many acres of ground and a working capital of \$10,000. If some other business offers a better return on a \$10,000 labor investment, the prospective farmer should go into that business, and not into farming.

Above all, the farming man of today should know his costs of production. This is knowledge the old-time farmer never dreamed of, because he was running his place, not as a business, but as a home.

If we could only induce every city business man who now rails at the farmer to come out in the country, buy a farm, and apply to it the methods he uses in running his store or factory, how soon the misunderstanding between the city man and farming man would disappear.

So much for this farmer's point of view. It leaves us still facing the

present dispute between consumer and producer over the cost of living. Who is to fix the final responsibility? Nobody knows for the time being. Our own guess is that both sides, together with the distributing agencies that lie between them, are all somewhat to blame. Apart from the human desire of the producer to make more money, and the equally human propensity of the consumer to spend money unwisely, you have also a combination of circumstances due to the fact that readjustment following a war of the first magnitude invariably disturbs the normal balance of demand and supply.

Not for a while yet will talk of the rich farmer and the profiteering farmer die down. Not for a while will the suspicion that the city man believes him to be culpable remove itself from the farmer's mind. By farmer, of course, we mean only the man who is in farming as a business. The real farmer has nothing in common with the back-yard farmer, or with the dabbler on five or ten acres—no more than the electrical engineer has to do with the amateur experimenter, or than the president of a high-grade watch factory with the man who takes an alarm clock to pieces for the fun of putting it together again. The home gardener, and the five-acre farmer are splendid in their own way; this kind of soil-working serves the purpose of health and of individual economy. The home garden is an excellent thing when properly managed; every good farm has one. But the real farmer is the man who produces our great supplies of wheat, oats, hay and corn; our beef and pork and mutton and veal. He is the man who runs our basic industry. He is a business man. Of real farmers there are about six million in the United States.

Are these six million men making enormous and unjustifiable profits out of farming?

The facts do not show that they are. They are making more money than ever before—but they never made any money before.



# Profit by Making Improvements in the Soil

**N**EARLY EVERYONE realizes that we are at the beginning of a new epoch or era. This is a scientific age and successful farming of the immediate future is no exception, and in order to emphasize this we need merely to mention the necessity of making more efficient man power, which, of course, involves several phases of farming activities, the desirability of ample working capital, the intelligent use of lime and fertilizers, the marketing of products, and others.

Great interest in the improvement of soils and the maintenance of their productivity is being manifested thru out the country. This is as it should be as no other natural resources compare with the maintenance of soil productivity in its bearing upon the future of the race. This is largely an individual matter, therefore, only as each farmer intelligently tills his land and carefully and conscientiously husband his resources can the future generations as well as the present population be assured of their food.

Now in order to accomplish this, we as farmers must learn as much about our business as possible. In order to provide opportunities for those who read Michigan Business Farming, there are to appear in its columns during the year discussions of all phases of soils. Many of these will be fundamental and educational in nature, such as are given to farmers in the short courses at the Michigan Agricultural College during the winter months.

The origin and classification of soils will receive considerable attention so that possibly a better understanding of the discussions that follow as well as one's own problems may be had. Next will follow a rather complete discussion of the physical properties of different kinds of soil and their bearing upon their management. By physical properties is meant the chemical analysis of soils and their bearing upon crop production, porosity or soils, affecting ventilation, drainage and retention of plant food as well as soil structure or tilth. Soil moisture and modern views and practices in connection with its conservation and use will receive a great deal of attention.

In addition soil aeration and soil temperature as affecting crop production will be discussed. The modern views regarding the feeding of plants and in addition the composition, value and use of commercial fertilizers are to be fully discussed. The composition and value and reinforcement of stable manure as well as the value of organic matter and methods of maintaining it in the soil will be next considered. Other subjects such as the rotation of crops and soil surveying are to be taken up. Finally, the management of light, medium and heavy, as well as peat and muck soils, in the light of recent experience, will be considered.

## Chapter I.

**T**HERE ARE certain considerations with respect to crop production that should be discussed before we take up the properties and management of soils. In this chapter we are to consider the plant's requirements relative to the climate and the soil during its various periods of growth.

### Germination

When good seeds are placed in warm, moist, aerated soil they germinate. During this period they do not require food from outside sources inasmuch as the germs are supplied with that which is stored within the seed. Thus, the proper water content of the soil and warmth are of chief concern. Nearly every one has observed that seed increases greatly in volume, or swollen when brought into contact with water and the swelling is especially rapid if the water is warm. Very often seeds do not germinate because there is not enough water in the soil, and in some cases because they are not in close enough contact with the soil particles, especially is this frequently the case with smaller seeds that are placed in sandy soils. The desirable results that are frequently obtained by

## Study of Fundamentals of the Problem Means Dollars and Cents in Farming Business

By PROF. M. M. McCOOL

### He's From Missouri and Has Something to Show

**M. M. McCOOL**

was born and reared on a large general farm in north-western Missouri. Later 1904 to 1908, he attended the agricultural college. He was employed four seasons, from June to October, by the Missouri State Soil Survey while a student in the University, he being the leader of the first soil survey party sent out by the University. Upon graduation from the University of Missouri he was appointed instructor in Cornell University. While engaged in teaching he was able to carry on graduate studies and complete the doctorate. Beginning



1912 was appointed Assistant Professor of Soils at the Oregon Agricultural College, Corvallis, Oregon, in which capacity he served until 1914. While employed by this institution much time was devoted to the investigation of

irrigation and dry farming operations as well as reconnaissance soil survey in the foothills of the Cascade Mountains. In 1914 he was employed as professor and placed in charge of the education and experimental work in Soils at the Michigan Agricultural College in which capacity he has served since that time.

farming the soil when clover or alfalfa are seeded on sandy soils are thus accounted for.

The seeds of various crops differ appreciably with respect to the best temperature of the soil for germination. The lowest and best and the highest temperatures found for several crops are given in Table 1.

The relation of temperature to the germination of certain seeds (in degrees Fahrenheit:)

	Lowest	Best	Highest
Corn .....	49	93	115
Beans .....	49	93	115
Pumpkin .....	52	93	115
Wheat .....	41	84	108
Barley .....	41	84	99
Rye .....	much lower	..	...

## Be Sure to Inoculate Alfalfa Seeding

**T**HERE IS no longer doubt of the value of alfalfa as a forage crop. Farmers are producing it rather extensively, and their results have shown that its successful production is only a matter of clear understanding its requirements. These requirements are not so unusually different from those of other crops, save in one or two cases which cannot be neglected.

Like other crops, alfalfa does best on a good loam soil which is deep, sweet, well drained, free from weeds and contains a good supply of organic matter and mineral plant foods, especially lime and phosphorus. Quite different from the cereal crops, alfalfa has at least one special requirement which must be understood. This is its need for inoculation, or bacteria which live on its roots. Without giving some attention to this requirement, the beginner in alfalfa may find himself sorely disappointed by a failure in his first venture to produce this great forage crop.

Alfalfa, like soybeans, cowpeas, sweet clover and other legumes, requires special bacteria on its roots for best growth. By means of these bacteria the plant can feed on the nitrogen of the air as well as that in the soil and make better growth on certain soils than crops like corn. Nitrogen so gathered from the air is built into the plant which when fed on the farm or plowed under makes the soil rich. Thru the bacteria the farmer is not only getting a bigger and better crop, but is also taking a big step in maintaining his soil fertility. Without bacteria alfalfa is a "soil robber" the same as non-legume crops and not a "soil builder."

These bacteria are not always naturally present in the soil. For this reason they must be introduced by the practice known as "inoculation" when the crop is seeded for the first

time. This can be done in either of two ways. First, by the "soil method" and, second, by "artificial cultures." The surest and most practical way to inoculate is to secure some soil from an old well-inoculated alfalfa field or from a place where sweet clover is growing. Care should be taken to see that such soil is not infested with weed seeds. This soil may then be scattered broadcast at the rate of three hundred to five hundred pounds per acre and harrowed into the ground to be seeded. Try these control methods.

Take some of the soil (with a gallon of water) and thoroly mix this soil with the seed so that every seed grain has a thin coating of dirt. Inoculation may also be effected by mixing a gallon of soil with every bushel of seed to be sown, tho there may be some objection to this method because of injury to the drill by the sand in the soil.

Artificial cultures will also serve for inoculation. These are special bacteria grown for the specific purpose by many commercial firms and most experiment stations. They may lose their power in shipping and careless handling, but as a general rule are reliable. Directions for their use are very simple, and can be used profitably when no well-infected soil can be had.

Regardless of which method is most desirable or most convenient, the important fact is that in the majority of cases where alfalfa is sown for the first time it will need to be inoculated by some artificial means. Inoculation may be new practice to some farmers but that in no way lessens the advisability of seeing that the soil to be seeded to alfalfa has the proper bacteria in it. Inoculation is a simple practice and of such importance in establishing alfalfa that the novice alfalfa grower can't afford to neglect it.

Thus according to the above, seeds differ markedly in their temperature requirements for germination. Melons require high temperatures, corn medium and small grains lower temperatures. These conditions are too often overlooked by the farmer. If the moisture content is too great, or the soil too compact, the seed may not germinate on account of lack of air or oxygen. These requirements account in part for the desirability of a well prepared seed bed for most crops.

Upon germination roots are sent downward into the soil before the stem appears above the surface. In some cases the roots penetrate two or more inches before the stem emerges from the soil. This may serve as a protective measure against drouth, as well as a support for the plant, later on in its development. It has been abundantly demonstrated that it is desirable for the seeding to grow vigorously from the start, the future development of the plant being appreciably influenced thereby. Thus, it is essential for maximum crop production to place the seed in favorable environment with respect to the temperature and moisture of the soil.

### The Seed

It is now fully recognized that the seed itself is a factor of tremendous importance. The seed of some varieties of crops not only germinate poorly but produce weak seedlings, and hence are called low yielders. Some varieties do much better on some soils and under some climatic conditions than others. Almost every progressive community has certain kinds of varieties of the various crops that are known to be more successful than others, due either to disease resistance or to better adaptation to the soil and climatic conditions. Several of the Agricultural Experiment Stations in this country, as well as many farmers, have done much to increase crop production by improving varieties by means of careful breeding and selection, and subsequently distributing these. The rosen rye, Duncon and other varieties of corn are notable examples. It is unquestionably true that we are rapidly coming to the point where we will have varieties of wheat and other crops to be grown on light and others on heavy soils.

### Requirements for Growth

We usually speak of the development of the plant after it appears above the ground, until seed formation, as the vegetative growth. To be sure, it is influenced during this period by many soil and climatic conditions. It is through this period that the plant is obliged to utilize raw materials that are obtained from the soil and the atmosphere, and manufacture food therefrom for its growth and for storage to perpetuate itself.

The soil must furnish to the crop in proper amounts for maximum production the elements nitrogen, phosphorus, potassium, sulphur, calcium, magnesium and iron. With the exception of nitrogen these are derived from minerals in the soil. They must first go into solution before the plant can remove and make use of them. We shall see later on that bringing about conditions in the soil, such that sufficient mineral matter goes into solution during the growing period, is really one of the big problems in soils management. We shall also see that there are many things that affect or govern the amount of minerals in the soil moisture. It will also be shown that the amounts of the above elements removed from the soil varies with different crops, with different stages in their development, with different parts of the crop and the supply of the minerals at their disposal. Moreover, each of the above elements will be shown to affect the development of the crop differently.

The plant must also be supplied with water by the soil. It is made use of by the plant in various ways aiding, of course, in the transportation of the minerals, spoken of above, to various portions of the plant and some of it serves as plant food, forming part of the plant tissues.



—for all the farmers of Michigan

# MICHIGAN BUSINESS FARMING

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FORREST LORD, Vice-President and Editor  
GEO. M. SLOCUM, Secretary-Treasurer and Publisher

ASSOCIATES

Frank R. Schalek, Assistant Business Manager  
Verne Burnett, Managing Editor  
C. W. Freudenthal, Circulation Manager  
Frank M. Weber, Plant Superintendent  
M. Lamb, Auditor  
Milton Grimell, Art Department  
Mabel Clare Ladd, Women's and Children's Dept.  
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## Why a State Farm Bureau

**S**PEAKING recently upon a matter of federal legislation in which the farmers had shown some interest, a man of national prominence remarked: "Judging from the influence that is brought to bear by representatives of farm organizations on most important legislation, I take it that the farmers want to have a say in shaping national affairs. But I hardly know who voices the real sentiment of the farmers now-a-days. There are so many different farm organizations, the leaders at least of which seem to have such vastly different opinions on important matters, that it is extremely difficult to tell what the mass of farmers really desire. In a situation of this kind congress should not always be blamed for acting contrary to the wishes of the rural folk, for they are naturally guided by the farm representatives who are most active in presenting their claims before committees.

We have observed many times that this is true. National representatives of farm organizations differ and argue and almost come to verbal blows over great national issues, upon which they should unite with the utmost solidarity. Not only does this difference of opinion keep the mind of congress in a continual state of uncertainty as to how the man back on the farm feels about it, but it shows how loose and inharmonious are the various organizations of farmers and greatly lowers the influence of the farmers in the estimate of the law-makers.

