

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

Michigan Business Farming

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

No. 28 (VOL. I)

Born in 1912—
and proud of it

DETROIT, Saturday, May 3rd, 1913

50c PER YEAR (TWO CENTS PER COPY)

FARMERS ROBBED BY CONSIGNEES

There are several classes of people which must look quickly to the solution of two of our pressing problems—two which, in reality, resolve themselves into one. The two problems are: the increasing population of the cities as against the depopulation of the land; and the excessive price of green foods, vegetables and fruits. The several classes which must look at once to a solution, or to solutions, are the farmers, land sellers in thinly populated sections, merchants in the smaller cities, and the ultimate consumer. By putting in the last three words the entire population of the United States was included at one fell swoop.

The farmer, trucker or fruit grower, is not receiving a proper price for his goods. An active correspondence with some of the growers or shippers associations, or with a large number of individual producers will not only bring this conclusion to the mind of anyone who tries the experiment, but he will be more strongly impressed than he ever thought could be possible by the simple words of a farmer. The vegetable and fruit farmer who deals with markets at a distance from his place of production is being steadily, constantly and systematically robbed, whether by chance or by plan. He has shipped hundreds of consignments of cabbage, beans, lettuce, tomatoes, onions, radishes, watermelons, canteloupes, peaches and pears, and has received letters asking him to send a check to help defray the cost of transportation. Or he has received a check for such a paltry sum that the cost of packing baskets was not covered. And this happens not once in a while, but often—every season—every month in which he ships. He grabs up "Price currents" and reads them; he watches the market pages of northern and eastern papers; he hears of the high cost of early fruits and vegetables and he reads the high prices as shown in the papers—yet his check his miserably small and non-profit-bearing.

The owner of large tracts of land in a sparsely settled territory, or the agent who is offering that land for sale, find excellent selling argument in the displays of crops produced on that land—they can prove its fertility and its productivity by government statistics, by expert opinions, by letters from those who are producing. But, when the prospective purchaser asks about the price obtained for the products, or the promise of stability or constancy of market, the land salesman is at a loss. He must stretch the truth or he must lose a sale. In most cases, if brought face to face with the question, he will show an account of sales of one or two or three men who happened to "get across" with a profit-making check for the crop. He will allow the inference to be drawn that the market is only waiting and crying for the products of the land—and, so it is, but it is a rare case when the check received by the grower bears out the practical truth.

In order that our empty, non-producing acres may be tilled, in order that the "other half" may come back to the land, in order that the smaller villages and towns may have a back-

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THE "PINK SHEET" GETS IT'S BIGGEST BOOST.

MICHIGAN HAY & GRAIN DEALERS' ASSOCIATION.

Detroit, Mich., April 21, 1913.

We are doing a lot of work that is of great benefit to our members, as follows:

WEEKLY MARKET LETTER and information letter each week that gives conditions at all Terminal Markets, Michigan Business Changes, etc. This letter will be dependable, as the information is furnished by reliable dealers who are members of our Association.

We are now working for uniformity in grading and baling and prices for baling and paying for hay and straw, based on actual grade. Fair treatment by weeding out scoopers, tricksters and other kinds of unfair competition. Assist you in adjusting differences that may arise between buyer and seller. Give all information possible when desired, as to the standing and responsibility of firms they may wish to know about.

Comments on the "Pink Sheet" Publication.

MR. SHIPPER—Have you seen the PINK SHEET, entitled MICHIGAN BUSINESS FARMING, edited by Mr. Grant Slocum? It is published weekly and its mission, seemingly, is to make the HONEST FARMER suspicious of the FELLOWS who have their money invested in LAND, BUILDINGS AND EQUIPMENT for handling their PRODUCTS (even HAY SO DARN POOR HIS OWN LIVESTOCK REFUSES TO EAT IT, and expects the buyer to take it), the FELLOW who buys anything the farmer raises from a Sheep Pelt worth 40c to a load of beans worth \$50 and PAYS SPOT CASH. In the TOP MARGIN of front page appear these words—YES, THIS IS THE LITTLE PINK SHEET THAT THE FARMERS SWEAR by and the MARKET GAMBLERS SWEAR AT.

This PINK SHEET purports to tell the farmer what the buyer should pay him for his products, based on the prices at terminal markets. It has divided Michigan into FREIGHT ZONES and shows the RATE from the different zones to the terminal markets.

They also show the rate to Pittsburgh, Chicago and Cincinnati, and the market price on hay, grain, beans, potatoes and live stock, at terminal markets.

Now I haven't any fight with the editor of the LITTLE PINK SHEET—far from it. I was associated with him in the Clearing House work and know him to be one of the best fellows in the world always ready to help the under dog, and knowing him as I do, I am sure if he understood all the conditions that work against the buyers' profit, he would at least reduce his f. o. b. FARMER PRICES, which are certainly too high. He believes every man, himself included, is entitled to a living profit and if possible a little for old age, but which few ever get, especially the LITTLE FOR OLD AGE.

I think in fairness to all concerned the PUBLICATION should withhold telling farmers what prices the buyers should pay them until it has taken into consideration the following facts, as the BUYER as well as the FARMER is entitled to a SQUARE DEAL.

FIRST—Fair interest on money invested in facilities for handling farm products before any profit is considered.

SECOND—The SPOT CASH required to do business with farmers. Only MONEY talks when they SELL, but when they BUY, they want LONG-TIME-CREDIT.

THIRD—The CHANCES BUYERS HAVE TO TAKE in getting their products to market, due to car shortage. * * *

FOURTH—The farmer who has a carload can order a car same as the buyer, and be there next day to load, BUT NO CAR, and I have known shippers to WAIT MONTHS for cars and then wait some more. * * *

FIFTH—Another thing to consider is the LOSS on MIS-GRADES, LEAK-AGE IN TRANSIT.

I can cite other PROFIT REDUCERS to the PUBLISHER, but I do not want to make him FEEL SO BADLY, pleading the shippers' cause that he will advocate FARMERS GIVING THEIR PRODUCTS AWAY to help the buyer make a little profit. * * *

TO NON-MEMBERS:

You will see from this that the publication is advising the farmers of prices the buyers should pay them, which are way above market value. The question is: Do you want to pay farmers NO PROFIT PRICES, or join our Association and help me get the farmers and buyers together on a profitable basis to ALL. If you want me to work for your cause, come across with that Membership Fee of \$5.00. You can well afford it.

Very truly yours,

M. G. EVER, Secretary.

The above is part of an official circular sent out by the Secretary of the Michigan Hay & Grain Dealers' Association. Comments are unnecessary. Read the circular again; you will then better understand what "we are up against." Enlist right now in our "Bundle Brigade." Sign the coupon below, and do it now. Our battle cry: "Every fourth farmer in Michigan must be a reader of the Pink Sheet before another harvest." We send you a bundle of late "Pink Sheets;" you hand them to your neighbors. You can certainly do that much for the cause:

Michigan Business Farming,
Detroit, Michigan.

Send along the "Bundle" and I will see that the paper the "dealers swear at and the farmers swear by" has an introduction to my neighbors.

Name.....

Post Office.....

PLACES THE LOAD ON THE FARMER

"What is sauce for the goose is sauce for the gander," is an old proverb, but one which despite its age does not seem to be recognized by the leaders of either political party down at Washington. Under the Republican administration the Canadian reciprocity treaty was put through. It practically removed the tariff on farm products, while retaining it on manufactured articles, in exchange for concessions in trade, of benefit to our manufacturers alone. At the time we asked, "Why discriminate? Why put the load on the American farmer and give additional benefits to the manufacturer?"

The reciprocity bill was passed and with it passed the popularity of our former president as far as our farmers were concerned. Fortunately the Canadians, with a chivalry that is good to remember, refused to take advantage of our mistaken policy. They rejected the treaty.

William H. Taft has gone and a new president of the opposing political party holds his office. What do we find? In the main, that the same policy is to be pursued, namely, that of testing out tariff theories on the farmers, while protecting the manufacturer to the fullest extent possible. And again we ask, "Why discriminate?"

President Wilson seems to have a sincere desire to reduce the cost of living. It is a praiseworthy desire. He seems to think that the nearer we can come to free trade the lower the cost of living will be. It may be so, though the solution is open to question. That is not our point. If we are going to lower the tariff why remove it almost completely on farm produced goods, and reduce it gingerly on manufactured goods. Is it because President Wilson has such an elementary knowledge of agricultural conditions as to imagine that mere removal of agricultural duties will result in cheaper food for all? Or is it because he is being misled by the same old alignment of politicians, working in the interests of the manufacturers. They know that the tariff will and must be cut by the president, according to his pre-election pledges. They realize therefore that the best thing for them to do is to encourage him to work out most of his tariff-cutting enthusiasm on the agricultural schedules. This will at one and the same time satisfy his conscience, and the clamoring of the people that something be done to reduce the cost of living. It will also shield the protected manufacturers as far as is possible, which is a consummation devoutly to be wished for by these "representative" politicians.

The patient ox in the fable always found himself the most heavily laden, and it would seem that the attitude of our senators and representatives is to regard the farmer as the patient ox under present circumstances. They realize that if any particular class is to be experimented on it is safest to use farm folks for such tests. He is slow to unite with his neighbor to prevent or to demand a certain piece of legislation, and therefore his good nature can be strained almost to the

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SEND COUPON from Page 5 for "BOOSTERS CLUB" BUTTON—Free to Readers

A Market Review from the Farmers Standpoint

HAY



The hay situation from week to week continues to demonstrate the most peculiar angles to the same this season and the continued indefiniteness of possibilities for its outcome. We can see by being in touch with terminal markets in all directions and in many cases in actual touch with receivers that there are many angles being considered by them and which is the basis on which they are trying to determine the future possibilities of this season's crop.

We understand quite thoroughly the situation that exists from a producer's and local dealer's standpoint, and think we understand their attitude and reasons they are maintaining for the same. We continue to experience a very conservative situation. As demonstrated in our last week's issue, we have just passed through a season of the year, combined with conditions which should have gone to make up real assets to the general situation as affecting the possibilities of the balance of our crop.

These assets were no other than the flooded situation, bad roads condition in the country, and preparations on the farm for spring seeding. Every one of these is a prime factor in the development of a better market situation either of a temporary nature or of a continued and substantial betterment. Never before have we had these three angles of an asset nature coming along in such a close proximity as this season. From a producer's angle, we must consider all of these things as they come up and determine as accurately as we can the outcome or the modification on the outcome that they should create.

Going back into the situation a little farther, practically to the inception of the season, we know that we started out with about 3,000,000 tons of hay in excess of last season's crop to be put on the market this year. We understand that the quality of this season's crop was far below normal; that only 5 per cent of it, for instance, was of No. 1 Timothy quality; that we had a very large percentage of hay ranging No. 3 and No. 4 Grade; with quite a percentage not of a commercial nature. This reasoning naturally developed an example which as a natural result showed us that not all of this hay could naturally go on the market this year; that in order to promote or help the qualities of hay, it was necessary to so regulate the disposition of the higher qualities as to force receivers to take on the lower grades. There only being 5 per cent of the No. 1 quality for disposition, the working out of the problem in this way was the only logical solution of it.

We believe that the situation has been regulated in a wonderfully precise and well regulated way so far this year. We do not believe that there was ever a time when the outlook was so dismal; the impossibilities looming up so great as this year. We have gone through a time when conditions looked very much depressed; this depression appears to us more hazardous than common by virtue of the very high prices we were able to obtain last season. Disappointment started out with this season's crop and has followed us throughout, but at the same time we have done wonderfully well to have handled the situation and gotten the results that we have been able to show so far. Had not the regulator been put on this season's crop as we feel sure it has, very much different would have been the results.

Hinging the possibilities for this season's crop as we viewed them from its inception with the assets that we have with us at the moment or have just passed through, gives us the very same dope that the dealers or interested parties of any nature have as a

OUR MARKET SIGNALS

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



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

basis on which to figure operations. These are the real angles to the situation from its very inception and on which its outcome must be figured.

