

Michigan Business Farming

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

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WE TRIM OUR SAILS

And now that we have reached a port midway between the seasons, we are going to let the Market Pilot leave the wheel long enough to stretch his legs, take his bearings and correct his chart for the next trip, which will take us through the 1913-14 market seasons.

The 1912-13 market season was just nicely under way when the "Pink Sheet" was launched. A rough, choppy market sea was encountered from first to last, but by holding the "Pink Sheet" head-up to the prevailing winds, she kept to the course in fine shape.

Many storms were encountered; at times the range lights were lost in the fog of uncertainty, but squaring away by compass which indicated the supply and demand, the good ship came through without a single loss recorded on her log.

More uncertain market conditions have not prevailed during the past decade. Before the farmers had finished their planting, the government crop reports were heralding the coming of a "bumper crop." The buyers of farm products used these reports as a basis for their figures in buying from the start.

What the result would have been had not the "Pink Sheet" been right on the job no one can tell. Our satisfaction comes from knowing that the little "Pink Sheet" was right on the job and that the markets in Michigan were never held so close to actual supply and demand prices as during the past year.

No one will deny the fact that we had a "bumper" crop of potatoes, yet the market was so nicely fed and cared for that the year's fluctuations held within a ten-cent circle. The bean market was hammered hard, but those who followed the advice contained in the "Pink Sheet" sold above the \$2 mark.

And so we might go on down through the list, but what's the use? Our good friends both realize and appreciate the service that has been rendered, and 'tis better that we merely say "thanks" for the co-operation we have received, and announce that we are going to keep our course right on until the market sea has been explored and charted.

With this issue, the "Pink Sheet" goes back to its original size, four pages. In this form it

will be issued until the harvest has been gathered, and the reports and advice on the fall markets demand additional pages.

Thus far the "Pink Sheet" has carried no advertising, consequently the whole expense of the publication has been borne by the publishers and the readers. This makes it necessary to economize between market seasons—yet the efficiency of the little market paper will in no wise be impaired.

At this time, when you are busy in the field from morn till night, you more fully appreciate the amount of expense, work and worry there is bound up in the sheaf, bushel or ton of the products of the farm.

You are not farming for pleasure, you are farming for profit; and the only time you can realize a profit is when you sell the products of your farm at a price above the cost of production.

Right now, while you are working and hoping for the final reward in the shape of profits, is a mighty good time for you to suggest in what way the "Pink Sheet" can be of greater service in aiding to secure the final results.

Up-To-The-Minute Review of Crop Conditions in Michigan

The "Pink Sheet's" Crop Reporter wants to keep his fingers on the growing crops in every county in Michigan and to this end he is now requesting answers to the following questions:

- 1st—What has been the nature and condition of the soil for spring seeding?
- 2d—What weather conditions have you experienced?
- 3rd—What effect has the same had on spring seeding?
- 4th—What effect has it had on the growing grass?
- 5th—How does the oat acreage compare with last season?
- 6th—What are the prospects for a crop?
- 7th—What can you say of the grass acreage?
- 8th—How does it appear based on last season?
- 9th—What is the nature of growing wheat crop?
- 10th—How does it compare with last season?
- 11th—What is the nature of the soil for bean planting?
- 12th—What progress is being made along this line?
- 13th—How will the acreage compare with last season?
- 14th—Were conditions favorable for early potatoes?
- 15th—What is outlook for crop?
- 16th—How is the acreage compared with last season?
- 17th—What can you say of the prospects for late potato planting?
- 18th—How will the acreage compare with last year?

Reports of growing conditions or local news are requested from any and all of our readers. If your county has not already been reported this week or if in your section of the county conditions are different than given below do not hesitate to write "CROP REPORTER," care of MICHIGAN BUSINESS FARMING, WEST FORT ST., DETROIT, giving full information and writing as fully as possible on one side of the card. Reports should be mailed on or before Monday to reach the current week's issue. Be sure to give

your full name and address, including county.