As long as this condition exists the farmers will continue to walk around in a circle. Progress in national agricultural reform will be slow and difficult. The farmers do not lack numbers. They lack the machinery to bring those numbers together and weld the sentiment of the majority of those numbers into a powerful instrument that will prod the congressional conscience and move it to action along the line the farmers would have it go. The opportunity has been great in recent years for the score or more of leading farm organizations to smother their silly jealousies and unite for the common good of all farmers, but this they have failed to do.

They have demonstrated their inability to cope with the situation, and have opened wide the gates for a new and perhaps greater farm organization to enter the field of service and lead the farmers in a triumphal march to the heart of national affairs.

We are not yet prepared to say that the State Farm Bureau is the organization that is destined to perform this mighty work. Its form of organization and its principles seem fundamental and worthy of support. If it gives to the farmers a truly representative voice in its affairs, adheres strictly to the purposes it has proclaimed, and puts men at the head of its affairs who hold unswervingly to their ideals and have the energy and ability

to cope with the increasing problems of the time, it must succeed. We are willing, yes, we are glad, to give the Michigan State Farm bureau the support of this publication. We believe it comes the nearest to the ideal form of organization for exerting influence in national affairs of any existing organization. It should not and cannot take the place of any other farm organization. On the contrary it should encourage their existence and development. There are vital functions which the farm bureau cannot perform that must be left to the organizations whose members are held together by close social, fraternal or economic bonds. But in matters of state and national policy the various state farm bureaus should be the ideal media thru which farmers may voice their united demands.

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## To Strike or Not to Strike

**T**HE ATTITUDE of the public upon the steel workers' strike is decidedly one of caution. Even those individuals who in quieter times openly espouse the cause of employers in labor disputes are now taking a safe middle ground and admitting the generally accepted truths that the situation is "grave," and that "there are probably grievances on both sides." This disposition on the part of those usually opposed to all labor movements may be taken as indicating a belief in the justice of the steel strikers' demands.

The strike is a most effective weapon in enforcing the right of collective bargaining. Employers of labor claim that labor should not have this right of collective bargaining, let alone the right to strike. They argue that it tends to make labor inefficient and arbitrary. In the nature of things, this seems to be true. The right of collective bargaining for the purpose of controlling prices is denied to capital by law, yet we have much evidence to prove that capital does resort to collective bargaining despite the law. But capital work quietly and easily evades the law. So capital likewise tends to become inefficient and arbitrary.

Farmers who are asking the right to bargain collectively could not consistently refuse that same right to labor. If the strike is the only effective instrument with which the principal of collective bargaining can be applied, then we must concede to the justice and reasonableness of the strike, whether it be employed by union laborers or organized farmers. But if collective bargaining and the strike are to be legalized certain definite rules should be laid down to prevent their abuse. If a number of workmen are employed under conditions and at wages that are not satisfactory, it should be proper for them to collectively agree to quit work until this grievance is adjusted. If a number of farmers have been selling a certain product for less than cost of production, if should be proper for them to collectively agree to raise no more or sell no more of that product until the public shall be willing to pay them a fair price. But no body of men should be permitted to strike to enforce demands which do not directly concern the welfare of each striking individual. What possible justice is there in a strike over the hiring of a non-union man to fill a vacancy or the discharging of a union man for inefficiency? What moral excuse can there be for labor organizations to picket the property of others, to threaten, attack or otherwise intimidate men who of their own volition seek to take the place of striking workmen at the lathe or furnace?

If the steel workers are striking to better their working condition, they will, we are sure have the sympathy of their fellow citizens throughout the land. But if the steel workers are striking for no better purpose than to force the steel heads to "recognize" their union, their claims will receive scant consideration from those who believe in democracy in business as well as government. Public opinion has never shown itself particularly friendly to the steel "trust" or other great combinations of capital, and even in the present crisis there is a natural tendency on the part of the public to lean to the striking workmen. But at the same time the public recognizes that the steel corporations have certain rights that must be respected and that justice for the steel workers cannot be secured by visiting injustice upon the employers.

The situation should not only command the immediate attention of congress which can do little to patch up the differences without the voluntary co-operation of the parties to the dispute, but it should afford the opportunity for the leading men of the labor organizations and of the employing capitalists to scrutinize the entire relation between employer and employee and seek to bring about a better understanding and a better working arrangement. Capital can the better afford at this time to make concessions. If it will not do this, how can we expect labor to. The issue is a critical one, and a great deal of the prosperity of the country depends upon an early and satisfactory settlement.

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## The Farmer's Wages

**I**N EFFORTS to determine the cost of producing farm products there is one item that is quite frequently overlooked. That is the wage that is due the farmer for the labor of either his hands or mind or both. The farmer who wields a pitch-fork or follows the plow is no less entitled to a wage for his actual hours of work because he happens to be the owner of the tools he uses or the land he tills than is the man who has no money invested in the work he performs. It is the occasional farmer, rather than the average, who pays himself a wage as a laborer or overseer, or deducts at the end of the year an amount for that purpose when determining his net profits. That the farmer is entitled to such wage is not a new-fangled theory, nor was it first advanced by those early agricultural students who have insisted that the same rules of business that apply to manufacturing or commercial enterprises should also apply to agricultural enterprises. In fact, it is one of the oldest principles of economics, and was discussed and endorsed by many of the leading writers upon the subject. Nearly one hundred and fifty years ago, Adam Smith, in his book, "Wealth of Nations," considered as "the best all-around statement and defense of some of the fundamental principles of the science of economics," said:

"Common farmers seldom employ any overseer to direct the general operations of the land. They generally too work a good deal with their own hands, as ploughmen, harrowers, etc. What remains of the crop after paying the rent, (or interest on the land) therefore, should not only replace to them their stock employed in cultivation, together with its ordinary profits, but pay them the wages which is due to them, both as laborers and overseers. Whatever remains, however, after paying the rent and keeping up the stock, is called profit. But wages evidently make a part of it. The farmer, by saving these wages, must necessarily gain them. Wages, therefore, are in this case defined with profit."

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Overheard in the smoking compartment of a Pullman. Well-dressed gentlemen with diamond stud in shirt-front and smoking expensive cigar breaks into the conversation on high cost of living with this: "There's one class of people who haven't any cause for complaint, and that's the farmer. A small town banker told me the other day that all the farmers in his county were getting rich and paying off all their loans." Seedy-looking individual sits up and takes notice. "Makes me sick," he snorted, "to hear some gent who has just cut a forty per cent melon talkin' about the farmer gettin' rich." Well-dressed gentlemen with diamond stud in shirt front keeps on smoking expensive cigar.

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The cross roads oracle: Now that a whole raft of farmers can afford to own automobiles, they can certainly afford to send their youngsters to college if they want an education. Money put into a machine can't ever pay like that that's invested in trained brains.

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The cross roads oracle says: You can't expect to get good crops from land that you always treat rough.

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Our philosopher says: A field is like a horse, it's got to be fed an' handled an' thought about a good deal to be kept in condition.



## ARE FARMERS

## USED RIGHT?

This is the proposition that confronts the farmers—are they being used right? Unrest in all trades but the farmer keeps going on in face of the lowering prices while the merchandise he is obliged to buy keeps going higher. Increased salaries and wages—but the farmer is being made the goat on every side and it's about time the farmer should take up arms for self protection. During the war the farmer stuck by and never whimpered, although many furnished sons for the fighting force of our great armies, furnished the eats and now, when he ought to be well paid back, is getting it in the neck. Even when the government officials do go after the big ones it usually sifts out nothing and the result is higher prices to offset the litigation they were put to the expense of. The farmers have increased production, especially in hogs, cattle and sheep, and today look at the prices we are offered and then look at the price he is forced to pay for bran, wheat middlings and corn products—it is a dollar a hundred weight alone and still they tell you stuff is higher. There is only one way out and that is for the farmers to also get together and stick until we have won.—M. B. Russell, Arenac Co.

Farmers everywhere are thinking along the same lines. The old gospel of stick together is getting every day application. The coming legislative session at Lansing will be a battleground for the farmers' rights.—The Editor.

## PAYS TO ADVERTISE

I have been reading the Business Farming for 2 years and find good articles on what the farmer should do and I am sure they are willing to do their part in organizing but they need something to lead them. I have decided that the best and quickest way is to advertise, the same as we did in getting the saloon out. And that was by putting out signs. Now the thing for the farmer is to get busy and put out some good signs. They can be painted with a small expense and put upon their farms and highways, such as:

"Farmers must organize," "The Middleman must go," "Sell your own produce." There are hundreds of other good signs. This could be easily done and in a short time the whole state would be awakened and easy to be organized.—F. E. Reynolds, Lakeview.

Yours is indeed a good idea, Brother Reynolds. An educational plan might be carried much farther. Farm organizations are beginning to realize the necessity of presenting their side of the situation to the public, just like any other business would do. Hoping your good suggestion takes root.—The Editor.

## FARM CONTROLLED CONGRESS

The following is a clipping from "Farm Machinery and Farm Power," regarding the repealing of the Daylight-Saving Act.

"There is little remaining to be said about daylight saving. Literally as well as figuratively we have turned the clock backward. For the first time in our history an honest reform, a measure of indisputable value, an obvious gain, has been deliberately wiped out. We have traded an hour of sunlight for an hour of artificial lighting, on, to be strictly accurate, an hour in the evening for an hour in the morning. The city dweller never gets up for the morning sun anyway and doesn't miss the first sixty minutes after sunrise. The farmer claims he does miss it. In fact, he must have it. And now he is satisfied.

"The city loses a great deal more by the repeal than the country can possibly gain. It costs fortunes to light the cities one hour extra, but what does the country man care for we of the city?

"The demands of the farmers have so overcome the vote-seeking truculent Congress that our misrepresentatives in Washington, in feverish haste to do anything the farmers ask of them, have overlooked the labor votes on the other side, and voted to abolish what other countries have for years enjoyed. But what could be expected of this Congress anyway."

Most of us have already read



# WHAT THE NEIGHBORS SAY

both the "pros and cons" but the writer evidently believes that the "little remaining to be said" should be said against the farmers, and as usual, we needs must make a few remarks in defense of these selfish, Congress-controlling farmers.

It seems it will cost the city dwellers a fortune to light the cities one extra hour, and for the season, that the city dweller "never gets up," or refuses to arise, one hour earlier in the morning. The farmer is unable to use the hour in the morning to as good advantage as the hour at night on account of natural conditions, but the city dwellers' conditions are all man-made.

We are well aware of the fact that the Daylight Saving Plan does not affect us in this locality greatly, but we are willing to accept the change.

However, we will agree with the author of the clipping in his conclusion, and join with him in wondering "what could be expected of this Congress anyway?"—J. Howard de Spelder, Montcalm Co.

We are indeed glad to learn from such an authentic source that Congress is listening to the farmers on a measure so vital to farming, the basic industry. It would pay Congress to keep right on listening good and hard and maybe the boys at Lansing would follow the example.—The Editor.

## FARM BUREAU ORGANIZATION

We are beginning to use the word, organization, in a new sense. The idea may perhaps best be expressed by the ideals of the Farm Bureau.

It is organization, in the newer meaning of the word, that holds the key to success for the farmer of the

future. It is a serious matter when an institution or an individual settles down satisfied with its present established methods and results. We as farmers, should be ambitious to gain something better. We should be always for progress, anxious to be in the front line trenches, never satisfied to stand still. Not, what has been done in the past, but what is next for us to do would be best.

The plans for such organization are now ready. They will be taken up by each county as that county signifies willingness to accept same. The services that will be rendered by such organization will be worthy of the support of every farmer in Michigan. If we wish to take our place in the New Day let us get back of this organization of the farmers, by the farmers, and for the common good of all, that justice and right may prevail and democracy made safe for the world.—C. A. Bingham, Secretary of Michigan State Farm Bureau.

## Studebaker

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A BEAUTIFUL, clean-cut car of 119-inch wheelbase with plenty of room for five passengers, and a 50-horsepower motor that takes you over country roads at top speed and climbs the steepest grades without effort.