The closing feature that affects us up to the moment and at the moment is the condition and tone of the hay situation at the present time, which, of course, has been affected by the assets and possibilities as given above. We know that the strictly high qualities of hay have been improved around \$1 per ton; that this character of hay will constantly draw a premium based on general conditions. On the other hand we also know that the grades of hay below this are not drawing any particular premium or being looked on with any particular favor, therefore, the general summing up of the situation to-day shows that the very high qualities of hay ought to be maintained on their present level with a possibility of still showing an advance, that the common qualities of hay do not look at all promising, that quite possible would the outcome be that not all of the lower qualities will be placed on the market. This being the case, we must continue to keep our regulator on the disposition of this hay or we can destroy what is seemingly a strong possibility for our good stuff with its natural sympathy on the common qualities, but if you should start to dump your hay today

you can be well assured of a thoroughly demoralized market at once and on every class of hay.

DETROIT—The Detroit situation continues to be of a conservative nature with better classes of hay selling readily at quotations and of a naturally considered premium nature, while common qualities of hay in either mixed or low grade timothy varieties are draggy with actual sales hard to make in advance of prior quotations.

HAY—DETROIT MARKET.

No. 1 Timothy	\$15.00
No. 2 Timothy	12.50
No. 3 Timothy	9.00
Light mixed	12.50
No. 1 mixed	11.50
No. 2 mixed	8.00
Rye Straw	9.00
Wheat and Oat Straw	8.00

PITTSBURGH—It is seemingly impossible for the Pittsburgh situation to rally on anything excepting the very top qualities of hay. There was a little brighter tone to the situation, reflecting on clover hay of good color and quality, but on practically everything else below No. 1 timothy or a close counterfeit, the situation was very disappointing.

HAY—PITTSBURGH MARKET.

No. 1 Timothy hay	\$15.50
No. 2 Timothy hay	13.50
No. 3 Timothy	11.00
No. 1 Light mixed hay	13.00
No. 1 Clover mixed hay	13.00
No. 1 Clover hay	12.00
Fine Prairie Packing Hay	10.00
No. 1 Oat straw	9.00
No. 1 Rye Straw	11.00
No. 1 Wheat straw	9.00

CHICAGO—On account of a considerable increase in receipts, the Chicago market has naturally become in an overfed condition. Added to this there does not seem to be the real keen demand or as much of a demand as we have heretofore experienced. The combination of these two angles has forced a lowering of prices in order to effect sales.

HAY—MICHIGAN ZONE PRICES.

Zone No. 1 Michigan	\$10.00
Zone No. 2 Michigan	12.20
Zone No. 3 Michigan	13.00
Zone No. 4 Michigan	12.90
Zone No. 5 Michigan	12.40
Zone No. 6 Michigan	12.50
Zone No. 7 Michigan	13.70

NOTE—The prices quoted are for No. 1 Timothy in the different freight zones. This gives you the price dealers should be able to pay for this commodity f. o. b., their station, under existing market conditions. Handling charge not included.

Last Moment Market Flashes

THE LAST MINUTE before going to press, we secure quotations on the several commodities from the principal market centers. A detailed statement covering conditions, our predictions and special advice, will be found with each commodity on the following pages. The very latest quotations are:

Wheat, No. 1 White (large mills paying)	\$1.07
Wheat, No. 2 Red (large mills paying)	1.08
Oats, Standard	.38
Rye	64 $\frac{1}{2}$
Beans	2.08
Hay (best market today, New York), at	20.00
Potatoes (best market today, Pittsburgh), at	.45
Butter	.32
Poultry	.17
Broilers	.25
Eggs	.18

BY way of explanation the prices quoted: "Large Mills are paying" refers to the prices paid f. o. b., mills for the quality quoted. We give you the "best market today" merely to show you what prices could be secured for commodities quoted if same were on track at markets named. These quotations, carefully considered, give you the drift of the market.

HAY—CHICAGO MARKET.

Choice Timothy	\$17.00
No. 1 Timothy	15.00
No. 2 Timothy	13.00
Light Clover Mixed	13.00
No. 2 Mixed hay	10.00
No. 3 Timothy	10.00
Clover	10.00
Threshed Timothy	8.00
Marsh feeding hay	7.00
Packing	6.00
Choice Alfalfa	18.00
No. 1 Alfalfa	16.00
Rye	8.00
Oats	7.00
Wheat	6.50

BOSTON—Receipts for the week were 307 cars of hay, 13 cars of straw, with two cars of this hay billed for export; corresponding week last year 326 cars of hay, 9 of straw, 64 cars of hay billed for export. This shows a decrease of 19 cars of hay this year compared with last. We are aware of the difference in the selling value of hay this year as compared with last. This does not prove that the amount of hay going on the market as compared with last year's situation has forced the change in its selling strength. It would not appear from the above example that supply and demand was regulating the market at this point. The demand all round is only fair, with the poor grades of hay selling very slowly.

HAY—BOSTON MARKET.

	Large bales.	Small bales.
Hay, choice	\$21.50	\$20.50
Hay, No. 1	19.50	19.50
Hay, No. 2	17.00	17.00
Hay, No. 3	14.00	14.00
Hay, clover	15.00	15.00
Hay, clover mixed	15.00	15.00
Hay, stock	13.00	13.00
Long rye straw	13.00	
Tangled rye straw	12.00	12.00
Oat straw	11.00	11.00

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

NEW YORK—The demand this last week on the New York market has been very good—the situation all around quite satisfactory. This has reference more to the activity of the market situation, its tone, etc., than to real monetary consideration. There has not been any decided change in the selling strength; quotations are not being changed to speak of, but if it were possible to continue an improvement in the tone to the situation quotations would be the next warrantable change to make.

HAY—NEW YORK MARKET.

New Hay:	Large bales, per ton.	Small bales, per ton.
Timothy—Choice		
No. 1	\$21.00	\$21.00
No. 2	18.00	17.00
No. 3	14.00	13.00
Light Clover Mixed	17.00	17.00
No. 1 Clover Mixed	16.50	16.50
No. 1 Clover	16.00	16.00
No. 2 Clover Mixed	13.50	13.50
Straw—		
No. 1 Rye	17.00	
No. 2 Rye	16.00	
No. 1 Oat	11.50	11.00
No. 1 Wheat	11.50	

NOTE—Large bales weigh from 200 to 250 pounds; medium bales from 80 to 150 pounds.

"Received the book and 'pink sheet' and am pleased with both."—Clayton Ewalt, Imlay City, Mich.

POTATOES

We open our dictation this week appreciating that the producer of potatoes and the local handler of potatoes are making the fight of their lives to maintain and help the situation that confronts us at the moment. On the other hand we appreciate that the receiver of potatoes from the large handler down to the consumer is looking for lower prices. There you have the exact situation confronting the potato situation at the present time. At the best you can at once appreciate that the potato situation is having an uphill fight con-

stantly. No other conception can be maintained of the situation with the developments as they show today. It seems to be the disposition of the local handlers of potatoes to take a chance on the market becoming better, showing an advance over its present standard of levels. The large receivers of potatoes are taking an opposite stand and by their actions thoroughly demonstrating that their feelings towards the outcome of the potato situation are not in keeping or sympathy with that of the seller.

We know that this is true from a receiver's standpoint by virtue of actual trades going on today; we know that the receiver is hanging back buying only in a hand to mouth way and trying constantly to buy just a little cheaper. There is no disposition on their part to speculate on the situation that is now with us. We do not feel that there is any holdup combination or otherwise as far as the receiver of potatoes is concerned. In proof thereof we have the manner in which they are handling the situation at the present time and the manner in which they have been handling it all through the season. If they were trying to take advantage of the situation there would be a time when they would jump in and buy up practically everything in sight, thereby injecting speculation into the situation for the purpose of doing themselves a real good.

This not being the case and far from it, it goes to show that the potato situation today is of a very conservative nature. Its outcome is very indefinite. We will not say that there are no possibilities for an advancement based on the present, because there are always possibilities, but with the very indefinite situation that confronts us at the moment, it is conservative to state that the possibilities are just about even for an advance or for a further decline. There are angles to the situation which would make possible a better situation, and there are also angles to the situation which if developed, would almost destroy the future possibilities of this season's crop.

We have about an equal chance in the game today; we have just a little more than an equal chance naturally, because potatoes at 30 cents to the producer is way below a normal level. From a high-cost-of-living standpoint and taking food stuffs which go to make it, into consideration, we absolutely know that potatoes at 30 cents are way below a conservative level, therefore, that one feature in itself forms a basis on which we have a right to expect, or at least hope that future conditions will show an improvement. The angle to the situation which keeps our nose to the grindstone is Wisconsin and Minnesota. If they would ever get cleaned up to a point where they could take care of the western and southern markets, instead of taking care of this and the eastern, we as Michigan, Maine and New York shippers could take care of the eastern situation and at an advance of at least 25 cents per bushel.

Added to the Wisconsin and Minne-

sota situation, we have the new potato crop as a contender. If something should happen to the same to shorten it up, its result would be of an advancing influence on old potatoes. As the game stands today, we would make a fight for a better price. We have shown you above our logical reasons why. We do not consider this action from a speculative standpoint but from a fighting standpoint for a price which will show us as a producer a price in justice with the intrinsic value of our manufactured product.

POTATOES—MICHIGAN ZONE PRICES.

Zone No. 2 Michigan	.....\$ .32
Zone No. 4 Michigan	..... .34
Zone No. 5 Michigan	..... .32
Zone No. 6 Michigan	..... .34
Zone No. 7 Michigan	..... .34

The prices shown are what potatoes will net shipper in the different zones. This will enable you to compare with local dealer's price and determine what action you will take as to disposition.

DETROIT—The disposition continues to be of a forcing nature on this market—overfed is the situation constantly. This not only makes the market indefinite but has a tendency to make it sluggish and of a reducing instead of advancing nature. We appreciate that the general situation is somewhat easy, but we do feel that the Detroit market is not quite in line with possibilities it could well establish.

POTATOES—DETROIT MARKET.

Bulk from car, per bu....	.40 to .43
*Sacked from car, per bu....	.43 to .45
*Sacks must be even weight, 150 pounds.	
Price quoted includes cost of sack, about 10½¢ each.	

CINCINNATI—The receipts of potatoes on the Cincinnati market continue to be very liberal. Not only is this true with old potatoes but with new stock as well. The tone to the situation is comparatively healthy, with sales being made in sympathy with conditions existing on the natural outside markets.

POTATOES—CINCINNATI MARKET.

Bulk from car, per bu....	.40 to .45
*Sacked from car, per bu....	.43 to .48
*Sacks must be even weight, 150 pounds.	
Price quoted includes cost of sack, about 10½¢ each.	

PITTSBURGH—The flooded situation brought about the result of a great many cars being dumped onto this market all at one time. You can readily appreciate why this was the case. Many of these cars were started for the Pittsburgh market before the flood was raging. The natural result was an accumulation between shipping point and Pittsburgh. When railroad conditions became passable it allowed a very heavy movement to this market at one time. The result has been that the Pittsburgh market

is somewhat congested—just a little overfed at the present time.

POTATOES—PITTSBURGH MARKET.

Bulk from car, per bu....	.40 to .45
Sacked from car, per bu....	.45 to .49

"Your 'pink sheet' is a great little paper and is always looked for."—Jesse Whitman, Freeland, Mich. R-1, Box 11.

WHEAT

The wheat market seems to be one grand puzzle at the present time, with the sentiment getting into a badly mixed condition. I think we are all aware that crop conditions in this country are very favorable. This has caused a bearish angle to the situation; but in face of this and in spite of large stocks of old wheat and the promise of a bumper crop to follow, linked with the earnest endeavor of bear traders, prices have not seemed to yield as the bearish influences would suggest.

WHEAT—DETROIT MARKET.

No. 1 White	.....\$1.07
No. 2 Red	..... 1.08

Speculative Prices.

July delivery	..... .94
*May delivery	..... 1.08

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

There must be something to the foreign situation in the way of demand that is keeping a good stiff backbone to the wheat situation constantly. We are advised that Argentine shipments are falling off; that prices in South American markets have been greatly stiffened, that the burden of supplying the European deficiency would fall on this country. Everything seems to be of a flattering nature as to the future possibilities of a large crop. Reports from the winter-wheat sections continue of a most flattering character. Insects have been reported in some sections, but only once; dry weather has threatened certain states, but these have now had showers and are temporarily at least in fine condition. In face of all of these bearish influences the market continues strong.

WHEAT—CHICAGO MARKET.

No. 2 Red\$1.00
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Speculative Prices.

*July delivery92½
*May delivery92½

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

"Have had the paper since the last of March and like the style and git of the little 'pink sheet'."—B. T. Hanna, Grand Blanc, Mich.