Reports below are in answer to questions as above:

ST. CLAIR: 1—Wet, cold. 2—Cold, backward. 3—Hurt by late frosts. 4—Hurt slightly by frost. 5—Much poorer than last year at this time. 6—60% crop. 7—Same as last year. 8—Light crop. 9—Fairly good. 10—Not up to last year. 11—Soil good for beans. 12—Sowing large acreage. 13—Not as many as last year. 14—Favorable. 15—Good. 16—Better than last year. 17—Good. 18—About same.—WM. RUSSELL.

OSCEOLA: 1—Good. 2—April and fore part of May was wet. 3—Spring seeding started nicely. 4—Clover good, timothy light. 5—Greater. 6—Good. 7—Normal. 8—One-third less. 9—Good. 10th—One-third as much. 11—Too dry. 12—Well along. 13—About the same. 14—No. 15—Poor. 16—About the same. 17—Good. 18—Larger.—O. R. RATHBUN.

LAPEER: 1—Good. 2—Very cold. 3—Slow. 4—Fairly well. 5—Fully as large. 6—Just fair. 7—Fully as large. 8—Exceedingly good. 10—

About 95% better. 11—Good. 12—Nearly all planted. 13—Fully as large. 14—No. 17—Well along. 18—Favorably.—A. G. SMITH.

HILLSDALE: 1—Fore part dry, latter wet. 2—Cold and backward. 3—Made it late. 4—Good. 5—About normal. 6—Fair. 7—About normal. 8—About the same. 9—Good. 10—Better. 11—Don't raise many. 14—Good. 15—Late. 16—Normal. 17—Good. 18—About normal.—S. C. SPITTLER.

ISABELLA: 1—Prime condition. 2—Bad, too dry and cold. 3—Very backward. 4—Not as well. 5—Larger. 6—Very light. 7—About the same. 8—Lighter. 9—Better. 10—Much better. 11—Good. 12—Much larger. 14—Not favorable. 15—Not as large. 17—Good. 18—Larger.—JAS. H. RANSOM.

SHIAWASSEE: 1—Fine. 2—Too cold. 3—Little growth. 5—About the same. 6—Some very thin, other good. 7—Smaller. 8—Not more than one-third. 9—Better. 11—Fine. 12—Half done. 13—Great. 14—Very good. 15—Very good. 16—About the same. 17—Fine. 18—Usual amount.—P. VAN WOERT.

MASON: 1—Good. 2—Backward. 5—Larger. 6—Good. 7—About the same. 9—Not very good. 10—Not as good. 11—Good. 13—About the same. 14—Favorable. 15—Good. 16—About the same. 17—Good. 18—Same.—J. H. WOOSTER.

INGHAM: 1—Fairly good. 2—Cold. 3—None. 4—Not very good. 5—About the same. 6—Not as good. 7—About the same. 8—Not as good. 9—Poor. 10—Not as good. 11—About the same. 12—About the same. 13—About the same. 14—Large acreage. 15—not so good. 16—About the same. 17—Not planted yet. 18—About the same.—WM. DERBY.

MONTCALM: 1—Fairly good. 2—Little dry. 3—Not very bad. 4—Short. 5—About the same. 6—Good. 7—About the same. 8—Poor. 9—Fairly good. 10—Much better. 11—Excellent. 12—Good many to plant yet. 14—Nearly the same. 14—Very favorable. 15—Favorable. 16—Too early to say. 17—Favorable. 18—Little less.—H. F. NELSON.

EATON: 1—Too cold and dry. 2—Cold and dry. 3—Small and backward. 4—Very poor. 5—Little more. 6—Not good. 7—Some meadows broken up, planted to beans. 8—One-fourth or less. 9—Very poor. 10—About the same. 11—Fine and good. 12—More than half planted. 13—More. 14—Poor. 15—Fair. 16—About the same. 17—Soil fine, prospects good. 18—About the same.—L. E. SHELLNBARGER.