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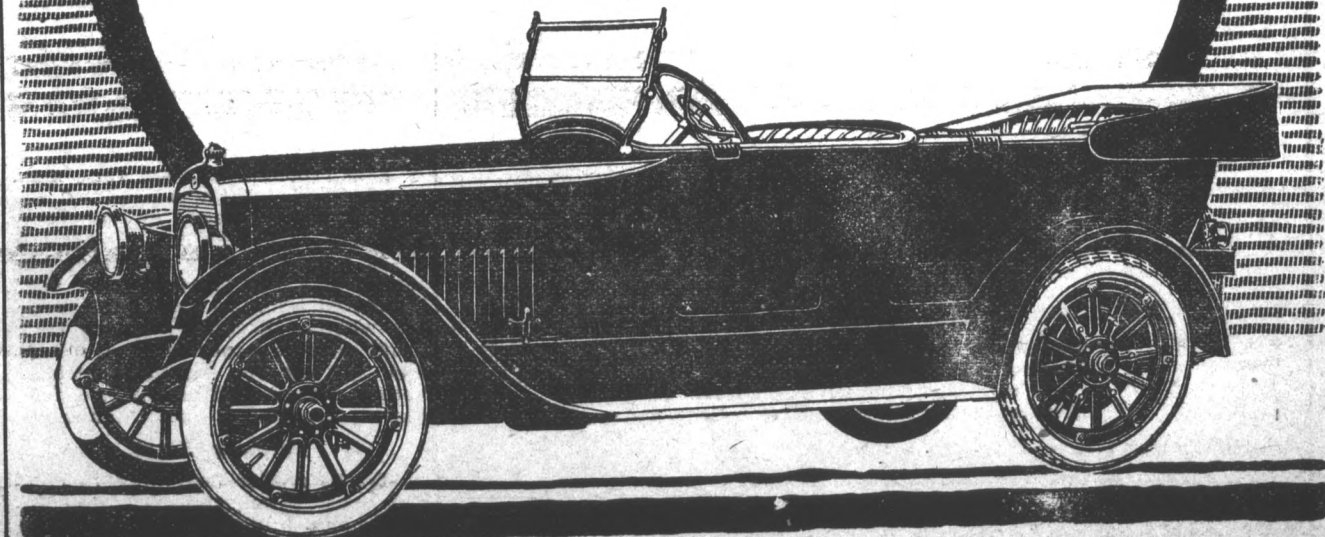
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Walkerville, Canada

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Ask any Studebaker dealer for a demonstration ride in this LIGHT-SIX







Edited by MABEL CLARE LADD

When Nature seeks an end she always furnishes the means . . . Thru-out the fabric of our lives a thread of purpose runs . . . To follow it thru devious shades of gray and gold, as Time reveals the pattern, needs courage and persistency. . . . If noises fill thy ears with strife, until the purpose is lost, perchance thy eyes may trace the great design. . . . If shades of darkness intervene and all seem void of meaning, still let thy heart be filled with hope. . . . Brave souls trust, when they cannot see.

Write to  
Department F 33  
Chicago





**DEAR CHILDREN:** It is too early to publish the prize story of the Fair, as I want to be sure that all are in before awarding the prize, but from the letters received I can see that a lot of you little folks went and that you are very observing, which is a very good habit to get into.

Early as it may seem there is a great deal of interest shown in the Children's Hour Christmas Club and a lot of children are working very hard for the prizes. One boy has set his heart on winning the watch offered, while a little girl wants a sewing basket with the scissors, thimble etc., and still another states that she never had a doll that opened and shut its eyes and had real hair and that she is going to work very hard, and we are sure that if she does, she will earn it in plenty of time for Christmas. And what the others are doing you can do also. Send in and secure a list of the prizes and the Club rules. This is no guessing game—you know just what you are working for and just when you will win it. Affectionately—LADDIE.

Dear Laddie—This is the first time I have written to you. I am 13 years old and I am in the ninth grade. We have 9 pigs and 6 cows and 3 horses, also some hens and turkeys. We have our rye and wheat all hauled in. I had to help load the wheat. I have two sisters and four brothers, besides myself. I am sending a story with this letter.—Lester Erbes, McBain, Mich.

#### Our Cherry Picking Trip

This year my mother and I decided to go cherry picking and so we started. Papa took us to the train, and then went back home again. When we got to Elberta near Frankfort we went off from the train and a truck was there to meet us. It had a load on already, but we packed in like sardines. Then we were hauled out to the cherry orchards where we lived in a packing shed for three days, then we were moved into a boarding house where we lived the rest of the time. Papa came up on Sunday and in the afternoon we went to the Lake, that is, Lake Michigan. We saw a big passenger boat come into the harbor. That was a grand sight. Monday we did not work hard but Tuesday we earned \$10. We were very tired that night and the next afternoon we started for home. It was a trip of 85 miles in a Ford car.

Dear Laddie—This is my first letter I have written to you. We live on a hundred and seventeen acre farm on the end of town. The land for our school-house is taken out of our land. I have

about two blocks to school, cross lots and about three block around on the side walk. I am eleven years old and am in the fifth grade. I have brown eyes, and dark brown curly hair. I have three sisters and one brother. My oldest sister Martha is fifteen years old and in the ninth grade. Ervin is twelve years old and in the fifth grade. Esther is six years old and in the beginners class. Christina is four years old. I have two pet rabbits, one of them is black and white and the other rabbit is an angora. It is brown and white. My brothers has nine rabbits. We have a pet dog and he is as old as I am. We also have a pet lamb. We have fifteen lambs and forty sheep and twenty-three pigs, about a hundred chickens, four horses, eight milking cows, seven yearlings, one small calf. We also have two pet cats. I take music lessons. My teacher's name is Mrs. Wolansky. My father takes the M. B. F. I like the Doo Dads very much. Hoping to see my letter in print.—Hilda Schafer, Hojkins, Mich.

Dear Laddie—My father being a subscriber to M. B. F., a very welcome magazine, I thought I would write to the M. B. F. as I seldom see a letter from Lowell, Michigan, so I thought I would make it known to other readers that there was such a place. Our farm is one of one hundred and twenty acres, on it we have four cows and three calves, five horses and fifty eight ducks. I think it is great fun keepink track of those bound to run away. I have three brothers; their names are Sylvester, Cecil and Otis. I am very much interested in the section of your paper entitled "The Children's Hour" I am always glad to find it when the mail comes. I am just thirteen years of age. I am in the eighth grade. I like to attend school very much. I have composed a short poem for the amusement of the other boys and girls who are interested in this section:

#### "After a Good Time"

Let us gather up our books again  
Vacation time is over,  
Back to study now and  
No more dancing in the clover.  
Many happy days have passed  
During this short season,  
The days seem to have passed by fast  
I guess all pupils know the reason.  
With all best wishes to M. B. F. readers  
and hoping my letter will escape the  
waste basket, I am, Miss Marie Bibbler,  
R. R. No. 5, Lowell, Mich.

Dear Laddie—I have been reading the boys and girls letters in the M. B. F. and enjoy them very much. I have never written before, so thought I would write now. I am a girl fourteen years old. I passed the eighth grade last year but am taking it again this year to get it thoroughly and next year I expect to go to high school. I have three sisters and two brothers. My oldest sister is married and my oldest brother and my other sister older than I are going to school at the Ferris Institute at Big Rapids. I go to school every day. Yours truly, Dora Carpenter, Woodville, Mich.

#### WEATHER PROPHETS

Here are a few hints that will help you to judge the state of the weather, so that any changeable month will not be able to steal a march on you.

A red sky at sunset will mean "fine weather tomorrow."

A red sky in the morning will mean "wind or rain."

A yellow sky in the evening will also mean "rain tomorrow."

If the sun appears through a misty

haze in the morning it means "the day will be warm."

If it is cloudy in the morning but the clouds begin to break it means "the day will be fair."

When the stars are very bright and twinkle more than usual it means "rain in the morning."

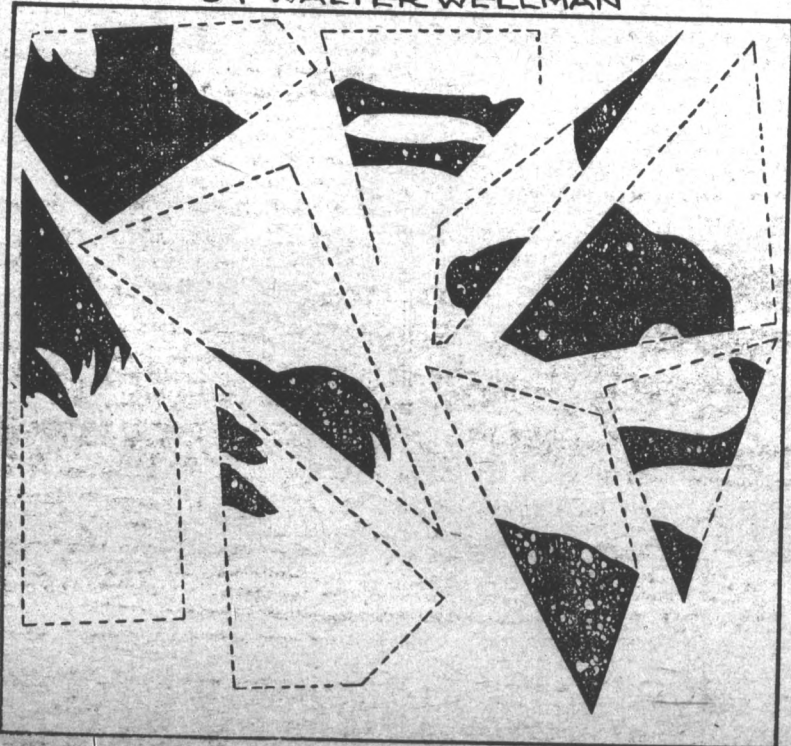
If your cat rubs himself behind his ears more than is his custom or is restless and lies with his back to the fire you can usually tell that bad weather is coming.

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Thousands of families make their own soap. The enormous quantities of soap made with Eagle Lye are incredible. One simply uses the kitchen fats and greases which otherwise are thrown away! Eagle Lye will turn these fats and greases into pure, white Sanitary soap. Try it! Save the fats and greases which you now throw away. Buy a Can of Eagle Lye from your grocer and make pure, white soap in your own home. No boiling—just mix as per directions on every can! It will reduce your "soap bill" 90%.

## DESERT CUT-OUT

BY WALTER WELLMAN



See if you can put the black pieces together and form a well-known bird.

#### What are You in the Market for? Use this coupon!

Every reader of M. B. F. will be in need of one or more of the following items before spring. The next few months is the time you will do your buying for the coming season. Check below the items you are interested in, mail it to us and we will ask dependable manufacturers to send you their literature and lowest prices free and without any obligation on your part.

AUTOMOBILES	DAIRY FEED	INCUBATORS	SHOES
AUTO TIRES	DYNAMITE	KEROSENE ENG.	STOVES
AUTO SUPPLIES	ELECTRIC LGT'S	LUMBER	STUMP PULLER
AUTO INSUR.	GAS ENGINE	LIME	SEEDS
BEE SUPPLIES	GUNS	MANURE SP'D'R	SPRAYERS
BERRY BASKETS	FANNING MILL	NURSERY ST.	SILLO
BUILDING SUP.	FERTILIZER	MOTORCYCLES	TANNERS
BICYCLES	FUR BUYERS	MILKING MACH.	TRACTORS
BINDER TWINE	FARM LANDS	AUTO TRUCKS	VET. SUPPLIES
CHEM. CLOSET	FORD ATTACH'M	PAINT	WAGONS
CLOTHING	FURNITURE	PLOWS	WATER SYSTEM
CULTIVATOR	HORSE COLLARS	POTATO MACH.	WASHING MACH.
CREAM SEPR	HARROWS	ROOFLING	WINDMILL
CARRIAGE	HAY RAKES	SAWING MACH.	WIRE FENCING
DRAIN TILE	HARVESTERS	STOCK FOOD	WOOL BUYERS

(Write on margin below anything you want not listed above.)

Name .....

Address ..... R. F. D. .... State .....

MICHIGAN BUSINESS FARMING Service Bureau, Mt. Clemens, Michigan.





# MARKET FLASHES



## BUSINESS AND TRADE

Developments of the past fortnight which have indicated a growing industrial stability in Europe are summed up in the current issue of "American Goods and Foreign Markets," the fortnightly review of foreign trade conditions issued by the Guaranty Trust Company of New York. The review, which gives in detail some of the commercial and industrial happenings in the most important countries of the world, says in part:

"The industrial situation in England, France and Italy, if increasing production can be called a criterion, is decidedly better than it was several months ago. The exports of Great Britain, not to the United States alone, but to all markets which were accustomed to look to England for supplies, show a definite upward tendency. None but the most pessimistic can fail to see in such a turn of affairs, a gradual shaking off of the post-war lethargy which for a while had the workers of many countries in its grip. It can only mean that workers have begun to see the force of the arguments which have pointed out that production is the primary need of the world.

"Moreover, so far as Great Britain is concerned, the removal of the embargo on an important list of manufactured products as of Sept. 1, whatever its political significance, cannot fail to be of benefit to the American manufacturers in many primary lines. It is indicative, also of British belief in the ability of all of its industry, save that in the 'unstable key' group, to compete with American manufacturers in the home market, and of British finance to stand the strain of a wider range of imports.

"Shipments of gold, from New York to various countries in which exchange had moved against the United States, have served to restore the par relation and so have made it easier for the United States to buy and sell in those countries. Trade with the Far East is in a decidedly healthy state, Japanese buyings, and those of China as well, being in great volume.

"Re-establishment of trade relations with Hungary provides an immediate market for such manufactured products as can be financed. It also indicates the approach toward stability which has been increasingly apparent in Central Europe for the last few months."



## WHEAT

Wheat closed a little higher on the Detroit market last week. No. 1 white being 2.24 and No. 1 red, 2.26. As for the Chicago market, we get the following report: Winter wheats showed little change in price the past week. Millers and elevator interests took the heavy weight grain at a small premium over the basic, while the government secured the rest. Offerings of springs were mainly of the lower grades, while choice was in keen demand with shippers and millers active buyers and prices averaged higher with \$2.73 secured for fancy dark No. 1 northern. Grain fit for seed is expected to bring a big premium over the basic. Rains have fallen over a good part of the belt and plowing for the new winter wheat crop is progressing rapidly.