BEANS

Instead of telling the readers of this paper every week what I think of the bean situation, wish I could turn the tables on you and ask you what you think of it. If this were possible it might work out that the combination of our ideas would be of real good to the general situation, but in face of this impossibility, we will continue to go along as the dictates of the commercial situation comes to us, hoping that we may be of real service to you in the best marketing of your this season's crop.

We wish to congratulate you, as raisers of Michigan beans, on the nerve and general manner in which you have handled your crop so far. We believe you have responded to the dictation in this market sheet, and as a result, we believe you can see that a real good has been done the situation in general, and that the reason of this good having been done, is through the natural accomplishment coming through regulation of our commodity. We can see that you, as producers of beans, have been put to a real test; we can also feel that you have stood up under that test as you never stood up under it before, and the reason of your standing up under it is the great pleasure that comes to us as advisers through the little sheet of the conditions as we see them.

We not only feel able to study the situation from a large angle, but we absolutely know the disposition of the producer is to dispose of his commodities on a declining instead of an advancing market. When everything is going to pieces seemingly is when you want to rush to market and go with it. Only a short time ago beans showed to be in a very demoralized state—very much depressed—the market sagging to \$1.80. At the time the market was \$1.80 you are well aware of the advice we gave you and the reasons why we were giving you that advice, was thoroughly demonstrated. We tried to prove to you that it was not by virtue of the amount of beans back, but by virtue of the manner in which the beans already going forward had been handled. In accordance therewith we told you to hold your beans, providing, of course, they were in a thoroughly merchantable condition.

The development of the market up to its standard today of \$2.05 shows that we doped the situation properly. Those of you who stood by us, displaying not only nerve but a study of the situation, have been able to reap the reward. We showed you last week the percentage of beans back, with the concrete example of what we ought to expect was possible to do with the remainder of this crop. No game is of value from a monetary or physical position, that does not give you something definite.

Continued on Page Six

MICHIGAN FREIGHT ZONES

IN order to keep in touch with the market conditions you should know the freight rate from your shipping station to the leading market centers. If you have the freight rate you have the key which places you in a position to know whether your local dealer is giving you the market price for your products or not. In connection with this article we give you the Michigan Business Farmer Zone Map. You will notice that this map is divided into seven freight zones. Your farm is located in one of these zones, and by referring to the table given below you will find approximately what it costs for carlot shipments to the different market centers. The rate given is per 100 pounds, and it should be remembered that these are the approximate rates which will, of course, differ a little from different points in the several zones, therefore it is advisable that you secure from your local station agent the correct rate from your station to any of the markets named. Remember the railroad companies are common carriers and the agent is obliged to give you the freight rates if you make a request. For example let us say that you reside in zone 5 and wish to ship a carload of hay to Pittsburgh. The rate is 22¢ a hundred or \$4.40 per ton. The quotations in

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

Zone 1—Sault Ste. Marie.

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

Zone 2—Kalkaska.

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

Zone 3—Bay City.

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

Zone 4—Greenville.

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

Zone 5—Sandusky.

New York City	..... .27½
Pittsburgh	..... .22
Cincinnati	..... .18
Chicago	..... .16
Detroit	..... .13

Zone 6—Vicksburg.

New York City	..... .29
Pittsburgh	..... .17
Cincinnati	..... .16
Chicago	..... .10½
Detroit	..... .11

Zone 7—Pontiac.

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



A Market Review from the Farmers Standpoint

HAY

The hay situation from week to week continues to demonstrate the most peculiar angles to the same this season and the continued indefiniteness of possibilities for its outcome. We can see by being in touch with terminal markets in all directions and in many cases in actual touch with receivers that there are many angles being considered by them and which is the basis on which they are trying to determine the future possibilities of this season's crop.

We understand quite thoroughly the situation that exists from a producer's and local dealer's standpoint, and think we understand their attitude and reasons they are maintaining for the same. We continue to experience a very conservative situation. As demonstrated in our last week's issue, we have just passed through a season of the year, combined with conditions which should have gone to make up real assets to the general situation as affecting the possibilities of the balance of our crop.

These assets were no other than the flooded situation, bad roads condition in the country, and preparations on the farm for spring seeding. Every one of these is a prime factor in the development of a better market situation either of a temporary nature or of a continued and substantial betterment. Never before have we had these three angles of an asset nature coming along in such a close proximity as this season. From a producer's angle, we must consider all of these things as they come up and determine as accurately as we can the outcome or the modification on the outcome that they should create.

Going back into the situation a little farther, practically to the inception of the season, we know that we started out with about 3,000,000 tons of hay in excess of last season's crop to be put on the market this year. We understand that the quality of this season's crop was far below normal; that only 5 per cent of it, for instance, was of No. 1 Timothy quality; that we had a very large percentage of hay ranging No. 3 and No. 4 Grade; with quite a percentage not of a commercial nature. This reasoning naturally developed an example which as a natural result showed us that not all of this hay could naturally go on the market this year; that in order to promote or help the qualities of hay, it was necessary to so regulate the disposition of the higher qualities as to force receivers to take on the lower grades. There only being 5 per cent of the No. 1 quality for disposition, the working out of the problem in this way was the only logical solution of it.

We believe that the situation has been regulated in a wonderfully precise and well regulated way so far this year. We do not believe that there was ever a time when the outlook was so dismal; the impossibilities looming up so great as this year. We have gone through a time when conditions looked very much depressed; this depression appears to us more hazardous than common by virtue of the very high prices we were able to obtain last season. Disappointment started out with this season's crop and has followed us throughout, but at the same time we have done wonderfully well to have handled the situation and gotten the results that we have been able to show so far. Had not the regulator been put on this season's crop as we feel sure it has, very much different would have been the results.

Hinging the possibilities for this season's crop as we viewed them from its inception with the assets that we have with us at the moment or have just passed through, gives us the very same dope that the dealers or interested parties of any nature have as a

OUR MARKET SIGNALS

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



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

basis on which to figure operations. These are the real angles to the situation from its very inception and on which its outcome must be figured.

The closing feature that affects us up to the moment and at the moment is the condition and tone of the hay situation at the present time, which, of course, has been affected by the assets and possibilities as given above. We know that the strictly high qualities of hay have been improved around \$1 per ton; that this character of hay will constantly draw a premium based on general conditions. On the other hand we also know that the grades of hay below this are not drawing any particular premium or being looked on with any particular favor, therefore, the general summing up of the situation today shows that the very high qualities of hay ought to be maintained on their present level with a possibility of still showing an advance, that the common qualities of hay do not look at all promising, that quite possible would the outcome be that not all of the lower qualities will be placed on the market. This being the case, we must continue to keep our regulator on the disposition of this hay or we can destroy what is seemingly a strong possibility for our good stuff with its natural sympathy on the common qualities, but if you should start to dump your hay today

you can be well assured of a thoroughly demoralized market at once and on every class of hay.

DETROIT—The Detroit situation continues to be of a conservative nature with better classes of hay selling readily at quotations and of a naturally considered premium nature, while common qualities of hay in either mixed or low grade timothy varieties are draggy with actual sales hard to make in advance of prior quotations.

HAY—DETROIT MARKET.

No. 1 Timothy	\$15.00
No. 2 Timothy	12.50
No. 3 Timothy	9.00
Light mixed	12.50
No. 1 mixed	11.50
No. 2 mixed	8.00
Rye Straw	9.00
Wheat and Oat Straw	8.00

PITTSBURGH—It is seemingly impossible for the Pittsburgh situation to rally on anything excepting the very top qualities of hay. There was a little brighter tone to the situation, reflecting on clover hay of good cool and quality, but on practically everything else below No. 1 timothy or a close counterfeit, the situation was very disappointing.

HAY—PITTSBURGH MARKET.

No. 1 Timothy hay	\$15.50
No. 2 Timothy hay	13.50
No. 3 Timothy	11.00
No. 1 Light mixed hay	13.00
No. 1 Clover mixed hay	13.00
No. 1 Clover hay	12.00
Fine Prairie Packing Hay	10.00
No. 1 Oat straw	9.00
No. 1 Rye Straw	11.00
No. 1 Wheat straw	9.00

CHICAGO—On account of a considerable increase in receipts, the Chicago market has naturally become in an overfed condition. Added to this there does not seem to be the real keen demand or as much of a demand as we have heretofore experienced. The combination of these two angles has forced a lowering of prices in order to effect sales.

HAY—MICHIGAN ZONE PRICES.

Zone No. 1 Michigan	\$10.00
Zone No. 2 Michigan	12.20
Zone No. 3 Michigan	13.00
Zone No. 4 Michigan	12.50
Zone No. 5 Michigan	12.40
Zone No. 6 Michigan	12.50
Zone No. 7 Michigan	13.70

NOTE—The prices quoted are for No. 1 Timothy in the different freight zones. This gives you the price dealers should be able to pay for this commodity f. o. b., their station, under existing market conditions. Handling charge not included.

Last Moment Market Flashes

THE LAST MINUTE before going to press, we secure quotations on the several commodities from the principal market centers. A detailed statement covering conditions, our predictions and special advice, will be found with each commodity on the following pages. The very latest quotations are:

Wheat, No. 1 White (large mills paying)	\$1.07
Wheat, No. 2 Red (large mills paying)	1.08
Oats, Standard	.38
Rye	64 1/2
Beans	2.08
Hay (best market today, New York), at	20.00
Potatoes (best market today, Pittsburgh), at	.45
Butter	.32
Poultry	.17
Broilers	.25
Eggs	.18

BY way of explanation the prices quoted: "Large Mills are paying" refers to the prices paid f. o. b., mills for the quality quoted. We give you the "best market today" merely to show you what prices could be secured for commodities quoted if same were on track at markets named. These quotations, carefully considered, give you the drift of the market.

HAY—CHICAGO MARKET.

Choice Timothy	\$17.00
No. 1 Timothy	15.00
No. 2 Timothy	13.00
Light Clover Mixed	13.00
No. 2 Mixed hay	10.00
No. 3 Timothy	10.00
Clover	10.00
Threshed Timothy	8.00
Marsh feeding hay	7.00
Packing	6.00
Choice Alfalfa	18.00
No. 1 Alfalfa	16.00
Rye	8.00
Oats	7.00
Wheat	6.50

BOSTON—Receipts for the week were 307 cars of hay, 13 cars of straw, with two cars of this hay billed for export; corresponding week last year 326 cars of hay, 9 of straw, 64 cars of hay billed for export. This shows a decrease of 19 cars of hay this year compared with last. We are aware of the difference in the selling value of hay this year as compared with last. This does not prove that the amount of hay going on the market as compared with last year's situation has forced the change in its selling strength. It would not appear from the above example that supply and demand was regulating the market at this point. The demand all round is only fair, with the poor grades of hay selling very slowly.

HAY—BOSTON MARKET.

	Large bales.	Small bales.
Hay, choice	\$21.50	\$20.50
Hay, No. 1	19.50	19.50
Hay, No. 2	17.00	17.00
Hay, No. 3	14.00	14.00
Hay, clover	15.00	15.00
Hay, clover mixed	15.00	15.00
Hay, stock	13.00	13.00
Long rye straw	18.00	
Tangled rye straw	12.00	12.00
Oat straw	11.00	11.00

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

NEW YORK—The demand this last week on the New York market has been very good—the situation all around quite satisfactory. This has reference more to the activity of the market situation, its tone, etc., than to real monetary consideration. There has not been any decided change in the selling strength; quotations are not being changed to speak of, but if it were possible to continue an improvement in the tone to the situation quotations would be the next warrantable change to make.

HAY—NEW YORK MARKET.

New Hay:	Large bales, per ton.	Small bales, per ton.
Timothy—Choice		
No. 1	\$21.00	\$21.00
No. 2	18.00	17.00
No. 3	14.00	13.00
Light Clover Mixed	17.00	17.00
No. 1 Clover Mixed	16.50	16.50
No. 1 Clover	16.00	16.00
No. 2 Clover Mixed	13.50	13.50

Straw—	
No. 1 Rye	17.00
No. 2 Rye	16.00
No. 1 Oat	11.50
No. 1 Wheat	11.50

NOTE—Large bales weigh from 200 to 250 pounds; medium bales from 80 to 150 pounds.

"Received the book and 'pink sheet' and am pleased with both."—Clayton Ewalt, Imlay City, Mich.