ARENAC: 1—Too dry. 2—Too dry and cold. 3—Drying up and dying. 4—Drying up. 5—No crop to speak of. 6—Very poor. 12—Planting lots of beans. 14—Favorable. 15—Can't tell yet. 18—Can't tell yet.—E. STALKER.

SAGINAW: 1—Good. 2—Cold and dry. 3—Not any. 4—Kept it back. 5—Almost double. 6—Good. 7—About the same. 8—Not so good. 9—Good. 10—Better. 11—Pretty good. 12—About half in. 13—About the same. 14—Not very, too cold. 15—Not very good. 16—About the same. 17—Good. 18—Little better.—JOE RICHTER.

(Crop Conditions Report continued next week)

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)	\$1.03½
Wheat, No. 2 Red (large mills paying)	1.04½
Oats, Standard41½
Rye64
Beans	2.15
Hay (best market today, New York), at	21.00
Potatoes (best market today, Pittsburgh), at55
Butter27
Poultry17½
Broilers30
Eggs20

"Not how large, but every word worth a Business Farmers time in reading"

HAY

BLUE In our market notes of last week we demonstrated that a certain percentage of results we are now facing was made possible by virtue of weather conditions experienced. We view these conditions from all angles possible, just the same as does the man engaged in the handling of this commodity. The undercurrents which go to effect a given condition all have their bearing on results, and easy and every one must be measured as accurately as is possible. There are times when we feel that a certain condition is responsible for results, when, in fact, the outcome proves that this alone could not have produced the conditions we have been forced to experience. We have tried to think of every angle possible in the framing up of a reason for our present situation. We are frank to admit that it has kept us guessing and studying in order that a logical reasoning would be the result. We have given the surplus condition of common qualities of hay as one reason for a given condition; the small percentage of high class hay as another; bad road conditions, etc., as still another; the flooded situation as about the final. These have constituted what would naturally be termed the real assets to the general situation and responsible to a great degree for the real experience we have undergone; but after having watched all of these different angles to the situation work out, we become aware that there must be some other real reason why conditions are just as they are today, because in face of any of the above angles to the situation, we should not be experiencing the depressed, lifeless tone to the situation that we must admit now exists. Look on to what markets you may and you will not be faced by a glutted condition, instead you will find that receipts are of a normally light condition; receipts which each and any one of those given markets should absorb and quickly, but in face of this you cannot find a market today on which there does not exist a comparatively easy feeling. The trade in general seems to be of a hanging back disposition, not coming into the game with any real spirit so that the situation in general can establish tone. In order to effect trades customers right and left have to be worked hard. They do not come into the market; they do not seem to have any demands and just why this is constitutes a real conundrum.

It would appear that the situation existing on this commodity was somewhat in sympathy with the special report that we have given above. A feeling of depression, indefiniteness, etc., seems to have permeated the general line of escape for this commodity along with all others. The tone to the situation is not there; markets in every direction reporting light receipts but an easy feeling. When a condition of this kind exists, there is a double reason why you should apply the regulator to the disposition of the commodity before you. You cannot hope or expect to get any results in harmony with a natural condition unless you apply the regulator at the present time. You have got to make conditions, create a demand, and a tone to the situation before you can have placed your commodity in a satisfactory manner. You are facing a manufacturers' position at the moment. He creates a commodity and creates a market for it. This entire process keeps a hand on the regulator constantly. He cannot put his commodity on the market in a haphazard manner. If angles to the situation show up and affects the conditions as face you today, you will see this manufacturer screw up the regulator just a little tighter. There is no use forcing this stuff on to the trade, because if you do, you will squeeze the life-blood out of results from your manufactured product. If they will

ACT ON THESE SIGNALS

They tell you how the market is going and how much you should get for your products. Most market reports give you the prices dealers are glad to pay you. We give you the prices which you have a right to demand and can generally get.