## OATS

Oats had a range of 4 3-8@4 7-8c the past week, breaking early only to rally sharply and close with net gains of 1-2@2 1-8c, December leading. Liquidation ran its course, and with free buying by shorts and removal of

## Farm Values Rise 120 Per Cent During War

The farmers of the United States increased their acreage about 10 per cent during the war period and received an increase of approximately 120 per cent for their output. These figures, the result of a compilation by the National City Bank, New York, are based on the official records of the Department of Agriculture, showing the acreage and farm value Dec. 1 of the 10 principal crops of the United States, wheat, corn, oats, barley, rye, rice, potatoes, tobacco, hay and cotton, grown in the calendar years 1914 and 1918.

The area devoted to these 10 prin-

cipal crops in 1914 was, according to the bank's compilation, 297,000,000 and in 1918 326,000,000, an increase of approximately 10 per cent, and the farm value of the 10 crops Dec. 1, 1914, \$4,983,000,000 and Dec. 1, 1918, \$10,934,000,000, an increase of about 120 per cent. Of all farm products the Department of Agriculture puts the value "based on prices at the farm" at \$9,855,000,000 in 1914, and \$21,886,000,000 in 1918, an increase of approximately 116 per cent. The increase in value of "animals and animal products" is about 90 per cent and of all crops 132 per cent increase, comparing 1918 with 1914.

hedges against domestic shipping sales the rally was easily attained. There was no pressure of cash grain as farmers refuse to sell in volume, which more than offset the limited export call. Detroit quotes No. 2 white at 74 1-2c.



## CORN

Grade	Detroit	Chicago	N. Y.
No. 2 Yellow	1.55	1.47	1.60
No. 3 Yellow	1.55		
No. 4 Yellow	1.53		

Week end adjustments of trades led to a material advance in the value of new crop deliveries of corn, but September showed weakness. The market closed unsettled, 3-4 cents net lower to 3 1-8 gain with December \$1.25 7-8 to \$1.16 and May 123 1-2 to 123 5-8. Oats finished 1 1-2 to 2 1-8 up, and provisions varying from 40 cents decline to a rise of \$1.50.

General covering on the part of shorts in December and May corn kept those months on the upgrade throughout the session. It was apparent, however, that holders of September contracts were liquidating and that although September deliveries had been smaller than expected and prospect of a squeeze was not looked upon by many dealers as serious.

On the other hand, the smallness of the September deliveries and the lightness of offerings tended to make shorts uneasy as to whether new crop supplies would come forward freely. Besides hog quotations were higher and bullish sentiment was indirectly encouraged by an advance in foreign exchange rates likely to

stimulate the export of oats and provisions.

Corn in Detroit market was quiet and unchanged. Wheat advanced 1c and oats 1c. The corn market was inactive and steady.

Recent wires have not added much to the information about corn and the market shows a tendency to rule steady. Bulls are not looking for a rally before the beginning of next week. There is no anxiety to buy and deliveries on September contracts have weakened that deal, while the others show little change.



## BEANS

Here is the bean report of the Price Current Grain Reporter: Probably three-fourths of the bean crop has been harvested under ideal conditions and the balance will probably be taken care of in the next two weeks. The quality this year is excellent and while the acreage is light, the yield per acre is very good. We think possibly it will average thirteen or fourteen bushel per acre, which is one of the largest yields we have ever had. On this basis, the total crop will be around four million bushels, which is somewhat larger than last season.

M. B. F. is completing its survey on beans, to be announced soon. Many interesting and important facts are being held for the survey story. Detroit quotes beans at \$7.15.

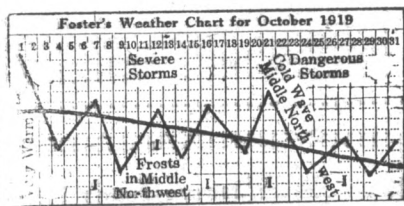


## HAY

Receipts are increasing slowly.

## THE WEATHER FOR THE WEEK

As Forecasted by W. T. Foster for MICHIGAN BUSINESS FARMING



Disturbances will cross continent Oct. 5 to 9, 10 to 14 and 14 to 18. Warm waves will reach Vancouver about October 4, 9 and 13 and temperatures will rise on all the Pacific slope. They will cross crest of Rockies at close of Oct. 5, 10 and 14, plains sections, 6, 11 and 15, meridian 90, great lakes, middle Gulf States and Ohio-Tennessee valleys 7, 12 and 16 reaching vicinity of Newfoundland about October 8 13 and 17. Storm waves will follow about one day behind warm waves and cool waves about one day behind storm waves.

These weather events will dominate the weather of North America from near October 4 to 19. Temperatures will closely follow the seasonal declines but a great fall will have resulted from Oct. 1 to 9 and then a great rise from 9 to 21. Storm forces will be more intense and rains will generally increase during the five days centering on 13, and following that disturbance frosts will occur in middle provinces of Canada and in northern tier of states east of Rockies. Weather of these two weeks will be favorable to winter grain and last half of October will be still more favorable although the dangerous storms during the week centering on October 25 will do damage in some sections. A severe cold wave and killing frosts are expected north of the cotton states in the middle west during that week.

The program of storm forces is arranged this way: Moderately severe storms during the week centering on Oct. 21. Much greater storms for weeks centering on Oct. 25, Nov. 24, Dec. 23. Precipitation is expected to increase with the increase in the intensity of the storms. Heavy snows in November and December are expected in snow sections. But the sections lying north of high ridges or mountain ranges running east and west will get the short end of these precipitations. The moisture to water the continent must continue to come from the Gulf of Mexico at least till end of October and those ridges and mountain ranges will cause the precipitation to accumulate south of them, as has occurred in South Dakota.

W. T. Foster

Some cars are coming from Canada but Michigan receipts are restricted owing to insufficient transportation facilities. Demand is active and the market steady. Quote: No. 1 timothy, \$29.50@30; standard and light mixed, \$28.50@29; No. 2 timothy, \$27.50@28; No. 3 timothy, \$23@25; No. 1 mixed, \$24@25; No. 1 clover, \$24@25 per ton.



## RYE & BARLEY

Rye and barley are moving abroad freely. The recent loan to Germany has been reflected in a liberal quantity of rye being taken, as it is the lowest bread grain in the world. The bulk of this business is being done via Scandinavian countries. Detroit quotes Rye No. 2 at \$1.41 and barley, Cash No. 3, at \$2.50@2.50.



## POTATOES

With increasing receipts, the potato market is naturally easier, and there will probably be lower prices by the time the full fall movement is under way. The late crop will soon be coming to market. It has ripened well in most sections and the frost of Sept. 25th put an end to the growing. Harvesting will be well under way by the time this issues reaches our subscribers, and we will then be in a better position to know what the yield will be. Potato men of the state predict a much lighter yield than the bureau of crop estimates has forecasted. The Detroit market on potatoes rules high, but in Chicago the prices are down to \$2.25 per cwt. Detroit prices on Michigan stock is around \$4.25 per 150-lb. bag.

One of the significant developments in potato industry in this state is the action of the State Grange in entering into an arrangement with the Michigan Potato Exchange for handling of the potatoes and other products of members of the Grange. If this arrangement is carried out, it will greatly extend the operations of the Exchange and make it a still more powerful factor in the Michigan potato deal.

## DETROIT POULTRY DULL

Poultry closed a poor week, with another dull market and decline. Buying was slow and dealers had plenty of trouble moving receipts. They expect a better market this week. Potatoes are in ample supply and easy. Buying has been rather slow and an unsatisfactory market is the result. In other lines of vegetables there has been a good demand and steady tone. Offerings in nearly all lines are sufficient. Dressed hogs are dull and lower. Demand has been slow for several weeks, but there is a firm market for dressed calves and a firm tone. Demand is active. The fruit market is not well supplied and the general tone is firm, but demand has recently decreased in the apple deal, and quiet trade is reported. Dairy products are all in good demand and firm. Receipts are sufficient. Under 150 lbs., 24 to 25c; over 150 lbs., 22 to 23c per lb.

## NEW YORK BUTTER HIGHER

After being in the "slough of despond" for many weeks, the butter market took a sudden spurt this week and prices jumped every day up to today. The advance Monday was 1/2c, the same on Tuesday and Wednesday while yesterday the advance was 1c. Receipts were light and the shortage of fine creamery more pronounced than ever, which in the main was responsible for the advance. Seconds and lower grades also advanced, but not so much as the higher grades. Firsts advanced only a little less than extras and higher scoring. Jewish buying for the holidays had some influence on the market also, and out-of-town trade took a fair amount of butter.



### A HORSE CAN TRAVEL WHERE AN AUTOMOBILE CANNOT GO

Often in the deep snows of winter an automobile cannot get through the drifts, but the horse can travel anywhere if he can secure footing. There is just one thing will insure safe footing on any road anywhere any time, no matter how icy or slippery, and that is the



### Neverslip Red Tip Horse Shoe Calk

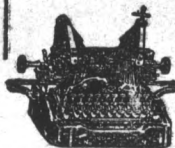
Whatever the occasion, a hurried trip to the doctor, an important call to town, a load of produce to be delivered—your horse is ready when you are ready. The wise horse owner will go to his horse shoe early and have the safe, reliable RED TIP SHOES put on. Then he can laugh at the weather. No sleet storm, no sudden freeze will hold him back. His sharp, strong RED TIP CALKS can be adjusted in 20 minutes, and he is ready for the road. Avoid substitutes. LOOK FOR THE RED TIP

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New Brunswick, N. J.

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A brief course of study will prepare you. We secure the position. Opportunities to work for expenses. Clip this ad and mail it with request for free catalog.

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Portable Wood

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ripping table may be attached.

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Because Piso's, too, is a protection against winter weather. By soothing irritated, scratchy throats and relieving bothersome coughs and hoarseness, it prevents more serious ailments. Keep it always in the medicine cabinet; use it at the first sign of throat irritation.

30c. at your druggist's. Contains no opiate. Good for young and old.

**PISO'S**  
for Coughs & Colds

**MOLASSES** Richest Food Lowest Cost  
Write for Special Price  
CHICAGO MOLASSES COMPANY, 1025 South Canal St., Chicago, Ill.

### BOSTON WOOL MARKET

The Commercial Bulletin says, "The American wool markets have shown little change during the week being rather dull. Prices which have been more or less erratic, seem to have been somewhat stabilized as a result of the strength in London, where fine and medium wools both are 15 per cent above the last sales closing rates. Manufacturers report little or no change in the goods markets everyone being sold to capacity for months to come.

Quotations are: Michigan and New York fleeces: Fine unwashed, 63¢ @ 64¢; delaine, unwashed, 78¢ @ 82¢; 1-2 blood, unwashed, 75¢ @ 78¢; 5-8 blood unwashed, 68¢ @ 69¢.

### EAST BUFFALO LETTER

With 25 cars of cattle on sale today, the market was generally 25c lower and trading dull.

Receipts of hogs today totaled 2,080, and our market opened steady. Heavy hogs sold from \$17.75 to \$18, according to weight; and light mixed and yorkers sold from \$18 to \$18.15, bulk selling from \$18.10 to \$18.15; roughs, \$14.50 to \$15; pigs, \$17.25 to \$17.50.

Receipts of sheep and lambs are called 1,600. Choice lambs active and 25c to 50c higher. Best lambs, \$16.25 to \$16.50; culls, \$12 to \$12.75 yearlings, \$10 to \$10.50; wethers, \$8.50 to \$9.00; ewes, \$7 to 7.50. The prospects look very favorable for Monday.

Receipts of calves are estimated at 500. Choice calves, \$24.25 to 24.75; throwouts, 120 to 140 lbs., \$17 to \$19; heavy throwouts, 160 to 190 lbs., \$10.50 to \$11.50; heavy fat veal calves, \$15.00 to \$16.00, as to weight and quality.

### CATTLE SCARCE IN DETROIT

The receipts of cattle last week at the local stock yards was very small and the quality largely of the common order. Two full loads brought \$12.50, which was the practical top for any great number, although a few small lots of extra good steers brought a trifle more. The general tone all the week was some better than at the close a week before and the few offerings were picked up quickly at prices a little higher and the outlook is better for this week, prices averaging as follows: Best heavy steers, \$12.50 @ 13.50; best handy weight butcher steers, \$9.50 @ 11.00; Mixed steers and heifers, \$8.50 @ 9; Handy light butchers, \$7.50 @ 8; light butchers, \$6.00 @ 7.25; best cows, \$8.25 @ 9; butcher cows, \$6.75 @ 7.50; cutters, \$6.00 @ 6.25; canners, \$5 @ 5.75; best heavy bulls, \$8.00 @ 8.50; Bologna bulls, 7.00 @ 7.50; stock bulls, \$5.50 @ 6.50 feeders, 8.50 @ 9.50; stockers, \$7.00 @ 8.50; milkers and springers, \$6 @ 12.50.

The veal calf trade opened up with a rush and as high as \$25 a hundred was paid for the best grades and bulk of sales was at \$23 to \$24. The price declined about 50 cents and then went off another dollar last Thursday. The trade was more active and prices were about 50 cents higher on the better grades and the close was strong, as follows: Best grades, \$22.50 @ 23.00; common and heavy, \$9.00 @ 19.00.

There was a good fair run of sheep and lambs offering and the quality was said to be some better. Closing prices averaged as follows: Best lambs, \$14.75; fair lambs, \$12 @ 13; light to common lambs, \$9.00 @ 12.00; fair to good sheep, \$6.50 @ 7.00; culls and commons, \$3.00 @ 5.00.