POTATOES

We open our dictation this week appreciating that the producer of potatoes and the local handler of potatoes are making the fight of their lives to maintain and help the situation that confronts us at the moment. On the other hand we appreciate that the receiver of potatoes from the large handler down to the consumer is looking for lower prices. There you have the exact situation confronting the potato situation at the present time. At the best you can at once appreciate that the potato situation is having an uphill fight con-

stantly. No other conception can be maintained of the situation with the developments as they show today. It seems to be the disposition of the local handlers of potatoes to take a chance on the market becoming better, showing an advance over its present standard of levels. The large receivers of potatoes are taking an opposite stand and by their actions thoroughly demonstrating that their feelings towards the outcome of the potato situation are not in keeping or sympathy with that of the seller.

We know that this is true from a receiver's standpoint by virtue of actual trades going on today; we know that the receiver is hanging back buying only in a hand to mouth way and trying constantly to buy just a little cheaper. There is no disposition on their part to speculate on the situation that is now with us. We do not feel that there is any holdup combination or otherwise as far as the receiver of potatoes is concerned. In proof thereof we have the manner in which they are handling the situation at the present time and the manner in which they have been handling it all through the season. If they were trying to take advantage of the situation there would be a time when they would jump in and buy up practically everything in sight, thereby injecting speculation into the situation for the purpose of doing themselves a real good.

This not being the case and far from it, it goes to show that the potato situation today is of a very conservative nature. Its outcome is very indefinite. We will not say that there are no possibilities for an advancement based on the present, because there are always possibilities, but with the very indefinite situation that confronts us at the moment, it is conservative to state that the possibilities are just about even for an advance or for a further decline. There are angles to the situation which would make possible a better situation, and there are also angles to the situation which if developed, would almost destroy the future possibilities of this season's crop.

We have about an equal chance in the game today; we have just a little better than an equal chance naturally, because potatoes at 30 cents to the producer is way below a normal level. From a high-cost-of-living standpoint and taking food stuffs which go to make it, into consideration, we absolutely know that potatoes at 30 cents are way below a conservative level, therefore, that one feature in itself forms a basis on which we have a right to expect, or at least hope that future conditions will show an improvement. The angle to the situation which keeps our nose to the grindstone is Wisconsin and Minnesota. If they would ever get cleaned up to a point where they could take care of the western and southern markets, instead of taking care of this and the eastern, we as Michigan, Maine and New York shippers could take care of the eastern situation and at an advance of at least 25 cents per bushel. Added to the Wisconsin and Minne-

sota situation, we have the new potato crop as a contender. If something should happen to the same to shorten it up, its result would be of an advancing influence on old potatoes. As the game stands today, we would make a fight for a better price. We have shown you above our logical reasons why. We do not consider this action from a speculative standpoint but from a fighting standpoint for a price which will show us as a producer a price in justice with the intrinsic value of our manufactured product.

POTATOES—MICHIGAN ZONE PRICES.

Zone No. 2 Michigan	.....	\$ .32
Zone No. 4 Michigan	.....	.34
Zone No. 5 Michigan	.....	.32
Zone No. 6 Michigan	.....	.34
Zone No. 7 Michigan	.....	.34

The prices shown are what potatoes will net shipper in the different zones. This will enable you to compare with local dealer's price and determine what action you will take as to disposition.

DETROIT—The disposition continues to be of a forcing nature on this market—overfed is the situation constantly. This not only makes the market indefinite but has a tendency to make it sluggish and of a reducing instead of advancing nature. We appreciate that the general situation is somewhat easy, but we do feel that the Detroit market is not quite in line with possibilities it could well establish.

POTATOES—DETROIT MARKET.

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

CINCINNATI—The receipts of potatoes on the Cincinnati market continue to be very liberal. Not only is this true with old potatoes but with new stock as well. The tone to the situation is comparatively healthy, with sales being made in sympathy with conditions existing on the natural outside markets.

POTATOES—CINCINNATI MARKET.

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

PITTSBURGH—The flooded situation brought about the result of a great many cars being dumped onto this market all at one time. You can readily appreciate why this was the case. Many of these cars were started for the Pittsburgh market before the flood was raging. The natural result was an accumulation between shipping point and Pittsburgh. When railroad conditions became passable it allowed a very heavy movement to this market at one time. The result has been that the Pittsburgh market

is somewhat congested—just a little overfed at the present time.

POTATOES—PITTSBURG MARKET

Bulk from car, per bu....	.40 to .45
Sacked from car, per bu....	.45 to .49

"Your 'pink sheet' is a great little paper and is always looked for."—Jesse Whitman, Freeland, Mich. R-1, Box 11.

WHEAT

The wheat market seems to be one grand puzzle at the present time, with the sentiment getting into a badly mixed condition. I think we are all aware that crop conditions in this country are very favorable. This has caused a bearish angle to the situation; but in face of this and in spite of large stocks of old wheat and the promise of a bumper crop to follow, linked with the earnest endeavor of bear traders, prices have not seemed to yield as the bearish influences would suggest.

WHEAT—DETROIT MARKET.

No. 1 White.....	\$1.07
No. 2 Red.....	1.08

Speculative Prices.

July delivery.....	.94
*May delivery.....	1.08

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

There must be something to the foreign situation in the way of demand that is keeping a good stiff backbone to the wheat situation constantly. We are advised that Argentine shipments are falling off; that prices in South American markets have been greatly stiffened, that the burden of supplying the European deficiency would fall on this country. Everything seems to be of a flattering nature as to the future possibilities of a large crop. Reports from the winter-wheat sections continue of a most flattering character. Insects have been reported in some sections, but only once; dry weather has threatened certain states, but these have now had showers and are temporarily at least in fine condition. In face of all of these bearish influences the market continues strong.

WHEAT—CHICAGO MARKET.

No. 2 Red.....	\$1.06
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Speculative Prices.

*July delivery.....	.92½
*May delivery.....	.92½

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

"Have had the paper since the last of March and like the style and git of the little 'pink sheet.'"—B. T. Hanna, Grand Blanc, Mich.

BEANS

Instead of telling the readers of this paper every week what I think of the bean situation, wish I could turn the tables on you and ask you what you think of it. If this were possible it might work out that the combination of our ideas would be of real good to the general situation, but in face of this impossibility, we will continue to go along as the dictates of the commercial situation comes to us, hoping that we may be of real service to you in the best marketing of your this season's crop.

We wish to congratulate you, as raisers of Michigan beans, on the nerve and general manner in which you have handled your crop so far. We believe you have responded to the dictation in this market sheet, and as a result, we believe you can see that a real good has been done the situation in general, and that the reason of this good having been done, is through the natural accomplishment coming through regulation of our commodity. We can see that you, as producers of beans, have been put to a real test; we can also feel that you have stood up under that test as you never stood up under it before, and the reason of your standing up under it is the great pleasure that comes to us as advisers through the little sheet of the conditions as we see them.

We not only feel able to study the situation from a large angle, but we absolutely know the disposition of the producer is to dispose of his commodities on a declining instead of an advancing market. When everything is going to pieces seemingly is when you want to rush to market and go with it. Only a short time ago beans showed to be in a very demoralized state—very much depressed—the market sagging to \$1.80. At the time the market was \$1.80 you are well aware of the advice we gave you and the reasons why we were giving you that advice, was thoroughly demonstrated. We tried to prove to you that it was not by virtue of the amount of beans back, but by virtue of the manner in which the beans already going forward had been handled. In accordance therewith we told you to hold your beans, providing, of course, they were in a thoroughly merchantable condition.

The development of the market up to its standard today of \$2.05 shows that we doped the situation properly. Those of you who stood by us, displaying not only nerve but a study of the situation, have been able to reap the reward. We showed you last week the percentage of beans back, with the concrete example of what we ought to expect was possible to do with the remainder of this crop. No game is of value from a monetary or physical position, that does not give you something defi-

Continued on Page Six

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Zone 1—Sault Ste. Marie.

New York City.....	.32
Pittsburgh.....	.38½
Cincinnati.....	.29
Chicago.....	.22
Detroit.....	.22

Zone 2—Kalkaska.

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

Zone 3—Bay City.

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

Zone 4—Greenville.

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

Zone 5—Sandusky.

New York City.....	.27½
Pittsburgh.....	.22
Cincinnati.....	.18
Chicago.....	.15
Detroit.....	.13

Zone 6—Vicksburg.

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

Zone 7—Pontiac.

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



Michigan Business Farming

The First Crop Reporter and Market Guide ever published solely in the
interests of those who make a business of selling the soil for food

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

EDITED UNDER THE DIRECTION OF MR. GRANT SLOCUM

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

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

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

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

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

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

ONE-CENT-PER-WEEK (when ordered for 50 weeks or more)
SEND 50c FOR 50 WEEKS.

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

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EDITORIAL

THE LAST BILL to be passed by the 1913 Legislature was placed in the hopper last Saturday afternoon, ground through the mill, and the Legislature adjourned. Of course, the session closed in the regular form—books, papers and state property of various kinds were thrown at the heads of the dodging members, and after a half-hour's horse-play, the wise solons folded their tents and departed for their homes.

Governor Ferris, taking his cue from President Wilson, who has made a record in overstepping the conventionalities of the past, personally visited both the House and the Senate. He complimented both bodies on the work that had been accomplished, and said that it was the best Legislature the State of Michigan had had for the past quarter of a century.

We are not going to take issue with the good Governor, for we really believe that so far as progressive legislation is concerned, the recent Legislature made a record to be proud of. Something more than five hundred bills were run through the hopper, and until the grist is sorted it is going to be mighty hard work to tell just what the harvest will be.

However, it can truthfully be said that the bulk of the legislators, sensible of the trend of the times, endeavored to carry out the wishes of their constituents—and why not? They were elected after a hard-fought campaign in which party lines

were wholly obliterated, and in which partisanship found no place. The people spoke in terms so clear that even the partisan politician understood, and meekly consented to the will of the majority, if not the will of the people.

We are not going to attempt to catalog the new laws. More have been enacted than will ever be enforced, and it has well been said that what we most need is not new laws, but the enforcement of those we have on our statute books. A few of the new laws that pertain particularly to farmers and farming interests are as follows:

A bill to provide for the organization, regulation and conduct of co-operative corporations, companies and associations. This we consider one of the most important bills passed in the interests of the farmers.

Buyers of cream and butter who own strings of stations cannot pay more for these products at one point than they do at another with the idea of crushing competition.

Packages of fruits and vegetables will be so regulated as to prevent the deception of consumers.

A bill gives the State dairy and food department the power to enforce laws regarding just weights and measures.

It is provided that all farm and orchard produce commission merchants must secure a license from the State dairy and food department to do business, and the commissioner is given au-

thority to cancel a license and put any such merchant out of business who isn't doing business on the square.

The laws regarding the sanitary output of cream, milk and other dairy products have been strengthened and more strict regulations have been placed upon the creameries and other dairy stations such as cream stations and cheese factories.

A law has been passed declaring it unlawful to feed animals or fowl the flesh of any animal that has died of old age or sickness, or to feed diseased offal.

A bill makes it unlawful to sell or to expose for sale as butter any product that contains less than 82½ per cent milk or butter, also making it unlawful to sell or offer for sale as cream any article containing less than 18 per cent of milk fat.

A law has been passed which requires that shipments of table grapes must be packed securely in eight-pound baskets and that each basket must be marked with the name of the grower and shipper so that deception in packing grapes can be traced back.

A bill regulates the sale of vinegar so the purchaser will not be deceived by having delivered to him the low-cost malt vinegar when he thinks he is getting cider vinegar.

The serving of oleomargarine or butterine will be permitted, in state institutions, when genuine butter cannot be obtained for 28 cents per pound.

It is provided that no calf under four weeks of age can be killed for food consumption.

Here we have just a baker's dozen of new laws which affect

the farmer. Many other important laws have been passed which affect the interests of the state at large; these will be discussed from time to time.

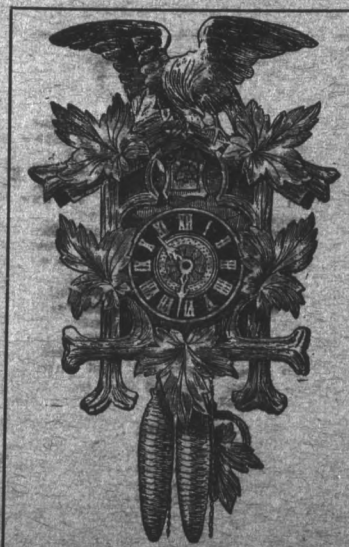
Doesn't it strike you, Mr. Farmer, that too many of the laws given above have been enacted to prevent the farmer from deceiving the consumer? The Follett bill which would have prevented fraud on the part of the buyer, was defeated. This is to be regretted.