The hog market opened last week with pigs steady and good mixed hogs a quarter higher than the close a week ago. Last Thursday Chicago broke 25 to 50c and the decline was followed here, pigs selling at \$16.75.

Chicago.—Hogs: unevenly lower; heavy, \$16.25 @ 17.25; medium, \$16.25 @ 17.50; light, \$16.50 @ 17.65 light lights, \$15.50 @ 17; heavy packing sows, rough, \$14.75 @ 15.50; pigs \$15 @ 16; Cattle, higher, beef steers, medium and heavy weight, choice and prime, \$15.75 @ 17.85; medium and good, \$11 @ 15.75; common, \$8.50 @ 11; light weight, good and choice, \$14.25 @ 17.65; common and medium, \$8 @ 14; butcher cattle, heifers, \$6.50 @ 14.75; cows, \$6.50 @ 13.50; canners and cutters, \$5.50.

# PRINCE ALBERT

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R. J. Reynolds Tobacco Company, Winston-Salem, N. C.

@ 6.50; veal calves, \$20.25 @ 21.50; feeder steers, \$7 @ 12.50; stocker steers, \$6.25 @ 10; western range steers, \$8 @ 15; cows and heifers, \$6.50 @ 13. Sheep; unsettled, lambs, \$12 @ 15.50; culls and common, \$8 @ 12.25; ewes, medium, good and choice, \$6.25 @ 7.50; culls and common, \$2 @ 5.75; breeding, \$7 @ 13.25.

### SHORT POTATO CROP

Michigan's early potato crop was a practical failure and now it is certain the late potato crop will be 4,000 cars under last year's figures, it is said. Michigan will not ship more than 7,000 cars of potatoes this season, according to G. E. Prateer, Jr., sales manager of the Michigan Potato Growers' Exchange.

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#### NOTE:

An illustration helps greatly to sell farm property. By adding \$10 extra for each insertion of your ad, you can have a photographic reproduction of your house or barns printed at the head of your ad. Be sure to send us a good clear photograph for this purpose.

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**FINE 150 ACRE FARM 1-1/4 MILE** from Lum, Lapeer Co. Good buildings, roded, 1st class orchard. Silo. Sanitary stable. Milk house. Deep drive well. 25 acres valuable green timber. Well seeded. Will grow any crop. No waste land. Pleasant farm home. Price \$37.50 per acre. \$2,000 down. Balance contract. Leva A. Ryan, Lum, Mich.

**IDEAL SHEEP LAND IN HEART OF** Lower Michigan's Clover Seed Belt—where settlers are paying for land with Clover Seed. Fertile soils that grow wheat, corn, oats, barley, peas, clover, alfalfa, vetch, fruits and vegetables. Where total crop failures are unknown. Price \$10 to \$15 per acre. One dollar an acre down—long time for balance at 6 per cent. John G. Krauth, Millersburg, Presque Isle County, Michigan.

**FARMS FOR SALE—BIG LIST OF** farms for sale by the owners, giving his name, location of farm, description, price and terms. Strictly mutual and co-operative between the buyer and seller and conducted for our members. CLEARING HOUSE ASS'N, Land Dept., Palmer and Woodward Ave.

**FOR SALE—ACCOUNT OF OLD AGE.** good 80-acre farm in Cloverland located in Western Mackinac county, Mich. Good soil, 35 acres cleared, balance pasture with some timber. Good six room frame house, good orchard, fairly good barn, henhouse, hoghouse and tool shed. In good farming community, 1-1/4 mile to schoolhouse, on star mail route. 7 miles to R. R. station. Price \$2,200, half down. Write for particulars. Address owner, John Carlson, Gould City, Mich.

**160-ACRE MIDDLE WEST FARM, IN-** come last year, \$7,000, sacrificed equipped for continued money-making; on improved road, 2 miles hustling RR town. 100 acres high cultivation tillage, raising 300 bu. potatoes the acre, 65 bu. oats, etc., producing more than \$7,000. Income last year; wire-fenced, 35-cow pasture; variety fruit. 8-room main house, tenant house, 90-cow basement barn, corn houses granary, pig, poultry, tool houses. Owner made his money here, wishing to retire, to sell at once includes corn, grain binders, long list complete machinery, implements, wagons; everything for \$12,000, easy terms. Details page 83 Fall Catalog farm bargains Maine to Florida and west to Nebraska; copy free. STROUT FARM AGENCY, 814 B E, Ford Bldg., Detroit.

**FOR SALE—230 ACRES IN FERTILE** Ionia county. Sell all or will divide. Three sets of buildings. Clay loam soil mostly level. Well fenced. Good water. Known as one of the best producers in the vicinity. Has never been run. Price \$100 per acre. For further particulars address Clarence A. Conner, R 2, Saranac, Mich.

**FOR SALE—160 ACRES IN IONIA** County. Soil No. 1. Raise any kind of crops that grow in Michigan. As productive as any farm in the county. 20 minute ride from Ionia. All kinds of buildings. Less than half down, balance at 5 per cent. Owner, Box 148, Stanton, Mich.

**FOR SALE—640 ACRE FARM RANCH** biggest bargain ever offered in State, 30 miles north of Grand Rapids. Seven miles of fence, apple and peach orchard, good water, good buildings, lots of wood, some saw timber. If desired will sell team and farm tools, and feed to winter 50 head of cattle. Write James E. Sharp, Grant, Mich., for price terms and full description.

**FOR SALE—140 ACRE FARM, RICH** soil, mostly under cultivation. Plenty of good buildings. \$100 per acre. Come, see or write, G. P. Andrews, Dansville, Mich.

**80 ACRES MUST BE SOLD TO SET-** tle an estate, 1 mile south, 1 mile west of Clarksville, one of the best small towns in Central Michigan. New 12 grade high school, Co-operative Creamery, Co-operative Shipping Ass'n, modern elevator, etc. Farm gently rolling. Slopes toward south. Soil clay and sand loam. Farm fairly well fenced. Good 7 room house, newly roofed and eve trough edge. A dandy cellar under house. Good cistern, steel windmill, good well. Fair stables, room for hay, good granary. Chicken coop. Some fruit. A good farm for any kind of crops. Price \$5,000. N. W. Todd, R. 1, Clarksville, Mich.

### MISCELLANEOUS

**FOR BARGAINS IN NEW AND USED** watches write the Clare Jewelry Co, for special bargain sheet. We also do watch repairing. Lock Box 535, Clare, Mich.

**FOR SALE—MOLINE TRACTOR IN** perfect condition; our farm is too rough for it. Will demonstrate what it will do on level ground. Fred K. Dibble, Frankfort, Mich.

**WANTED: PLACE IN COUNTRY** home with bachelor or widower. Wife as housekeeper, husband as hired hand, or if good offer will farm on shares. Can furnish best references and ask same. Mrs. Jas. Dugan, 632 Franklin St., Saginaw, Mich.

**FOR SALE—BUTCHER FOLDING** bushel crates—practically new, first quality beech, 27c each delivered anywhere in Michigan. Cash with order. Special prices on car lots. A. M. Todd Co., Menasha, Mich.

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## Crop Reports

**KALKASKA, (S. W.)**—The farmers are filling silos and sowing fall grain. There has been a heavy rain fall the last week and the ground is wet down. Some are digging potatoes and selling at \$2.00 cwt. The weather is quite cold and indicates a frost soon. Potatoes are not turning out very well. About 50 to 75 bushels per acre.—R. E. B.

**MONTCALM (S.)**—A heavy rain was received Friday and Saturday of last week, which was of much advantage to the early sowed grain and is now coming up. The rye and wheat which had not been sowed on account of the soil being too dry is now being drilled. The husking of the corn has now begun which is yielding good and it is expected a high price will be received this year for corn as a large number of silos were built this fall. The majority of the beans have been put in the barns and have begun to thresh now which are yielding fair and are a nice quality.—W. L.

**LIVINGSTON (N. W.)**—Everyone is busy fitting the ground and sowing wheat, since abundant rains of the 20th, 21st. Soil is in first class condition, and good weather prevails. No one selling anything just at present, except a few cows, for big prices.—G. A. W.

**GRAND TRAVERSE (W.)**—Farmers are very busy filling silos, picking apples, pulling beans, husking corn, etc. Some building and repair work are being done, but help is very scarce. Farmers of this township have organized a co-operative association. They had a meeting recently and membership now numbers about 40, but will grow fast. The main object at present is to use co-operation in buying supplies, such as hay, feed, fertilizer, spray material and supplies in carload lots. We have been having some good soaking rains during the last week or so which will help late potatoes to make a crop if frost stays away for two or three weeks. A great many apples are being sold here on the roadside at around \$1.50 per bushel, the buyer furnishing the truck to haul the fruit to market. Soil is in good condition for fall plowing since the rain.—A. C.

**BARRY (N.)**—The farmers in this part of the country are filling silos, though most of them are through. No frost yet, though a little snow fell the 25th. A state road is under construction from Hastings to Middleville, and will make an improvement in this joint. Many sales are reported, and horses are going low and cattle pretty high.—M. D.

**BAY (E.)**—The recent rain has helped moisten the soil for wheat and also helped plowing. Some beans are out yet and some corn to cut. The bean crop will yield more than last year. Beet harvest has begun. The early beets seem to be good, while the later ones will be rather light. Market seems to be on the down-go and not much selling at present.—A. G.

**MIDLAND (S. E.)**—The farmers are sowing their rye and doing some fall plowing. The beans are all pulled and in the barns. Some bean threshing done. The weather is cool and windy. We had some rain. Well old Jack Frost has visited this locality. Farmers are selling oats and some beans. One silo was built in this neighborhood this fall.—J. H. M.

**MANISTEE (N. W.)**—The farmers are filling their silos also digging some potatoes, pulling beans and picking apples. Weather now is rainy nearly every day. Big, heavy rains. Soil is quite wet. Farmers will soon be selling apples. No grain now being bought here.—H. A.

**OSCODA (S. W.)**—Farmers are nearly through threshing. Had a good yield of all kinds of grain. Had the best corn this year that we have had for years. It got very dry so fires were raging, until it started to rain, which kept up for three days, which put out the fires and made it nice for fall plowing.—M. E. C.

**MECOSTA (N.)**—Farmers are cutting corn, filling silos. Weather very dry. A few potatoes will be a very small crop this year.—L. M.



## TRAPPERS

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# FARMERS SERVICE BUREAU

(A clearing house for farmers' everyday troubles. Prompt, careful attention will be given. Correspondence should be addressed to "Farmer's Service Bureau," Michigan Business Farming, Mt. Clemens, Michigan.)

## FEDERAL LAND LOANS

1. Is there any expense incident to the making out of an application, inspection of farm by the board, etc?

2. Is a chancery title a legal title and will the government recognize that without an itemized contract? The record of transfer is omitted in the abstract, for a number of years back in the 60's, i. e. A gave B a warrant deed; B drops out of sight. A number of years later C gives D a warranty deed without record of possession, from there on the abstract is unbroken up to date.

3. What would be the manner of procedure in these circumstances?

4. What is the legal charge for bringing down an abstract?—Reader.

1. Yes, the Federal Land Bank of St. Paul requires a fee of five dollars with each application, to apply on expense of federal appraisal. The National Farm Loan Associations may make an additional charge to provide compensation for local appraisals. In most associations this charge is ten dollars.

2. All abstracts of title are passed upon by the bank's attorneys at its office in St. Paul. If the title of record in a given case is defective, and reasonable assurance is furnished of undisputed occupancy of the land for such a period as will bar adverse claimants, the bank will accept the title as sufficient for its purposes. In other words, if the title in fact is good, the Land Bank will close the loan, although the records present flaws and imperfections.

3. The procedure in obtaining a Federal Loan requires that application be first submitted to the local National Farm Loan Association, name and address of which can be obtained by inquiry, with legal description of land, to the Federal Land Bank of St. Paul. An appraisal is then made by a local loan committee after which application is submitted to the land bank whereupon it is immediately assigned to a government appraiser for his appraisal and recommendation. With his report and that of the local loan committee before them, the loan is then passed upon by the officers of the Land Bank and notice of allowance is sent to applicant. At this time the abstract of title, continued to date, is requested. Upon its receipt it is given immediate examination by the bank's attorneys, and if no serious title difficulty is found, mortgage papers are immediately drawn, and sent for execution. If defects in title of such

nature as to demand correction are disclosed, report of such defects of title are made, and legal advice to assist in correction is given by bank without additional charge. Upon return of the executed note, executed and recorded mortgage and abstract continued to show the same disbursement of the funds is immediately made. The bank, at this time, directs the retiring of prior liens, taking up deeds and such other steps, as may be necessary to constitute its mortgage a first lien on the premises.

4. Michigan statutes do not fix the rate of charge for abstract continuation.—Federal Land Bank, St. Paul, Minn.

## Butter Will Not Gather

Can some of our readers tell me what to do to make my butter gather? I can churn five minutes and the butter will break in little spots and then I have to churn for hours before it gathers. My cows have good pasture and salt.

## SOME POULTRY HINTS

There have been so many articles in the various agricultural papers concerning the raising and feeding of chickens, the trap-nesting of hens, and the proper proportion of meat scrap and charcoal in their daily diet that we find ourselves in a net of technical terms. Don't adopt a diet and stick to it through all seasons, and at all times. Why? Because one year there may be a superabundance of "nubbin" corn, another year the wheat may yield a quantity of light grains, and another will find oodles of small potatoes, turnips, carrots, or underdeveloped cabbage heads to add to the food. But do try and maintain a balanced diet; study the specialist's articles enough to know what element each food you possess has then go ahead and use what you have. Never buy meat scraps in the winter. There are the "cracklings" and all the "off-fallings" of a butchering time to be garnered, and there is a plentiful supply of sour milk, and commercial meat scrap is a superfluity. If you burn wood in any of your stoves, the question of charcoal is solved; you can crush or grind it yourself. Sand and gravel are hauled in from a nearby creek. You do have to buy the oyster shells. Having a lot of common navy beans discolored by a quick shower after the vines were pulled, use these in the mash, thoroughly cooked.

## A Great Fur Season Opens

All indications point to this being one of the greatest fur seasons of a decade. Not only are fur prices sure to be high (because of various conditions creating a demand for furs,) but there should be an unusual number of fur-bearing animals throughout the country, they having trapped less during the war than heretofore.

However, we of the Trappers' Trail must not become too impatient, and begin trapping before the furs are "prime"—or at least, almost so. A fur caught at a season when it will turn dark blue in spots, will bring only about one-half or one-third as much as the same fur would, if the animal hadn't been captured till cooler weather. If, after capturing an animal or two, their skins do not appear of a uniformly flesh-white color it will be wise to postpone trapping till the weather grows still cooler.

Old-time trappers used to say that any month in which the letter "r" appeared was suitable for beginning the trapping season, but this rule will not hold good anywhere in our Temperate zone sections. In our

northern tier of states it is well to wait till November 1st before actively engaging in trapping; while farther south, this date should be extended several weeks, according to location.

Of course, one can put in some good licks for future trapping by choosing good routes for his operations, locating dens and various haunts of animals, arranging pens or "houses" for setting baited traps, and even putting out some baits where traps will be set later on. By putting baits at various points, and keeping it up regularly, the animals will become accustomed to visiting these places, and thus be easily taken when one actually begins trapping.

It is also a good plan to have several stretching boards all shaped up and ready to use when furs begin to come in. Animals should not be left lying around with the skin on, nor should the skins be left un-stretched very long after being removed from the animal. In fact, the furs will stretch better and show up to greater advantage if they are stretched while still warm.—M. Coverdell.



FOOT PRINTS

## After the Moul—EGGS



**REMEMBER**, going through the moult is like going through a long spell of sickness. To force out the old quills and grow new feathers saps a hen's vitality.

If you expect your hens to be fall producers and winter layers, then feed them Poultry Pan-a-ce-a during and after the moult.

## Dr. Hess Poultry Pan-a-ce-a

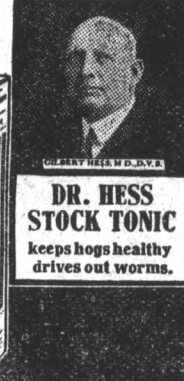
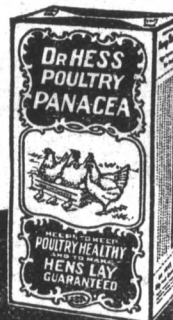
will start your pullets and moulted hens to laying

It contains Tonics that put your moulted hens in fine condition—Tonics that tone up the dormant egg organs—Iron that gives a moulted, run-down hen rich, red blood and a red comb. It contains internal antiseptics that destroy disease germs that may be lurking in the system. No disease where Pan-a-ce-a is fed. It pays to feed Pan-a-ce-a regularly.

It brings back the singing—it brings back the scratching—it brings back the cackle. That's when you get eggs; and it's eggs you want—fall eggs, winter eggs—when eggs are eggs.

Feed Pan-a-ce-a to all your poultry to make and keep them healthy. The dealer refunds your money if it does not do as claimed. Tell the dealer how many fowls you have and he will tell you what sized package to buy. Always buy Pan-a-ce-a according to the size of your flock. 30c, 75c and \$1.50 packages. 25-lb. pail, \$3.00; 100-lb. drum, \$10.00. Except in the far West and Canada.

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STOCK TONIC  
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drives out worms.

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Horse or Cow hide, Calf or other skins with hair or fur on, and make them into coats (for men and women), robes, rugs or gloves when so ordered. Your fur goods will cost you less than to buy them and be worth more.

Our illustrated catalog gives a lot of information. It tells how to take off and care for hides; how and when we pay the freight both ways; about our safe dyeing process on cow and horse hide, calf and other skins; about the fur goods and game trophies we sell, taxidermy, etc.

Then we have recently got out another we call our Fashion Book, wholly devoted to fashion plates of muffs, neckwear and other fine fur garments, with prices; also fur garments remodeled and repaired.

You can have either book by sending your correct address naming which, or both books if you need both. Address

The Crosby Frisian Fur Company,  
571 Lyell Ave., Rochester, N. Y.



## Send NO Money!

Simply send your size and these wonderful Dress Shoes will come to your home at once. You'll be proud of them. Built solid full of wear. Genuine oak leather soles. Note the splendid extra quality leather! Enjoy their blessed comfort! The risk is ours—these must delight you or no sale.

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Only \$4.39 ON ARRIVAL POSTAGE FREE Black Dress Shoe Save profits. Buy Direct from Factory Headquarters. Boston Mail Order House, Dept. 426T BOSTON, MASS.

Send shoes on approval. My money back if I want it. I risk nothing

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# MICHIGAN'S PURE-BRED BREEDERS DIRECTORY

(SPECIAL ADVERTISING RATES under this heading to honest breeders of live stock and poultry will be sent on request. Better still, write out what you have to offer, let us put it in type, show you a proof and tell you what it will cost for 13, 26 or 52 times. You can change size of ad. or copy as often as you wish. Copy or changes must be received one week before date of issue. Breeders' Auction Sales advertised here at special low rates; ask for them. Write to-day!

BREEDERS' DIRECTORY, MICHIGAN BUSINESS FARMING, Mt. Clemens, Michigan.

## Sale Dates Claimed

To avoid conflicting dates we will without cost, list the date of any live stock sale in Michigan. If you are considering a sale advise us at once and we will claim the date for you. Address, Live Stock Editor, M. B. F., Mt. Clemens.

Oct. 6-8 Holsteins. Quality Holstein, Chicago, Ill.

Nov. 11. Poland Chinas, Wm. J. Clarke, Eaton Rapids, Mich.

Oct. 17, Holsteins, Fairview Farm Dimondale, Mich.

Oct. 23, Holsteins. Livingston Co. Holstein Breeders' Ass'n., Howell, Mich.

## CATTLE

### HOLSTEIN-FRIESIAN



### Feeding Qualities

The Holstein-Friesian breed requires an ample supply of food, but it is by no means choice as to the quality of the food. They freely consume roughage and transmute it into valuable products—milk, butter, veal, beef.

Holstein-Friesian Association of America, Box 295, Brattleboro, Vt.

**HEIFER ADVERTISED TO FRESHEN** in September is sold. I now have the heifer to freshen in January and the 4 mo. old bull. Also 3 heifer calves. Herd under State and Federal inspection. Pedigrees on request. Vernon Clough, Parma, Mich.

## HOLSTEINS OF QUALITY

12 LARGE COWS & HEIFERS Due to Freshen This Fall

Strongly bred in Pontiac and Colantha 4th Johanna families. Also four 1 year old heifers and a 3 year old herd sire from a 25 lb. 3 year old dam.

E. A. HARDY  
Rochester, Mich.

## Bull Calves

sired by a son of Friend Hengerveld De Kol Butter Boy and by a son of King Segis De Kol Korndyke, from A. R. O. dams with records of 18.25 as Jr. two year old to 28.25 at full age. Prices reasonable breeding considered.

WALNUT GROVE STOCK FARM  
W. W. Wyckoff, Napoleon Mich.

### Bull Last Advertised is Sold

now offer a yearling bull, sired by YPSILAND KING KORNDYKE CANARY, a 28.20 lb. grandson of KING OF THE PONTIACS, and from RHODA CLIFDENS CROWNING SHIELD 3RD, a 24.97 lb. daughter of BUTTER BOY TRYNTJE DE KOL, and one of the most beautiful cows you ever saw.

Price \$200

ROY F. FICKIES, Chesaning, Mich.

### TWIN BULL CALVES

Born October 29, 1918; sired by Sir Calantha Segis Korndyke 104008 dam's record, 24.35 lbs. butter and 621 lbs. of milk in 7 days; fine straight calves. Send for particulars.—C. & A. Ruttman, Fowlerville, Michigan.

### \$150 BULL CALF

Born June 3 Well marked, very large and first class individual. Sire, Flint Hengerveld Lad. Whose two nearest dams have records that average 32.66 lbs. butter and 735.45 lbs. milk in 7 days. Dam of calf is a granddaughter of King Segis and a perfect individual with a record of 20.66 lbs. butter in 7 days. For description write to

L. C. KETZLER, Flint, Mich.

### FOR SALE

**SEVEN GRADE HOLSTEIN COWS** due to freshen in October and November. Also 2 heifers. Herbert Siefert, R. 3, Byron Center, Mich. (Bonnie Brae Farm.)

### Choice Registered Stock

PERCHERONS  
HOLSTEINS  
SHROPSHIRE  
ANGUS

Dorr D. Buell, Elmira, Mich.  
R. F. D. No. 1

### PREPARE

For the greatest demand and future prices that have ever been known. Start now with the Holstein and convince yourself. Good stock always for sale. Howbert Stock Farm, Eau Claire, Michigan.

**WOLVERINE STOCK FARM** reports good sales from their herd. We are well pleased with the calves from our Junior Herd Sire, "King Pontiac Lunde Korndyke Segis" who is a son of "King of the Pontiacs" from a daughter of Pontiac Clothilde De Kol 2nd. A few bull calves for sale. T. W. Sprague, R. 2, Battle Creek, Mich.

### MUSOLFF BROS.' HOLSTEINS

We are now booking orders for young bulls from King Pieter Segis Lyons 170506. All from A. R. O. dams with credible records. We test annually for tuberculosis. Write for prices and further information.

Musloff Bros., South Lyons, Michigan

**BULL CALF 5 MONTHS OLD AND A BEAUTY.** \$5 per cent white, straight as a line. Sired by 31-lb. bull and his dam is just one of the best cows I ever milked, a granddaughter of Colantha Johanna Lad. Price \$150.00 for immediate sale. Harry T. Tubbs, Elwell, Michigan.

### TEN-MONTHS-OLD-BULL

Bull last advertised is sold. This one born June 7, 1918. Sired by best son of famous \$30,000 bull heading Arden Farms herd. King Korndyke Pontiac Lass. Two nearest dams to sire of this calf average 37.76 lbs. butter 7 days and over 145 lbs. in 30 days. Dam, a granddaughter of King of the Pontiacs, Sir Gelsche Walker Segis and DeKol Burke. A bargain. Herd tuberculin tested annually.

BOARDMAN FARMS, Jackson, Mich.

## HATCH HERD

(State and Federal Tested)  
Ypsilanti, Michigan

Offers King Lunde Pontiac Korndyke 15th, No. 142,487 out of a choice daughter of Pontiac Korndyke and a 30 pound son of King of the Pontiacs and Lunde Korndyke; over 1000 pounds of butter and 26,000 pounds of milk in year.

### SMITHFIELD HERD

for sale, choice of 48 head registered Holstein cattle. Am overstocked. K. Pieter Segis Lyons No. 170506 Herd Sire. H. A. Smith, Wixom, Mich.

### SHORTHORN

**WHAT DO YOU WANT?** I represent 41 SHORTHORN breeders. Can put you in touch with best milk or beef strains. Bulls all ages. Some females. C. W. Crum, President Central Michigan Shorthorn Association, McBrides, Mich.

**SPECIAL OFFER SHORTHORNS—**Cows, \$250.00 to \$300.00. Bulls, \$200.00 to \$250.00. Wm. J. Bell, Rose City, Mich.

**THE BARRY CO. SHORTHORN** Breeders' Association wish to announce their new sales list for about October 1, of the best beef or milk strains. Write your wants to W. L. Thorpe, Sec'y., Milo, Mich.

**NO STOCK FOR SALE AT PRESENT.** Shorthorn Breeder. W. S. Huber, Gladwin, Mich.

**THE VAN BUREN CO.** Shorthorn Breeders' Association have young stock for sale, mostly Clay breeding. Write your wants to the secretary, Frank Bailey, Hartford, Mich.

## SHORTHORNS HOLSTEINS JERSEYS

If your community needs a pure bred bull, write us for our co-operative breeding service plan and we will see what can be done to place one there.

We Specialize in Milking Shorthorns

PALMER BROS., Orleans, Mich.

### HEREFORDS

**HEREFORDS BOB FAIRFAX 494027** AT HEAD OF HERD 11 heifers for sale; also bulls any age; either polled or horned. Earl C. McCarty, Sec'y H B Association, Bad Axe, Mich.

**120 HEREFORD STEERS, ALSO** know of 10 or 15 loads fancy quality Shorthorn and Angus steers 5 to 1000 lbs. Owners anxious to sell. Will help buy 50c commission. C. F. Ball, Fairfield, Iowa.