We believe that all laws which will insure pure food are essential to the welfare of the state; we heartily endorse such laws; but we don't believe the Legislature ought to pass laws which place a greater burden and greater expense upon the farmer without making it tolerably safe that his profits will be commensurate.

Nevertheless, the humble citizens of the state of Michigan are to be congratulated: First, because of the fact that the Legislature has adjourned, and we know what laws have been passed and are sure that we shall not be troubled with the law-makers for another two years; and second, let it be remembered that we are just emerging from the control of the professional politician, and we must not expect all good things to come in one season. Less than a decade ago the "immortal nineteen" of the Senate absolutely controlled all legislation in this state, and not one of the bills that has passed during the recent session of the Legislature could have seen daylight a half dozen years ago.

Surely the world do move, and the humble Michigander is slowly coming into his own.

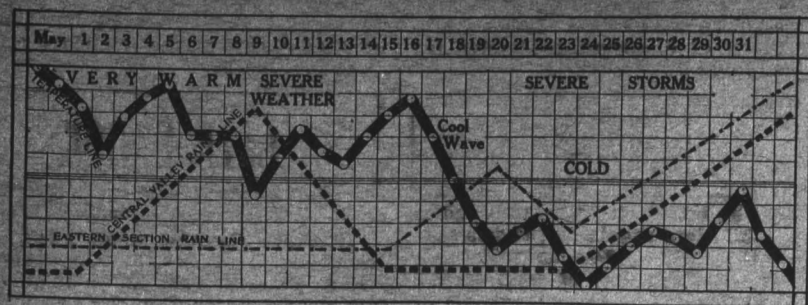
How Often Have You Wanted a Real Swiss Cuck-oo Clock



I HAVE been looking for a real novelty to offer my friends who are helping me to add new business farmers names to the rapidly growing "pink-sheet" mail list, AND I HAVE FOUND IT! Here is a genuine Swiss Cuck-oo Clock, made in the Swiss mountains by the peasants who carve them from the brown wood of the forests, fitted with machined clock-works and operated with pine-cone weights. Every half hour the clock strikes and the cuck-oo bird chirps a cheery little note from his nest under the carved bird and leaf design. The clock itself is a full 10 inches in height, 5 inches wide and has a 2-inch dial with ivoryized figures and hands. I want every "pink-sheet" reader who has ever wanted a cuck-oo clock to have one. ANY READER WHO WILL MAKE SIX (6) NEW FRIENDS FOR THE "PINK-SHEET" AND SEND THEIR SUBSCRIPTIONS FOR ONE YEAR AT FIFTY CENTS (50c) EACH CAN HAVE ONE OF THESE CLOCKS SHIPPED, ALL CHARGES PAID, TO

HIS OR HER ADDRESS. This is the week's best premium offer from
Circulation Dept., MICHIGAN BUSINESS FARMING, Detroit, Mich.

FOSTER'S WEATHER BULLETIN



May temperature will average about normal. Normal means the average of many years for the month and place, and normal temperatures and rain constitutes the best crop weather. May will bring a drouth to large sections of this continent. Most rain in northeastern states, east Gulf coast and southern plains states, immediately east of Rockies. Not as good crop weather as in April. Dangerous storms May 21 to June 3. Most rain in great central valleys week centering on May 9 and in eastern sections 18 to 31.

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

Washington, D. C., May 3.—Last bulletin gave forecasts of disturbance to cross continent May 3 to 7, warm wave 2 to 6, cool wave 5 to 9. This will cause unusually high temperatures and dry weather but some rains will occur irregularly in various places as the cool wave comes in. Our danger signals will hang out for the great steamship route to Europe from May 8 to 14, beginning near the grand banks, in the vicinity of New Foundland, not far from May 8.

Next disturbance will reach Pacific coast about May 8, cross Pacific slope by close of 9, great central valleys 10 to 12, eastern sections 13. Warm wave will cross Pacific slope about May 8, great central valleys 10, eastern sections 12. Cool wave will cross Pacific slope about May 11, great central valleys 12, eastern sections 14.

This will be a fierce storm from the Pacific to the Atlantic as the storm crosses the continent from about May 8 to 13. There are indications that it will be at its greatest force on May 12, about the time, or a little before, it reaches meridian 79, a line running north near Pittsburgh, Penn. While this storm is not expected to be so dangerous as some of the recent storms, all should be on the lookout. There may be no tornadoes but it is best to be on the safe side. Much greater storms are expected last part of May.

The rains of this disturbance will not cover large sections but will be concentrated and some heavy downpours may be looked for. It is not possible now to locate such rainfalls. A large part of the country will remain dry and will be robbed of moisture to make up the heavy local rains. The cool wave preceding this disturbance will carry frosts further south than usual, but the cool wave following will not bring very low temperatures.

Another disturbance will reach Pacific coast near May 13, cross Pacific slope by close of 14, great central valleys 15 to 17, eastern sections 18. Warm wave will cross Pacific slope about May 13, great central valleys 15, eastern sections 17. Cool wave will cross Pacific slope about May 16, great central valleys 18, eastern sections 20.

This disturbance will be at its greatest force on Pacific slope but is not expected to be dangerous. Temperatures will go very high and sections where drouth prevailed previously will suffer from evaporation. But a great fall in temperature will come with the cool wave and some of the drouth sections will get temporary relief. Frosts will go further south than usual and the next cool wave will carry frosts further south still and tender plants should be protected in northern sections.

We are now publishing 8-page pamphlets explaining the causes of our weather changes, how to forecast and giving instructions that will better enable readers to understand our forecasts. These pamphlets will be mailed to all newspapers and maga-

zines that publish our forecasts. They will also be mailed free, on receipt of a 2-cent stamp, to all subscribers to periodicals that publish these bulletins. The pamphlets contain many graphic illustrations and have been prepared with great care and at great expense. No. 2 is now ready for distribution.

The U. S. Weather Bureau is publishing forecasts about a week in advance. Their forecasts are based on the eastward drift of the disturbances after they appear on the north Pacific ocean and they seem to verify our forecasts calculated months in advance, as their later forecasts are very much like our older forecasts.

PLACES THE LOAD ON THE FARMER

(Continued from Page One)

breaking point with the least possibility of serious retaliation.

A common sense view of the proposed tariff as affecting agriculture was recently given by Representative J. M. C. Smith.

He declared that farming is seeing the dawn of scientific treatment and any law that will suddenly reduce the price of agricultural products, would be a serious blow to progressive farming. Mr. Smith reviewed the history of tariff legislation, pointing out "that national prosperity invariably existed under protective tariff and that free trade or tariff for revenue only legislation, always brought on disaster."

"Is all the effort to make farming more profitable and country life more desirable to be arrested by the hands of the law makers of our country?" asked Mr. Smith. "Is the hand of the husbandman to be stayed and the greatest of all industries retarded, the value of farm holdings diminish and the profit of his toil swept away?"

Declares Bill Discriminatory. "The Underwood bill is a direct blow at our agriculture. It puts nearly all of the farmers' products upon the free list, or reduces them below a protective duty and compels him to compete with the agricultural products of foreign countries. This bill is discriminatory. It permits other countries to levy duty on our products, while they can import their like products without paying duty."

"It places a duty on the raw material, while it allows the finished product to come in free. If you wish to help the American workman and the manufacturer, put a duty on the manufactured article."

Dr. Smith illustrated what, he said, would happen to the farmer, by giving the history of the wool tariff under a former Democratic bill. He said:

"Under the last year of the Wilson-Gorman free trade tariff-for-revenue-only bill in 1897 and before the Dingley bill took effect, there was imported into this country more wool than during any prior year or any year since the fiscal year of 1897. The older members of this house know that good sheep sold for 75 cents a head during those times of adversity."

Representative Cramton has also brought forward some points which should have careful consideration.

Arguing that the farmer cannot be injured without harming the laboring man, Mr. Cramton gave the history of the automobile industry. He asserted that, even with its continued protection, it will suffer because farmers, when the prices of their products go down, will not be able to buy machines.

"This tariff bill is a deliberate blow at the agricultural sections of the country and a studied political appeal to the laboring classes in the cities," said Mr. Cramton. "In the report of the Democratic majority of the ways and means committee, on this bill it is said: 'In the effort to relieve the consumer and to mitigate the high and rising cost of living 'schedule G,' which deals with agricultural products, has been thoroughly revised.'

Disastrous to Farmers.

"That is a very uncertain foundation upon which to build the prosperity of any country. The prosperity of one class contributes and helps the prosperity of every other class. You want to help the people in the cities by reducing the cost of living. Let me say that even if you succeeded in reducing the cost of living, to the extent that you take it out of the farmers of the country by reduction of the duty on farm products, you will not be helping the people in the cities to any appreciable extent in their living cost, but you will bring disaster upon the people whom I represent."

"You say you are not going to disturb any legitimate industries. And still you expressly deny protection to industries which are producing things we need and which save us from monopolistic robbery."

"For example, you propose free sugar. Free sugar means the end of the sugar beet industry in this country. And the beet sugar industry is a legitimate industry. The total production of sugar beets in my district, including five counties, as shown in the census of 1900, was only 18,925 tons, but in 10 years under the Republican protection tariff policy we increased that production to 157,000 tons. Has this been for the general advantage of consumers?"

FARMERS ROBBED BY CONSIGNEES

(Continued from Page One)

bone and be made to prosper, the farmer must get a price for his products which is very close to the price that is paid by the consumer.

There is nothing made by putting people on the land, even though fabulous crops can be raised, unless the market is such that profitable prices are paid to the producer. "The law of supply and demand" becomes a phrase fit for the lisping lips of fools if one will only compare the tremendous difference which exists between the price which the producer gets and the one which the consumer pays. In saying this, it is understood we are dealing with green food crops, such as vegetables and fruits, which form a wonderfully large part of the land's product each year.

In a study which was recently made of the public markets of this country and of Canada, the question was asked: "Is there any attempt in your market to lower prices?" In more than 25 per cent of the replies is found the simple answer: "Yes, by competition." That is an excellent reply, one which carries with it a weight of forceful meaning—were it not for the fact that the competition is between middlemen. The fundamental idea of the public market is to bring the producer and the consumer into contact—to bring about the ideal sale. But the number of public markets in which the producer sells to the consumer can be counted on the fingers of one hand. The actual condition which exists in the public market is that middlemen crowd the farmer, the producer, out. They buy his entire wagonload, readjust the price, and sell to a huckster who peddles to the consumer.

And, when the producer is at a distance from the market, when he must ship by freight or express, he is so often a loser by the shipment that, when one goes among a number of such shippers he finds very few who made money by the transaction. Cars are found to be "spoiled," or "in-transit too long," or "poorly packed," or "the market was glutted," or "the demand suddenly fell off."

There is a standard of hay, of grain, of lumber. There are boards of inspection which determine the standard. Yet, how frequently big shippers of such goods get messages that the car is not up to standard and a lower price is offered. A few years ago quite a few large yellow pine mills refused to ship to one large city in the north because of the prevalence of this practice. And, when it is understood that no standards exist for vegetables and fruit shipments, when there are no boards of inspection, when there are no arbitration committees, the producing shipper is in the hands of fate. Farming is two things in this day—production as a profession, and marketing as a business. The sooner the farmer realizes that he must come closer to getting the ultimate sales-price for his goods, the sooner will he be cranking his 60-horsepower car when he starts for market.

How true is it that there is strength in united effort. And how true it is that farmers are the last people who realize that truth.

In all parts of the country we find growers or shippers associations. But they merely ship—they do not sell. Selling is the essence of this game—and one way of selling is by direct representation at the point of sales contact. The farmers associations should have actual, active, executive, brain-possessing salesmen in the market where the goods are offered.

The time may come when all the growers and shippers associations will form one great federation, with selling agents in every large center, and with one central clearing house for all sales and to watch all markets, which central clearing house will direct the movement of all shipments to the markets where the goods are in demand, and thus relieve the glut in others; and when that time shall come the consumer will pay a less price and the producer will make money from the business of farming.