### LAKEWOOD HEREFORDS

Not how many but how good! A few well-developed, beefy, young bulls for sale, blood lines and individuality No. 1. If you want a prepotent sire, that will beget grazers, rustlers, early maturers and market toppers, buy a registered Hereford and realize a big profit on your investment. A lifetime devoted to the breed. Come and see me.—E. J. TAYLOR, Fremont, Michigan.

### ANGUS

### RAISE A \$100 BABY BEEF

from your grade dairy cow by use of a Thousand Dollar Angus bull. Less than \$2.00 service fee. Write for our co-operative community plan; also our method of marketing beef and milk, by use of a cheap home made calf meal. There is money in it for the owners of grade cows everywhere. Cows of Angus blood not necessary. If of mixed blood, calves will come black, thick meat and without horns, like sire. Geo. B. Smith, Addison, Mich.

### RED POLLED

**RED POLLED CATTLE, OXFORD** and Tunis sheep and large Yorkshire swine. E. S. Carr, Homer, Mich.

**WE OFFER PURE BLOOD RED POLL** cattle at reasonable prices. Bulls 7 to 10 months. Bred heifers. Well bred and good individuals. J. A. Battenfield, Fife Lake, Mich.

### JERSEY

### The Wildwood Jersey Farm

Breeders of Majesty strain Jersey Cattle. Herd Bulls, Majesty's Oxford Fox 134214; Eminent Lady's Majesty 150934. Herd tuberculin-tested. Bull calves for sale out of R. of Majesty dams. Alvin Balden, Capac, Michigan.

### HOGS

### POLAND CHINA

**WONDERLAND HERD—LARGE TYPE** Poland Chinas. Some cracking good spring boars and a few June sow pigs at private treaty. Holding a few boars and all my early sows for my sale Nov. 11th and Col. Ed. Bowers, South Whitley, Ind., and of Col. Porter Calstock Eaton Rapids, Come and see the two greatest boars living. Free livery any time.

Wm. J. CLARKE

R. No. 1 Eaton Rapids, Mich.

## BREEDERS ATTENTION!

If you are planning on a sale this fall, write us now and CLAIM THE DATE!

This service is free to the live stock industry in Michigan to avoid conflicting sale dates

LET "BUSINESS FARMING" CLAIM YOUR DATE!

### FOR SALE — Big Type Poland

China boar. 18 mo. old. Won everything in his class at the Ohio State Fair in 1918. Liberty bonds or cash. Lone Cedar Farm, Pontiac, Mich.

**LARGE TYPE Poland Chinas,** BOARS AND GLITS OF APRIL farrow, out of sows weighing 580 lbs. at 17 mo. old and from a sire of size and quality. Come and see them. G. H. Carman, R. 3, Grand Blanc, Mich.

**BIG TYPE POLAND CHINAS WITH QUALITY** Pigs, from L's Big Orange 291847, both sex, for sale. Prospective buyers met at St. Johns. J. E. Mygrants, St. Johns, Mich.

**BIG TYPE P. C. SPRING PIGS—** EITHER SEX  
A. A. WOOD & SON, Saline, Michigan

**LARGE TYPE POLAND CHINA** SPRING PIGS FOR SALE—  
E. A. EISELE, Manchester, Mich.

**WALNUT ALLEY BIG TYPE, GLITS** all sold. Keep watch of 1919 crop sired by Arts Senator and Orange Price. I thank my customers for their patronage.  
A. D. GREGORY, Ionia, Mich.

### Big Type Poland Chinas

Spring boars ready to ship, sired by Mouw's Big Jones 3rd, out of granddaughters of Disher's Giant. None better in Mich. Glits will be ready Jan. 1st. Bred to Wiley's King Bob by Harrison's Big Bob and out of Samson Lady by Sampson, by Long King. Priced reasonable.  
JOHN D. WILEY, Schoolcraft, Mich.

**L. T. P. C. SOW AND 7 PIGS BY** side. Price \$100.00. Spring boar ready after Nov. 1st. Better engage your pig selected now. The longest and tallest lot ever on the farm. H. O. Swartz, Schoolcraft, Mich.

**FOR SALE—LARGE TYPE POLAND** China boars, April and May farrow. The farmer's kind at farmer's prices. F. M. Piggott & Son, Fowler, Mich.

**BIG TYPE P. C. SPRING PIGS, EITHER** sex. From choice bred sows and sired by a grandson of Grant Buster and other prize-winning boars. Price reasonable. L. W. Barnes and Son, Byron, Mich.

**LEONARD'S Big Type Poland China** Boars, all ages. The kind that makes good. Call or write, E. R. Leonard, St. Louis, Mich.

**BIG TYPE POLAND CHINA PIGS,** sired by Bob-O-Link, by the 2nd Big Bob, Michigan Buster by Giant Buster, and Big Des Moines 5th, by Big Des Moines. Also sows bred to these boars. O. L. Wright, Jonesville, Mich. Jonesville is located 25 miles north of the Ohio and Indiana line.

### A New Herd Boar

(his name) **Big Bob Mastodon**

sired by Caldwell Big Bob, champion of the world in 1917. His dam is Mastodon Josie; she is a daughter of A'S Mastodon the Grand Champion at Iowa State Fair in 1917. Ready to ship boars.

(Come and see him.)  
C. E. GARNANT, Eaton Rapids, Mich.

### FOR 25 YEARS

We have been breeding Big Type Poland China hogs of the most approved blood lines. Our new herd boar "Michigan Buster" is a mighty good son of the great "Giant Buster" dam "Mouw's Miss Queen 2." Some breeding! Litter of 14. We are offering some sows bred for fall farrow. J. C. Butler, Portland, Mich.

### DUROC

## Duroc Opportunity

We are now booking orders for July and Sept. pigs cheap. Also March and April pigs of either sex. Shipped C. O. D. RAGER, BROS., E 1 Howell, Mich.

**DUROC JERSEY SWINE, BRED** Sows and Glits all sold. Nice bunch of fall pigs, both sex, sired by Brookwater Tippy Orion No. 55421, by Tippy Col., out of dam by the Principal 4th and Brookwater Cherry King. Also herd boar 3 yr. old. Write for pedigree and prices. Satisfaction guaranteed. Thos. Underhill & Son, Salem, Mich.

## Peach Hill Farm

Meet us at the Fairs  
Bred Glits all SOLD.

INWOOD BROS., - - - Romeo, Mich.

**MEADOWVIEW FARM REGISTERED** Duroc Jersey Hogs and Jersey Bulls. J. E. Morris, Farmington, Michigan.

**DUROC BOARS READY FOR SERVICE,** also high class sows bred for summer farrowing to Orion's Fancy King, the biggest pig of his age ever at International Fat Stock Show, Newton Barnhart, St. Johns, Mich.



# BREEDERS DIRECTORY

**DUROCS: FOUR AUGUST BOARS** ready for heavy service. Pedigrees sent on application. Newton & Blank, Hill Crest Farms, Perrinton, Mich. Farm 4 miles south of Middleton.

## DUROC

**FOR SALE** 200 LB. DUROC JERSEY BOARS, Price \$75. We have some other boars for \$60. C. E. Davis & Son, R 1, Ashley, Mich.

**DUROC BOARS FROM PRIZE WINNING STOCK** ready for service. Geo. B. Smith, Addison, Mich.

**DUROC JERSEY BOAR PIGS**, Grandsons of Brookwater Cluny King or Panama Special. \$20 at 8 weeks. Registered. E. E. Calkins, Ann Arbor, Mich.

## O. I. C.

### Shadowland Farm

#### O. I. C.'s

**Bred Gilts** in May and June. Booking orders for Spring Pigs. Everything shipped C.O.D. and registered in buyer's name. If you want the best, write

J. CARL JEWETT, Mason, Mich.

## HAMPSHIRE

**8784 HAMPSHIRE RECORDS** in the association from Jan. 1 to Apr. 1, '19. Did you get one? Boar pigs only for sale now. John W. Snyder, St. Johns, Mich., R. No. 4.

**LAWDALE FARM HAMPSHIRE** Spring pigs for sale, male and female. W. A. Eastwood, R. 2, Chesaning, Mich.

### HAMPSHIRE BOARS

The kind that please, of superior breeding and good quality. Sired by Mose's boy and Col. White. The latter has never been defeated in the show ring. For price and description address, Gus Thomas, New Lothrop, Mich.

## BERKSHIRES

**GREGORY FARM BERKSHIRES** for profit. Choice stock for sale. Write your wants. W. S. Corsa, White Hall, Ill.

## CHESTER WHITES

**FARMERS INCREASE YOUR PROFITS** by raising pure bred Chester Whites. Send orders now for fall pigs. Ralph Cossens, Levering, Mich.

**CHESTER WHITES—A FEW MAY** boars, fall pigs in pairs or trios from most prominent bloodlines at reasonable prices. Registered free. F. W. Alexander, Vassar, Mich.

## SHEEP

### REGISTERED HAMPSHIRE SHEEP

Choice Stock for Sale

**Ewes and Rams, \$25 to \$50 Each**  
J. M. Williams No. Adams, Mich.

**LINCOLNS** Choice Registered Sheep of Both Sexes, from one to four years old. E. Knight, Cass City, Mich.

### SHROPSHIRE RAMS

Sire McKerrrows-Holker 275 (014259R) 377379. Limited supply. Dan Booher, R 4, Ewart, Mich.

### MR. SHROPSHIRE BREEDER.

Do you need a real sire? If so, I have a few rams that are in a class by themselves. Type quality, carcass and fleece with Cooper and Buttar Breeding. No cold blooded stuff here. First ten \$100.00 to \$400.00. Balance of the rams including some cracking Hampshire \$50.00 up. No fair this year but believe me we have the sheep. All good roads lead to the farms.

KOPE-KON FARMS, Coldwater, Mich.

### OXFORD DOWN

#### RAMS AND RAM LAMBS

Best breeding. Arkell No. 3334 sire of lambs. O. M. York, Millington, Mich.

## Hampshire Rams

Registered yearling rams weighing up to 200 lbs. for sale. Also ram lambs. A well built growthy lot. Satisfaction guaranteed.

C. U. HAIRE.

West Branch, Michigan

**40 LARGE, HEALTHY, REGISTERED** Shropshire ewes, mostly 2 year olds. Also large, vigorous ram lambs, ready for service. Flock established 1890. C. Lemen, Dexter, Mich.

**MAPLE LAWN FARM SHROPSHIRE** Rams and ram lambs. High bred, well woolled and registered. A. E. Bacon & Son, R 5, Sheridan, Mich.

**FOR SALE** 30 Registered Shropshire Rams. 40 Registered Shropshire Ewes. Harry Potter & Son, Davison, Mich.

Five Registered Rambouillet Rams. Robert J. Noon, R 9, Jackson, Mich.

**SHROPSHIRE YEARLINGS AND RAM** lambs of the best wool mutton type. Also O. I. C. hogs of all ages. Write and get my prices. G. F. ANDREWS, Dansville, Mich.

**FOR SALE: Improved Black Top** Delaine Merino Rams, Frank Rohrbacher, Laingsburg, Mich.

### Registered Merino Yearling Rams:

Three at \$25.00 each. Good fleeces, reasonable size and condition. Certificate of registry furnished if required. E. N. Ball, Hamburg, Mich.

## RABBITS

**RUFUS RED BELGIAN HARES, PED-**igreed and registered stock. Prices right and satisfaction guaranteed or money refunded upon return of stock. Write the Vernon Hill Rabbitry, Lock Box 546, Clare, Mich.

## POULTRY

### Yearling Pullets and Cockerels

We offer 200 S. C. White Leghorn Yearlings—stock guaranteed to please you. Cockerels—Barred and White Rocks; White Orpingtons; S. C. Black Minorcas; S. C. and R. C. White and Brown Leghorns; Anconas, Ducks, Geese, Turkeys, Rabbits, four breeds. Please send for price list.

STATE FARMS ASSOCIATION  
Bloomington, Mich.

## LEGHORN

**S. C. WHITE LEGHORN COCKER-**els. English strain. Sired by Cock 296 egg record. Mrs. A. J. Gordon, R 3, Dorr, Mich.

## RHODE ISLAND REDS

**MARCH HATCHED R. I. RED COCK-**erels. Both Combs. Write for prices and order early. Interlakes Farm, Box 4, Lawrence Michigan.

## WYANDOTTES

**SILVER, GOLDEN AND WHITE** Wyandottes; eggs from especial mating \$3 per 15; \$5 per 30; \$8 per 50; by parcel post prepaid. Clarence Browning, Portland, Mich., R 2

## DUCKS AND GESE

**WHITE PEKIN DUCKS AND WHITE** CHINESE GESE—MRS. CLAUDIA BETTS, HILLSDALE, MICH.

### EGG-O-LATUM ONE YEAR

It costs only one cent per dozen eggs to use Egg-o-latium. There is no other expense. Eggs are kept in carton or box in cellar. Eggs may be boiled, poached or used in any other way, just like fresh eggs. Simply rubbed on the eggs—a dozen per minute. A 50c jar is sufficient for 50 dozen eggs. At Drug, Seed and Poultry Supply Stores or postpaid.

GEO. H. LEE CO., Dept. 416, Omaha, Neb.

### Is Your Farm for Sale?

Write out a plain description and figure 5c for each word, initial or group of figures. Send it in for one, two or three times. There's no cheaper or better way of selling a farm in Michigan and you deal direct with the buyer. No agents or your farm, send in your ad today. Don't commissions. If you want to sell or trade just talk about it. Our Business Farming Farmers' Exchange gets results. Address Michigan Business Farming, Adv. Dept., Mt. Clemens.

## TAXATION

(Judson Grenell, secretary Michigan Site-Value Tax League, has consented to answer to the best of his ability any question regarding taxation that readers of Michigan Business Farming may ask. He may be addressed direct at 308 Thompson street, Ann Arbor, or through this office.)

In how many localities in Michigan do the assessors separate land from improvement values, on their books, so a taxpayer may know what his improvements are assessed for? How about the rest of the country?—E. L. Kent County.

Ans.—So far as known Detroit is the only assessing district in Michigan where the books show land values separated from improvement values. Massachusetts annually publishes a pamphlet in which site values are separated from improvement values, for each political division in the state. The tax commission there reports it a splendid check on erroneous assessments.

Is there any place in the United States where site-value taxation only is used for assessing and collecting taxes?—J. W. Jacobus, Oakland county.

Ans.—For local taxes, yes. Fairhope, Ala., is a "single tax" colony where taxes are collected from land values only, and improvements are exempt. This has been the custom there for a score of years, and the place has thrived more than has the surrounding country. In California improvements in irrigation districts are exempt from taxation, and land made valuable by irrigation must bear the tax burdens in proportion to the values thus created. As a result, owners are encouraged to make improvements.

What is the land (social) value of Michigan?—G. W. Barclay, Wayne county.

Ans.—No figures have ever been published. However, the state tax commission is in possession of the figures, and it is hoped that some day they will be compiled and published. At a guess it might be said that Michigan site values are worth half the assessed value of the real estate and personal property of the state. The state is assessed for \$4,500,000,000; so that would make the land value \$2,250,000,000. It is argued, in defense of these figures, that on the average improvement values about equal the social (community) value of the land.

One of my neighbors says that the income taxes collected from the big Chicago meat packers are passed on to those who buy their meat. Is this so?—A. E., Clinton Co.

Ans.—All taxes on production are passed to the ultimate consumer. One of the Chicago meat packers giving testimony before a congressional committee last spring, testified that the \$9,000,000 of income tax the concern paid was charged to "overhead expenses," the same as insurance, and added to the cost of production.

Is all the land in Michigan taxed?—M. O'S., Livingston Co.

Ans.—No. Nor is all the other property in Michigan taxed. There is church property, for example. The state owns many acres, which nobody just now wants; left on its hands by lumbermen who cut down the trees and then refused to pay the taxes. Many thousands of acres in railroad rights of way and valuable terminals pay no taxes as such, though these corporations do pay a direct tax, which is returned to the people through the schools.

I've been buying some machinery, and my assessor has got me on his books for it. I say the law exempts tools, but he don't see it that way. Who is right?—T. S., Monroe Co.

Ans.—The assessor is right, if your "tools" exceed in value the exemption allowed by law. A good many things in Michigan not taxed are taxable, according to law, but as it would cost more to list and assess than the tax would amount to, the law is ignored. For example, watches are taxable, yet how many are taxed? If you buy a tractor? That's what you get for being ambitious.

## BAKER'S COCOA



**PURE AND DELICIOUS**

It is a most satisfactory beverage. Fine flavor and aroma and it is healthful.

Well made cocoa contains nothing that is harmful and much that is beneficial.

It is practically all nutrition.

Choice Recipe book free  
Walter Baker & Co. Ltd.  
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**YOU CAN'T CUT OUT A BOG SPAVIN OR THOROUGHPIN** but you can clean them off promptly with

## ABSORBINE

TRADE MARK REG. U.S. PAT. OFF.


and you work the horse same time. Does not blister or remove the hair. \$2.50 per bottle, delivered. Will tell you more if you write. Book 4 R free. ABSORBINE, JR., the antiseptic liniment for mankind, reduces Varicose Veins, Ruptured Muscles or Ligaments, Enlarged Glands, Wens, Cysts. Alays pain quickly. Price \$1.25 a bottle at druggists or delivered. Made in the U. S. A. by W. F. YOUNG, Inc. 169 Temple St., Springfield, Mass.

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**BROOKS' APPLIANCE**, the modern scientific invention, the wonderful new discovery that relieves rupture will be sent on trial. No obnoxious springs or pads. Has automatic Air Cushions. Binds and draws the broken parts together as you would a broken limb. No salves. No lies. Durable, cheap. Sent on trial to prove it. Protected by U. S. patents. Catalogue and measure blanks mailed free. Send name and address today.

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America's Pioneer Dog Medicines

## EGGS

We will pay 55c per dozen delivered here, cases included, for strictly fancy newlaid eggs. Shipments via express direct from farmers. This price good until week ending October 11th. Watch our price each week.

**AMERICAN BUTTER & CHEESE CO.**  
Detroit, Mich.

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SHIP TO  
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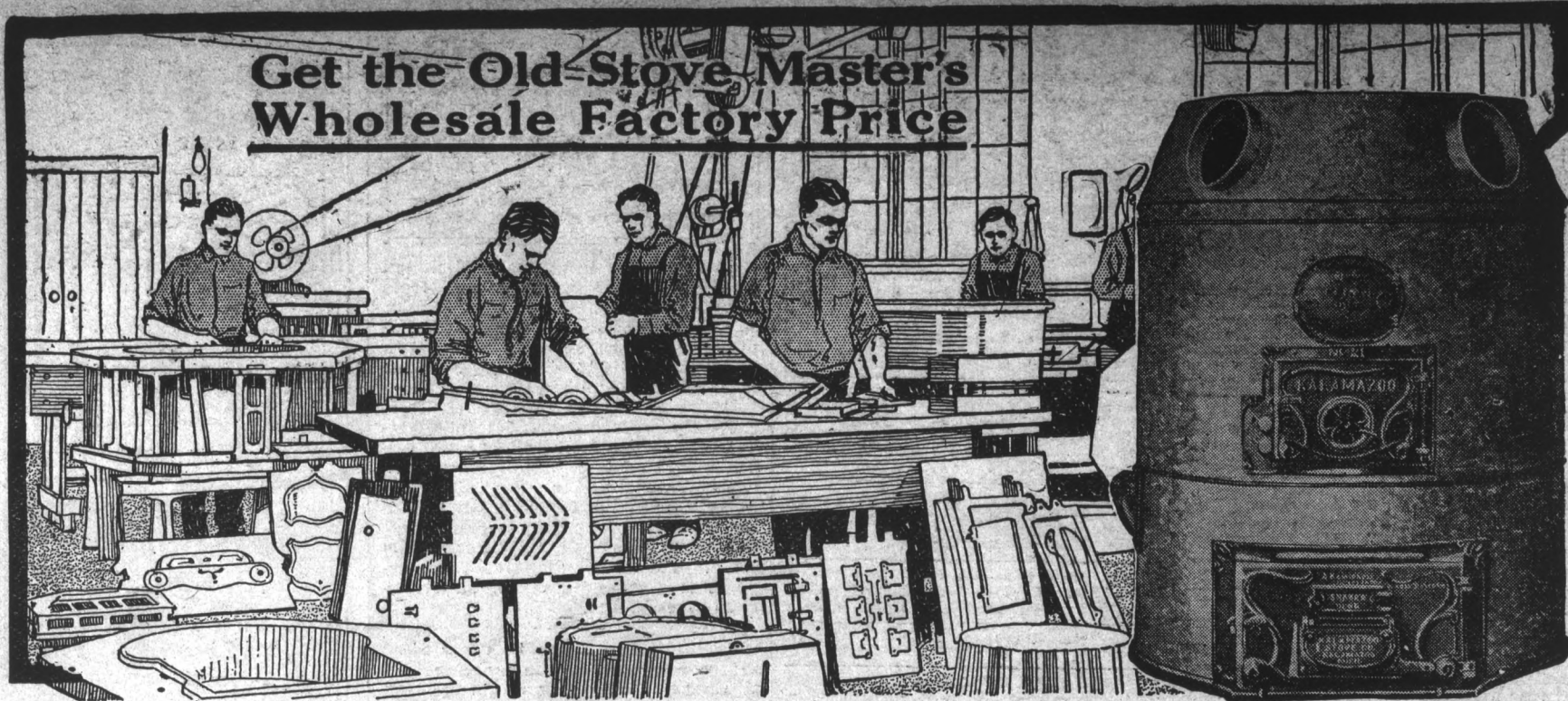
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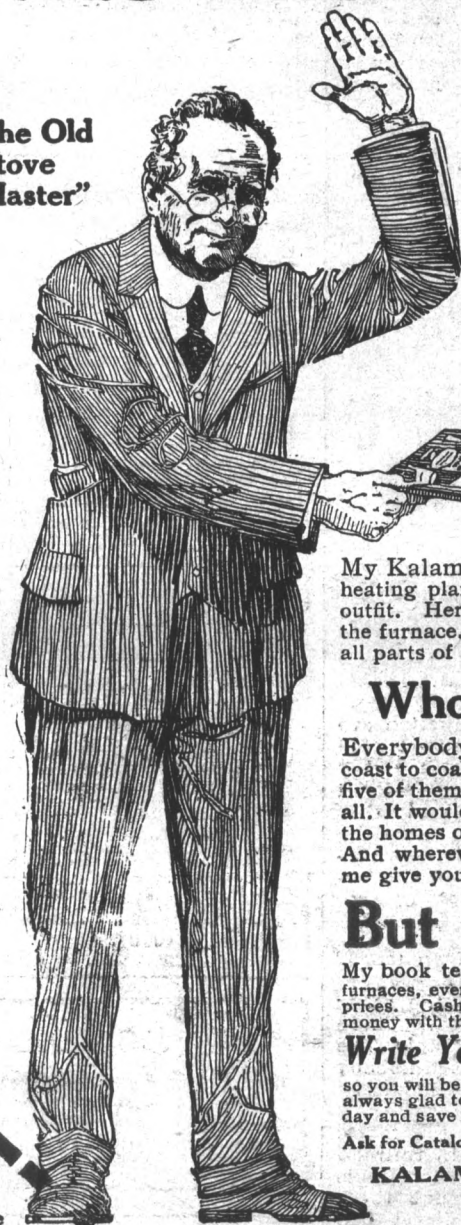
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# I Build 'Em Myself- Who Can Beat My Prices?

## Kalamazoo Pipe Furnace

For homes with warm air registers wanted in different parts of the house, our heating engineers draw up plans showing how to install to get the best heating results. Burns any kind of fuel.

"The Old  
Stove  
Master"



NEIGHBOR, let me ask you a question. Does boosting the price of a furnace \$25 to \$80 after it leaves the factory make it a better heating plant?

I don't think it does. I think that \$25 to \$80 is as good to you as anyone else. And that's *what I can save you* when you get "A Kalamazoo Direct to You." Because you deal direct with the manufacturer. And no one can quote lower prices than the man who makes the goods.

## Write and Get My Price On a Pipe or Pipeless Furnace

Mind you, these are real quality heating plants. The kind the best homes want. Furnaces made with good heavy castings which mean long, satisfactory service.

Heat your home with a pipeless furnace this winter and save money. Save money on installing and in fuel bills. Burn any kind of fuel.

My Kalamazoo Pipeless Furnace is a wonder as a home heating plant. You can't compare it with the ordinary pipeless outfit. Here you get separate flues for bringing cold air back to the furnace. Complete, healthful circulation of warm air through all parts of the house.

## Who Buys From Kalamazoo?

Everybody. You'll find my satisfied customers from coast to coast. If you started out to visit them all and could call on five of them every day it would take you fourteen years to see them all. It would take you to farms and small towns and big cities. To the homes of well-to-do folks and homes where every dollar counts. And wherever you go you would find a satisfied customer. Let me give you the names of a few of my customers near you.

## But Send for This Book

My book tells the story. It shows my full line—stoves, ranges, furnaces, everything needed in home heating—all at "Direct-to-You" factory prices. Cash or Easy Payments. Unconditional Guarantee. You'll save money with this book. But

## Write Your Name in the Coupon Right Now

so you will be sure to mail it. Or send a postal or a letter, as you prefer. I am always glad to mail this book. You are welcome to a copy. Let me send it to-day and save you what you ought to save in dealing direct with manufacturers.

Yours truly,  
Ask for Catalog No. 932

"The Old Stove Master."

KALAMAZOO STOVE COMPANY, Manufacturers  
Kalamazoo, Michigan



## Heat Your Home With a Pipeless Furnace

There are two big points that make the Kalamazoo different from all others. One is the installation with separate flues for cold air—the other is the money-saving price. Throws a powerful heat with any kind of fuel. Send for our catalog telling about it.

**"A Kalamazoo"**  
Trade Mark  
Registered **Direct to You**

"The  
Old  
Stove  
Master"

Kalamazoo Stove Co.  
Kalamazoo, Mich.

Please send me your  
Catalog No. 932

Name.....

Address.....



## Also Get My Offer On

Stoves and Ranges Gas and Oil Stoves  
Kitchen Cabinets and Tables Refrigerators  
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Fireless Cookers Washing Machines  
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Paint and Roofing  
Indoor Closets