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Open to one live man in each county in Michigan who will act as our local manager in placing the "pink-sheet" in every business farmer's home. Man with horse, who can cover county and appoint local agents can make double this amount. We want only clean men, of good reputation, but every man who "makes good our requirements will make BIG MONEY, that we absolutely guarantee. Address today

Agency Department
MICHIGAN BUSINESS FARMING
DETROIT, MICHIGAN

THE MARKET SITUATION VIEWED FROM THE INSIDE

Continued from Page Three

nite in the way of what you are going to hope and fight for. We have contended right from the inception of the bean situation this year, that beans at some particular time before the new crop ought to touch \$2.40. We invite you to go right back to our last week's issue to see the example as we put it before you as a logical contender for \$2.40 as being possible. We admit that this is a long price; that we have set the stake far ahead; that it may be a goal hard to kick; we want you to feel that way; we want you to feel conservative, but we want you and invite you to study the situation and then regulate your fight to suit the possibilities as you see them. You cannot get around this—15 per cent of beans left with 33.1-3 per cent of the season left on which to place them—figure it out for yourself.

The time has come when the man that produces this stuff has got to sit down and think, study and fight if he wishes to maintain the same percentage of position that the fellow who sells your stuff is able to maintain. As readers of this sheet you have the very same dope on which to work that your dealer has; that places it right up to you as an individual and shows which of you is the stronger.

BEANS—DETROIT MARKET.

White, hand-picked basis \$2.08
Red Kidney 2.10

MICHIGAN ZONE PRICES.

Zone No. 2 Michigan 1.90
Zone No. 3 Michigan 1.99
Zones 4, 5, 6 and 7 Michigan 2.02

The above values represent what dealers are obtaining for beans, f. o. b. your station in zones shown. This is on basis of hand-picked beans.

OATS

The oat market continues to run along in about the same channel; there continues to be very little change in the situation or the tone to the same, with no injection of real spirit at any time. There continues to be a good healthy demand, trading being well assured on a good, clean-cut and conservative basis. We believe that there is still a possibility of an advance in the oat market, but we also believe that it is going to come slowly, but be well established.

OATS—DETROIT MARKET.

Standard \$.39
No. 3 white38
No. 4 white36
No. 2 Mixed37
No. 3 Mixed36

CINCINNATI — The receipts of oats were exceedingly light, with a good firm tone to the situation in evidence. This was directed to the better qualities, with only a sympathetic attitude shown to anything below. Buyers were taking hold comparatively free.

OATS—CINCINNATI MARKET.

Standard39
No. 3 White38
No. 4 White36
No. 2 Mixed37
No. 3 Mixed36

PITTSBURGH—There continues to be practically no real change to the situation. Receipts are heavy enough, which combined with the situation effecting coarse feed stuffs, continues to make an advance something of an uphill fight, although it is evident that the tone to the situation is in keeping with a possible advance.

OATS—PITTSBURGH MARKET.

Standard40
No. 3 White38½
No. 4 White37
No. 2 Mixed37
No. 3 Mixed36

MAMMOTH BARRED ROCKS, big-boned, not brassy, eggs 15 for \$1, 100 for \$5.50, orders filled as they come in, all eggs from farm-raised birds. MRS. GEORGE PETTIT, Rfd. 3, Port Austin, Mich.

CLOVER SEED

We have no particular advice by virtue of no particular change in the situation to report to you. The seed situation is going along very satisfactorily—the tone to the same is one of real spirit, and also of a conservative nature, which means that the foundation for the situation which we are now experiencing, is well founded, on which present possibilities have every right of being maintained.

CLOVER SEED—DETROIT MARKET.

June, prime \$12.00
Mammoth, prime 12.00
Alsike, prime 12.60
Timothy Seed, prime 1.65

APPLES

The week through which we have just passed has meant but very little to the general apple situation. From now on the influence of time is going to be comparatively slight. The season's crop is going to close in very soon, as far as Michigan apples are concerned. It is somewhat questionable as to whether we will experience very much of an advance over present prices. We would naturally hope and expect that a further advancement along the lines of high-class stuff was reasonable to look forward to, although we can in turn appreciate that there comes a time when any commodity is out of season, and when that time comes the consumption, which means nothing other than demand, is going to be cut off wonderfully.

We would not advise any one to fight too long, but to fight hard when you are at it, put in the finishing wallop pretty soon.

APPLES—GENERAL MARKET.

Fancy, per barrel 2.50 to 4.50
Ordinary, per barrel 1.00 to 2.50

CORN

There has been no material change in the development of the corn situation the past week. It is very true that our western neighbors have done practically nothing in the way of marketing during this time. The situation as we gave it to you last week still continues to be true as to the manner in which the western elevators are handling the situation. While we do not think they are burdened with supplies, still we do feel that they have quite some corn on hand as a rule.

Appreciating bad roads, condition and the trend of the situation, naturally we believe they are going to be conservative and of a well-regulated nature as to the disposition of the balance of the crop. This is going to

CORN—DETROIT MARKET.

No. 2 white 57½
No. 3 white 55½
No. 4 white 54½
No. 2 yellow 53½
No. 3 yellow 57½
No. 4 yellow 55½
No. 2 mixed 54½
No. 3 mixed 53½
No. 4 mixed 53½

CORN—CINCINNATI MARKET.

No. 2 white62
No. 3 white61
No. 4 white59
No. 2 yellow62
No. 3 yellow61
No. 4 yellow58
No. 2 mixed62
No. 3 mixed61
No. 4 mixed58

CORN—PITTSBURGH MARKET.

No. 2 white60
No. 3 white59
No. 4 white58
No. 2 yellow60
No. 3 yellow59
No. 4 yellow58
No. 2 mixed60
No. 3 mixed59
No. 4 mixed58

have much to do with the future possibilities of corn along advanced lines. The corn situation is certainly very firm at the present time. It has every ear mark of a strong contender for higher laurels.

BUTTER

The butter situation as based on the Elgin regulation, shows a little decline. We appreciate, of course, that the flow of milk at this time is beginning to show some increase, but we also know that there is no real reason why there should be any decline in the butter situation at the present time.

We know of a great many creameries today that are selling practically all of their cream to the makers of ice cream, etc., in the cities. We believe this angle to the situation more than makes up for any surplus in the milk flow. Something other than the real cause has been working—someone wants the standard of levels reduced and has accomplished it under unwarrantable conditions.

BUTTER—GENERAL MARKET.

Creamery No. 1, per pound33
Fancy Dairy, per pound32

EGGS

From quotations you will notice that there has been very slight variation in egg values during the past week—there is really no real change to the egg situation. It is to be expected that there will be a slight variance from week to week as to quotations. The egg game is a very large one and is handled very much the same as the wheat situation is, on the blackboard, therefore, quite some room is created for speculation and trading. This always invites more of a change than the real supply and demand situation would naturally suggest and regulate.

EGGS—GENERAL MARKET.

Large fresh \$.18
Medium fresh16

POULTRY

The market continues to show just a little easier feeling on poultry. As demonstrated last week, this has been brought about by the importation of carlot shipments from western states, mostly Iowa. As far as we are concerned locally, there could be no real limit put on the possibilities of poultry, but when the market reached 19 cents for live poultry, you can appreciate that it was pretty strong by the time it reached the consumer. The result was that there was a natural breaking up of demand. This resulted in the large dressers of poultry going to outside points for poultry at lower prices. It was not their intention to bring this poultry in here and reduce the market price; they hoped to take advantage of the market instead of reducing it, but when you start carlot shipments onto a market of this size, you are almost sure to depreciate it from a selling strength

POULTRY—DETROIT MARKET.

No. 1 Turkeys19 to .20
No. 2 Turkeys14 to .16
No. 1 Spring Chickens17 to .18
No. 2 Spring Chickens14 to .16
No. 1 Fowls17 to .18
No. 2 Fowls13 to .15
No. 1 Geese15 to .15½
No. 1 Ducks19 to .20

POULTRY—CHICAGO MARKET.

No. 1 Turkeys17
No. 2 Turkeys14
No. 1 Spring Chickens17
No. 2 Spring Chickens13
No. 1 Fowls17
No. 2 Fowls12
No. 1 Geese13
No. 1 Ducks15

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

LIVE STOCK

Cattle—Detroit.

Receipts for the week 1,711, last week 1,819. This shows a comparatively uniform run, there being only 108 head difference in the two weeks. There seems a disposition on part of buyers and the trade in general to reduce the standard of levels as previously set. It is not conservative to state that the market is without tone, because we do not feel that is the true situation. The market has tone enough—life enough—and spirit enough, but there is a sympathetic feeling not only on this market but others along the lines of reducing levels. To that end trading has been effected.

About the top for the best run of steers and heifers was \$8.00 to \$8.50; a run of steers and heifers averaging 1,000 to 1,200 pounds going at \$7.50 to \$8.00; 800 to 1,000 pounds averaging \$7.25 to \$7.50; light, good fat stuff 500 to 700 pounds \$6.00 to \$7.00. There was a fairly decent run of choice fat cows which met ready sale around \$6.50 to \$7.00; common run of cows going at \$5.50 and \$6.25.

While the Canner Department was not very liberal in the way of receipts, the run was going at around \$3.50 to \$4.25. Choice heavy bulls were bringing from \$7.00 to \$7.25, with fair to good bologna bulls meeting ready sale at \$6.50 to \$6.75.

In the Feeding Department there was some real tone to the situation, with 800 to 1,000 pound stuff going at \$6.75 to \$7.50; fair feeding steers the same weight \$6.25 to \$7.00; good choice stockers 500 to 700 pounds bringing \$6.50 to \$7.00. The more common kind bringing \$5.75 to \$6.25. A nice run of stock heifers were picked up at \$4.00 to \$5.00; good large young milkers were bringing \$65 to \$80; the common kind going at \$25 to \$50.

CATTLE—DETROIT STOCK YARDS.

Beef steers, good to prime heavy \$8.00 to 8.50
Beef steers, medium to good 7.00 to 7.50
Beef steers, common to fair 6.25 to 7.00
Beef cows, common to selected 5.25 to 6.50
Heifers, selected 7.00 to 7.50
Stock steers 5.00 to 5.75
Feeders 5.75 to 6.25
Canners and Cutters 3.50 to 4.25
Good to prime veals 6.00 to 9.50
Bulls 4.50 to 6.75
Dressed veal 8.00 to 13.00

Cattle—Chicago.

Extreme prices and bulk of native beef cattle sold here this week, quotations for carload lots, with comparisons:

	Number received	Extreme range	Bulk of sales
Monday, April 21	18,376	\$7.35@9.25	\$8.10@8.85
Tuesday, April 22	2,487	7.35@8.75	8.00@8.60
Wednesday, April 23	22,441	7.25@9.20	8.00@8.75
Thursday, April 24	4,075	7.25@9.00	7.90@8.60
Friday, April 25	1,000	7.35@8.40	7.60@8.25

Last week	77,250	7.25@9.25	7.90@8.75
Previous week	72,250	7.25@9.25	7.90@8.75
Four weeks ago	71,000	7.10@9.10	7.85@8.75
1912	5,600	5.60@8.90	6.75@8.30
1911	4,850	4.85@6.45	5.40@6.15
1910	5,750	5.75@8.50	7.00@8.00
1909	4,750	4.75@7.00	5.50@6.50
1908	4,400	4.40@7.25	5.85@6.90
1907	4,200	4.20@6.25	4.85@6.10

The week's trading on the Chicago market met with situations and conditions at times which bordered on the demoralized. Very keen was the sympathy for lower priced stuff; very aggressive was the fight to make the same possible and sure. Just at this time and under general conditions with which we naturally expect that meat products are surrounded, would tend to make the result facing us to appear of a terrific nature.

The market this week is from 15 to 40 cents lower than a week ago, the break applies mostly to steers of value around \$7.65 to \$8.25. There is absolutely no question but what a number of shipments have arrived

on this market during the week and sold for less money than was paid for the shipments at loading points.

The receipts have been beyond the demand for the last three weeks, the result is that all coolers show a liberal accumulation. The east cannot be looked to as an angle of escape because they are by no means short of supplies. This combination of conditions has put killers and shippers in absolute control of the situation. Five days of the last week shows a run of 48,400 head against 49,172 a week ago and 48,979 a year ago. So far prime big steers have shown but little of the general break. It is not figured that these will be much punished in the near future unless receipts should become abnormally heavy. With any regulations this class along with prime yearling stock will do well. It is 1,100 to 1,500 pound steers that are bearing the brunt of the decline. It now looks like a prospective \$8.00 to \$8.50 deal for the bulk of strictly good beefs of handy weights.

In the cow and heifer department, there was a decline of around 15 to 25c. In the past good handy heifers have been bringing about the same as steers, but now that there is a little easier feeling all along the line there is going to be a wider range of selling value because of the larger per cent of shrinkage between the two.

The bull department was affected the least of any. Good bologna bulls going around 10 cents higher than last week; with the common run of light stuff showing on a steady basis. The going was a little sluggish in the Canners and Cutters Department, with a very short quota on hand. Medium to good cutters are weak, to 10 cents lower; with plain canners showing on a little easier basis. The market was a little irregular on veal calves and with the tone to the situation gradually gaining as the week progressed. About a conservative estimate of the week's developments is shown by sales on good to choice calves to \$8.00 to \$9.25, with some prime assorted stuff going at \$9.50.

The trading in the Stocker and Feeder Department was somewhat slow, the country being disposed to buying moderately in spite of shortage of feeder stuff in sections which ordinarily at this time of the year have liberal supplies. The present position of the beef trade has had something to do with the demand in this line. The chief call seems to be from Illinois, Indiana and Ohio with attention drawn to choice light cattle, costing around \$7.60 to \$7.90, with a few choice grades in 900 to 1,000 pounds and higher going around \$8.00 and a little better. Good feeding heifers were quoted around \$6.50; good stock heifers around \$6.00 to \$6.40.

CATTLE—CHICAGO STOCK YARDS.

Beef steers, good to prime heavy	\$8.00 to 8.50
Beef steers, medium to good	7.90 to 8.25
Beef steers, common to fair	7.50 to 7.80
Beef cows, common to selected	3.50 to 7.90
Fat heifers, good to choice	5.75 to 8.75
Canners and cutters	3.40 to 4.75
Good to prime veals	5.00 to 9.50
Bulls	6.50 to 7.50

Cattle—Buffalo.

Worst trade of the year on steers was witnessed at Buffalo on the opening day of the week. During the latter part of last week, Chicago found good steers under the pens in goodly numbers, in some cases bids being under what they actually cost in the country. Monday, Chicago came in with 31,000, a too liberal supply and considerably in excess of general expectations. In the supply were many of the left over shipping steers last week and the result was that the eastern killers played Chicago against Buffalo for the better weight steers, resulting in prices being lowered all the way from 35¢ to 50¢ and at the decline, several loads of these, of which there were 40 to 50 went over unsold. This week the Jewish people are again observing holidays and

this cut in on the outlet considerably. Monday here, practically one large buyer was in the field for good weight steers—Swift—and he was a slow and deliberate taker, insisting on the decline all along the line. It was stated in some quarters that tariff agitation had caused some of the money lenders on cattle in the west to insist on steers that were in marketable shape to be forwarded. In other quarters it was insisted that the feeders were panicky and were ready to liquidate, with the result that too many cattle glutted the market for the opening day and buyers were placed in the position to dictate. Best handy weight steers showed almost as bad sale as the more expensive heavier steers. Better and higher priced cows and heifers were a shade weaker but the medium and common kinds showed practically no change. Stockers and feeders were steady, bulls brought last week's prices, while fresh cows and springers were little, if any, changed from last week. Best steers on offer ranged from \$8.40 to \$8.50, with best handy steers \$7.75 to \$8.00. A load of heifers made \$8.05. Bulls sold up to \$7.75.

CATTLE—BUFFALO STOCK YARDS.

Good to choice heavy steers	\$8.25 to \$8.50
Medium to fair heavy steers	8.25 to 8.15
Handy weight butchering steers	7.50 to 8.00
Fat heifers, inferior to choice	5.00 to 8.00
Fat cows, medium to choice	4.50 to 7.25
Canners and cutters	3.75 to 4.50
Bulls	5.00 to 7.50
Stockers and feeders	5.00 to 7.75
Milchers and springers	35.00 to 100.00

Calves—Buffalo.

Largest run of calves at Buffalo for many months—2,500 head. Trade active, prices ruling 50 cents lower than for the close of last week. Bulk of tops \$10.00, fair to good grades \$8.50 to \$9.50; strictly culls mostly, \$8.00 down and feds \$5.00 to \$6.00.

Calf Quotations.

Calves, choice to extra	\$9.75 to 10.00
Fair to good	8.50 to 9.50
Cull and common	7.50 to 8.50
Light thin	6.50 to 7.50
Fed calves	5.00 to 6.00

Hogs—Detroit.

The receipts for the week were 6,102, last week 8,148. This shows a decrease in receipts of practically 33 1-3 per cent. In face of this the market closed about 5 cents under last week. There seems to be a little feeling of indefiniteness existing on the part of the traders in both shippers and buyers. The supply seems to be in such a position as to make possible receivers manipulating the situation to a certain extent. They have just a little the best of the going argument.

HOGS—DETROIT MARKET.

Fair to choice butchers	\$8.90 to 8.95
Lightweights	8.90 to 8.95
Bears, according to weight	3.00 to 3.25
Pigs	8.90 to 8.95
Stags	One-third off

Hogs—Chicago.

Chicago daily range of hog values, top figures for carload lots:			
	Mixed	Heavy	Light
	Packing	Packing	Packing
	Medium	& Selected	& Selected
	and Butchers	Shipping	Shipping
195@255 lbs.	255@400 lbs.	135@195 lbs.	
April 18..	\$8.85@9.25	\$8.80@9.20	\$8.95@9.25
April 19..	8.90@9.30	8.85@9.20	9.00@9.30
April 21..	8.80@9.22 1/2	8.75@9.15	8.90@9.25
April 22..	8.65@9.10	8.60@9.00	8.75@9.05
April 23..	8.60@8.85	8.45@8.75	8.60@8.90
April 24..	8.55@8.85	8.50@8.80	8.65@9.00
April 25..	8.65@9.05	8.60@8.90	8.75@9.05
1912.....	\$7.55@8.02 1/2	\$7.00@8.05	\$7.50@7.90
1911.....	6.90@7.25	5.80@6.20	5.90@6.30
1910.....	6.30@6.65	5.30@5.65	5.25@5.57 1/2
1909.....	6.85@7.35	6.90@7.40	6.80@7.30

There seemed to be a fairly liberal run of hogs on the Chicago market during the week, with receivers showing a mean disposition, or in other words, a disposition to reduce selling levels in one manner or another. Five days of the week show 366,000 or 25,000 less than the same period last week; 57,000 less than like time last

year and 86,000 less than the corresponding five days two years ago. The total run for 1913 to date is 7,940,000, or 1,236,000 less than the same period in 1912 and 15,000 less than the corresponding time in 1911. This is the first time that receipts this year have shown a decrease compared with the corresponding period of two years ago.

The tone to the situation is well and good enough, but the disposition is certainly for a lower level of values. Every one is hammering along this line. The effect of their hammering shows in quotations, which to be conservative is right around 40 cents per 100; on good mixed packing stock 40 to 45 cents; on medium and butchers, in fact, around the same cut, right along the line.

HOGS—CHICAGO STOCK YARDS.

Mixed packing	\$8.65 to 8.80
Medium and butchers	8.80 to 8.85
Poor to good heavy packing	8.55 to 8.70
Lightweights	8.75 to 8.95
Selected 260-300-lb. packers	8.72 to 9.05
Pigs and throw-outs	2.00 to 9.25

Hogs—Buffalo.

Bad break in the hog market at Buffalo for the opening day this week, the heavy decline being due to the trade here being on too high a basis, as compared with other markets the latter part of last week and the heavy marketing Monday at all points put the buying end in position to dictate almost their own terms. Chicago with 50,000 head, showed prices 15¢ to 25 cents lower and at Buffalo, with 16,000, market stood 25¢ to 40 cents under last week's close. Chicago's top for light hogs Monday was \$8.70 and at Buffalo, packers bought the great bulk of the good desirable mixed grades at \$9.15, some very extreme heavies selling at \$9.00, with few of the 190 and 200-lb. grades bringing \$9.20 to \$9.25. Best yorkers \$9.15 to \$9.25 and pigs \$9.25 to \$9.80. Roughs \$8.00 to \$8.15, stags \$7.00 to \$7.50.

HOGS—BUFFALO STOCK YARDS.

Extreme heavies, 280 up	9.00 to 9.15
Heavies, 240 to 280	9.00 to 9.15
Mediums, 220 to 240	9.10 to 9.15
Mediums, 190 to 220	9.10 to 9.15
Mixed, 180 to 220	9.15 to 9.25
Yorkers, 150 to 170	9.15 to 9.25
Do light, 130 to 150	9.20 to 9.30
Pigs, 120 down	9.20 to 9.30
State hogs	8.75 to 9.25
Heavy ends	8.75 to 9.00
Roughs	8.00 to 8.15
Stags	7.00 to 7.50

Sheep and Lambs—Detroit.

Receipts for the week show around 4,830 against 4,367 one week ago, practically 500 head less than the corresponding week previous. In face of this there is a noticeable reduction of levels in all cases. The sales for the week show best lambs going at \$7.50 to \$7.75; with fair to good lambs \$6.50 to \$7.25; with light to common lambs \$5.25 to \$6.25; good yearlings \$6.75 to \$7.00; good fair run of sheep \$5.75 to \$6.25; culls \$3.00 to \$4.25; few spring lambs brought \$10 to \$11.

SHEEP—DETROIT STOCK YARDS.

Lambs, good to choice	\$7.50 to 7.75
Do fair to good	6.50 to 7.25
Yearling lambs, choice	7.50 to 8.00
Mixed sheep	5.25 to 6.50
Cull sheep	3.50 to 4.50

Sheep and Lambs—Chicago.

Top prices and the range for bulk of sales of sheep and lambs:			
	SHEEP.		LAMBS.
	Top.	Bulk.	Top.
This week	\$7.10	\$6.15@6.50	\$8.90
Previous week	7.50	6.00@6.65	8.25
Four weeks ago	6.75	6.00@6.50	8.80
1912.....	6.75	5.85@6.35	8.75
1911.....	4.60	3.85@4.10	6.30
1910.....	6.25	5.25@5.70	9.00
1909.....	8.15	5.25@5.70	8.80
1908.....	6.75	5.35@5.75	7.65
1907.....	7.10	5.25@5.65	8.75

The situation affecting sheep for the week closed comparatively satisfactory all around, buyers making no particular effort to force a reaction. This was because they needed offerings and the supply was too small to try any bearishness under the cir-

cumstances. It was an easy matter to get business because packers were around early and began operations as soon as sellers had holdings in salable shape. Trade started off active and continued so until this division was cleaned up. Good fat grades were considered about 25 cents higher than the close of last week, with this advance accumulating gradually. Not enough woolled offerings showed up from day to day to make actual comparisons, but the few on sale were considered higher. Buying classes were not to be had and quotations were barely steady, prime shorn western wethers selling at \$6.85; natives in the various classes were scarce and some medium shorn ewes sold at \$5.50. There were some good ones secured at \$6.00, and choice to prime ones at \$6.25; odd wethers sold at \$6.50 and upward; bucks going at \$5.50 and under; woolled ewes were taken at \$6.00 and higher, with some choice bucks going at \$6.00. It was evident from the start that there was quite a quota of lambs with buyers not very urgent bidders for offerings at the outset. Sales held firm in hard demand for steady to higher prices, with the result that a compromised market was the result. Fat grades were higher than a week ago, with the bulk of woolled lots off 5 cents, with the most of the shorn offerings showing 25 cents advance.

SHEEP—CHICAGO STOCK YARDS.

Lambs, good to choice	\$8.00 to 8.80
Do fair to good	7.50 to 8.00
Do cull to common	4.00 to 5.00
Yearling lambs, choice	7.50 to 8.00
Do cull to fair	4.00 to 5.00
Wethers, choice	6.75 to 7.90
Ewes, choice handy weight	6.00 to 7.00
Do choice to heavy	6.00 to 7.00
Cull sheep	3.50 to 4.00
Bucks	4.25 to 5.00

Sheep and Lambs—Buffalo.

Lamb trade at Buffalo, under a 70-car supply for the first day of the week, was stronger than last week's close by from 10¢ to 15¢, but the market was very slow. Sheep formed a large proportion of the receipts and prices were steady. Best clipped lambs sold from \$8.00 to \$8.15, market as the day advanced being weak, most of the late transactions on the choice handy lambs being made at \$8.00. Throw out lambs, \$7.00 down, skips selling down to \$5.00. Two loads of wool lambs sold early, one bringing \$9.00, the other \$9.10, but generally speaking, these kinds were very hard to place, eastern orders, in most cases calling for clipped stock. Best shorn yearling wethers \$7.00 to \$7.25. A load of very fancy shorn wether sheep reached \$6.65, but it took a choice handy kind to bring \$6.50. Top for ewes was \$6.15, with the majority selling from \$6.00 down and cull sheep went from \$5.00 down.

SHEEP—BUFFALO STOCK YARDS.

Quotations—Wool Stock.	
Lambs, good to choice	\$8.85 to 9.10
Do cull to fair	4.00 to 6.50
Clipped Stock.	
Lambs, choice to extra	\$7.95 to 8.15
Do fair to good	7.25 to 7.85
Do culls and common	4.50 to 7.00
Yearling, choice	6.75 to 7.25
Do cull to fair	4.00 to 6.50
Wethers	6.25 to 6.65
Mixed seed	6.00 to 6.25
Ewes, choice	5.75 to 6.15
Cull sheep	3.00 to 5.00
Bucks	3.00 to 4.75

Wool.

About all we can do in the matter of furnishing report on the wool situation is to fill space, because the situation from a general angle is just as indefinite at the moment as it was one week ago.

We have interviewed some of the very largest handlers of wool, with a result that reports received from them are of the same indefinite character as the results we are forced to give to you. We think you as a producer of wool, understand why this indefiniteness exists and why it is practically impossible, based on the same, to expect that anything in the

way of a firm price could be given out at this time. We don't pretend to know what the outcome of this tariff regulation is going to be, but we can't help but feel that wool at its present standard of levels or of the standard of levels set last season, should at least be maintained. We believe that the manufacturers, in turn, appreciate that the reducing of the standard of wool values, below the present, would mean the demoralizing of the wool growing business. Regardless of what can be done under natural circumstances or conditions, it is not always advisable to go the limit, by this we mean that even though it might be possible to reduce wool far below what we consider as a normal level, it would not be advisable to do so, because Michigan wool is absolutely necessary to a certain texture of woolen goods manufactured.

The amount of wool produced has shown a gradual reduction, since Cleveland's time. If we are to be again faced with conditions anywhere bordering on those existing at that time, the wool business of Michigan will have received the second and final wallop, which will mean the knock-out blow, to the raising of wool in this state. We cannot raise sheep for wool alone, neither can we raise them from a meat standpoint. The combination of the two is absolutely necessary to make the sheep industry at all profitable, and even on basis of the combination, conservative handling and great care is necessary, in order to bring results about.

At a few points over the state, 22c and 23c is being paid for wool; the range goes from this down to 16c. Almost 50 per cent variation between the two—that demonstrates the degree of indefiniteness that exists. Regardless of the tariff wallop, we believe wool is going to 25c soon. We would not be at all surprised to see it touch 35c before the consummation of the season.

FLOUR AND FEED.

Sales on flour and feed continue on basis of last week's quotations. The change in the grain markets is not sufficient to warrant any change in prices on flour and feed for this week's Pink Sheet.

	Price per bbl.
Kind.	
"Blend" flour, ½-paper sacks.....	\$ 5.25
Spring patent	4.50
Toweling sacks or wood barrels	
20c higher.	
Per ton.	
Coarse corn meal.....	24.60

Cracked corn	25.00
Chop feed	21.00
Coarse middlings	22.00
Fine middlings	24.50
Bran (standard)	21.00

The above prices are f. o. b. Detroit, Mich., on car lot shipments.

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

COAL.

The eastern coal trade is not improving, while the western trade is somewhat active on all classes of high grade coal. The mines report a satisfactory contract business, and shipments are beginning to move from West Virginia, although the Norfolk & Western and the Chesapeake & Ohio Railroads have a large amount of repairs to be made.

Considerable coal is now being delivered to Canadian and Lake Michigan ports. Lake shipments have been handicapped. Account railroads not being able to haul coal to the docks on account of difficulties the railroads have encountered in the flooded sections.

The Anthracite situation is somewhat stagnant, and sales are slow. It is our opinion the situation is only a temporary condition and the demand will somewhat stimulate in the near future.

April Soft Coal Prices.	F.O.B. Mines.
Kind of Coal.	
Hocking 3-inch rescreened lump.....	\$1.75
Hocking 1½-inch screened lump.....	1.60
Ohio 4-inch special lump.....	1.75
Ohio 1½-inch special lump.....	1.60
Pomeroy 2½-inch lump.....	1.85
Cambridge 1½-inch lump.....	1.60

The above grades of coal take a Hocking freight rate.

Virginia special 10-inch block.....	\$1.50
Peerless White Ash 4 inch block.....	1.75
Virginia Logan 4-inch block.....	1.65
Yukon 3-inch splint.....	1.55
Yukon egg.....	1.50

The above coal takes a Virginia or Kentucky rate, or 25 cents over Hocking.

Michigan 4 inch lump.....	\$2.75
Michigan 3-inch lump.....	2.65
Average freight rate to Michigan points, 70 cents per ton.	
Pocahontas lump or egg.....	1.85
Pocahontas stove.....	1.65
Freight rate, 45 cents over Hocking rate.	

Anthracite Coal.

Chestnut hard coal, gr. tons.....	\$5.85
Equivalent to, net tons.....	5.25
Egg and stove size, 25 cents less.	
The above prices are f. o. b. Buffalo.	

JUST OFF THE WIRE.

The following information by wire, just previous to going to press, will interest you. We make no comment, but give you the information first-hand. Better watch the "Pink Sheet" carefully. We are nearing the market clean-up, and a pointer by wire is worth far more to the farmer who has the last of his crop to sell than a column of market quotations:

Pittsburgh, Pa., April 30, 1913.

Potatoes advancing—bulk forty-eight to fifty-five—immediate shipments will strike good markets.

Pittsburgh, Pa. April 30, 1913.

From all information we can get from potato growing sections of the country we really do not believe that the market is going any lower and would not be surprised if the reverse would be true and we would see higher prices before the season is over. It is a very peculiar situation and one that is hard to size up with any degree of accuracy. If it were not for the very heavy supplies of potatoes they have in the far west we would see potatoes go up 25 cents per bushel in the next thirty days, and if anything should occur so that Wisconsin and Minnesota could go south and west with their potatoes instead of east, we would see a good sharp advance, as we do not believe New York, Maine and Michigan have got enough potatoes to supply the east for the balance of the season.

THE "PINK SHEET" BRINGS PRACTICAL RESULTS.

Dear Editor—I enclose letter received this a. m., from the Michigan Hay and Grain Dealers' Association. I note what the Secretary of that Association says about doing a lot of work that is of great benefit to the members of the Association, and I want to ask if what they are doing is much benefit to the farmer. I have read their comments on the "Pink Sheet," and will say right here that I am a "Pink Sheet Booster;" for it has told me when, how and where to sell my produce. To prove it I will name one commodity (beans). I have shipped my beans and over six hundred bushels for my neighbors, to points suggested and have secured an advance above local markets of from fifty to seventy-five cents per bushel. April 1st, Standish, Twining and Bay City buyers were paying \$1.60 per bushel, hand picked basis. I shipped to best market named, received \$2.35 per bushel and the freight was ten and one-half cents; a profit of sixty-four and one-half cents per bushel. Every farmer in Michigan would take the "Pink Sheet" if they knew about it. I am a "Booster and want to "Boost" harder.

G. H. HOLLISTER.

HERE IS THE LATEST.

A very smooth stranger has been interesting the farmers in the vicinity of Pinconning, Saganing and Worth in a seed proposition which savors very much of the old Bohemian oat deal.

A full carload of seed oats has been shipped to Pinconning and is to be distributed among those who have already signed a contract to grow a certain number of acres of the so-called "Mammoth" oats. The contract requires the farmer to deliver to the order of the party of the first part one-half of the entire crop raised from the seed furnished. A clause makes it necessary for the farmer to bring a certificate from the party who threshes the oats which shall show how many bushels he threshed; and to certify that they were from the seed furnished. By the way of further inducement, the stranger has promised the farmer who gets the largest yield of oats a new binder.

Information concerning this proposition comes to us just before going to press, from Twining, Michigan, and we would advise the farmers to look out for these fellows; there is undoubtedly some catch behind the proposition and sooner or later the farmers will get into trouble over these one-sided contracts.

BUSINESS CONDITIONS

NEVER BETTER.

Business Conditions Resigned to Change—We Will Have a Good Business Year.

In times past, when Congress began to tinker with the tariff, the protected industries "threw a fit" and the whole country was put in a state of uncertainty. "How's it going to affect business?" "If the bill passes we must close our mills;" and similar expressions were heard upon every hand. Now the successful manufacturer is worrying mighty little about the probability of lower tariff on this or that commodity. True, certain strongly protected industries feel that certain changes must be made in their manner of doing business if the new tariff schedules are passed, but they had their notice when the people placed Wilson in the presidential chair, and they have since been going about to put their house in order. Cry, of course they will. Cling to the protective tariff most assuredly they will, but they see the hand-writing upon the wall, and they are going to meet the issue, which they must sooner or later.

In general building lines business was never better, and activities in this line are not confined to any particular section of the United States. It is a period of quietude in the organizing of new business enterprises, but the established industries are not worrying over the proposed changes. A report from a meeting of steel men held in New York this week brings the assurance that they are not worrying over the tariff, and that all of the mills have a large volume of orders ahead, and more are coming in every day. While realizing that the tariff issue is a disturbing factor, big business has confidence in the soundness of underlying conditions.

So lay your plans, Mr. Farmer, for a good big crop. The people must be fed—and there are a lot of them to feed. Just a little conservatism mixed with a lot of optimism will make a splendid spring tonic for you. The country is not going to the "nation bow-wows," just yet.

WARNS OF DANGER FROM FOREST FIRES IN STATE.

Warning to be on watch for forest fires has been given by State Game Warden William R. Oates, who within the week has been advised of forest conflagrations in both the southern and northern peninsulas of Michigan. The state game, fish and forestry chief sees danger to the forests of the state in the balmy breezes and sunshine.

"Dried leaves and underbrush have been turned to so much tinder by the summer weather," he declared. "Just a little thoughtlessness in building campfires, or throwing away matches, may at this time of the year mean the loss of thousands of dollars to the state."

A Postal Today will get you a Dinner Set

About thirty days ago we placed an order for 500 Limoges Thirty - one Piece Dinner Sets to distribute among the friends of the "pink-sheet". How well our readers appreciated the offer can be told by fact that there are just

81 Sets Left!

If you would like one of these dinner sets before they are all gone, just write us on a postal saying: "You may reserve one of the 81-piece dinner sets for me, to be shipped. A L L CHARGES PAID when I have sent you ten yearly subscriptions to the 'pink-sheet' at 50c each." One lady writes us: "The dinner set which you shipped me just arrived this morning and I must write to tell you that they are ever so much better than I expected and we will be very proud of them. I earned this premium by showing the 'pink-sheet' to about a dozen farmers on my way to town one Saturday. Any real farmer who sees the 'pink-sheet' will gladly pay less than a penny a week to receive the good advice that is worth dollars to them." YOU CAN EARN A SET JUST AS EASILY! But be sure and write us to reserve a set so that you can have one of the 81 sets still left.

R. S. NEELEY, Mgr., 95 Fort W., DETROIT

Will YOU add just one name this Week?

The "Pink Sheet" asks YOU to help this week by adding just ONE NAME to the rapidly growing list of real business farmers here in Michigan who appreciate what this little paper can mean to them when IT GROWS UP!

IF YOU ARE ALREADY A SUBSCRIBER, ask just one of your farmer friends to use the coupon below—show him what YOU LIKE ABOUT THE PAPER—tell him every farmer of the 10,000 who receive it now every week HAVE PAID JUST WHAT YOU ASK HIM TO PAY—no more or no less—just a penny-an-issue, FIFTY CENTS FOR A FULL YEAR!

IF YOU ARE NOT ALREADY A SUBSCRIBER, then for goodness sake place your name on this list of the REAL BUSINESS FARMERS OF MICHIGAN. The coupon below is a personal invitation for you to join us!

MICHIGAN BUSINESS FARMING, DETROIT, MICH.

Dear Sirs: I enclose 50c for your paper for one year.

To.....

P. O.....

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