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.

not take this stuff at a decent price, hang on to it until they will.

It is true that we have quite a percentage of common quality hay back; that quite a percentage of common quality hay will be held over, but if crop conditions are not of a favorable nature, we will naturally experience a much more favorable season next year and accordingly be able to place this old hay to a much higher degree of satisfaction than we can at present. Do not give it away—do not sell it below its value—be a creator, not only manufacture a commodity but create a market on which to place it. After you have done this, regulate that given market so that you can get a profit out of the produce you are placing on it.

HAY—MICHIGAN ZONE PRICES.

Zone No. 1 Michigan	\$10.60
Zone No. 2 Michigan	10.20
Zone No. 3 Michigan	13.00
Zone No. 4 Michigan	12.80
Zone No. 5 Michigan	12.40
Zone No. 6 Michigan	12.80
Zone No. 7 Michigan	14.45

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.

DETROIT—We have but very little change to report to you in this week's issue concerning the condition of the Detroit market. We have no particular life or tone to the situation whatever, only as it affects the very top qualities of hay and even on this grade the market is just a little easier. We are not changing quotations but the feeling is not quite as good.

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	9.00
Rye Straw	9.00
Wheat and Oat Straw	8.50

PITTSBURGH—Hay receipts have been of a very normal nature, but they seem to fully meet the demand. Even No. 1 timothy shows an easier feeling; grades below that are very dull and slow sale.

HAY—PITTSBURGH MARKET.

No. 1 Timothy hay	\$15.00
No. 2 Timothy hay	13.00
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—There has been a very heavy run of hay on the Chicago market for the past week. There is no question but what the feeling is just a little easier. It seems that June shipments have commenced to arrive in sympathy with what the trade expected. If a dumping situation continues, smash will go the market.

The road to thrift is largely the avoidance of waste. Farm waste often results in farm mortgage. Experience is an expensive teacher. That's why it pays to profit by the other fellow's.

HAY—CHICAGO MARKET.

Choice Timothy	\$16.00
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
Rye	8.00
Oats	7.00
Wheat	6.50

BOSTON—The Boston situation seems to be rolling along in about the same old-fashioned, care-free way. The trade is holding back on anything excepting strictly high class stuff; export trade is very light. You will appreciate that export business creates an angle through which we can dispose of a great percentage of common qualities.

HAY—BOSTON MARKET.

	Large bales.	Small bales.
Hay, choice	\$21.50	\$20.50
Hay, No. 1	19.00	20.00
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	22.00	
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 150 pounds.

NEW YORK—There has been a further easing off of values for practically all grades of hay the past week; strictly No. 1 in both large and medium bales has held up fairly well. Arrivals have been somewhat heavier but stocks en route show a decrease. This market continues in an overstocked condition with low grade.

HAY—NEW YORK MARKET.

New Hay:	Large bales, per ton.	Small bales, per ton.
Choice		
No. 1	\$21.00	\$20.00
No. 2	18.00	18.00
No. 3	15.00	15.50
Light Clover mixed	18.00	17.00
No. 1 Clover mixed	17.00	16.00
No. 1 Clover	16.00	15.00
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.

POTATOES

BLUE There is no particular use to elaborate on the potato situation or try to put up any particular fight in its future behalf. You are just as well aware as we that the old potato situation is practically over with from a marketing standpoint. We are aware now that the game has been played and the different stunts pulled off; that our flight upwards and aeroplane ride of a short duration was caused by the reported condition existing on the early potato crop, but at the present time, and, in fact, very soon after our flight was made, the early potato situation was not as serious as first reported. We had more

old potatoes back in the nooks and corners of our cellars and pits than we appreciated. The combination of these two has worked havoc to the grand possibilities of a finish that we had hoped was possible.

You will remember that we never set our standard of possibilities on this commodity above 40c. We have always felt that the situation facing us was of a most conservative nature. We have advised you that the game had been played on your part in a thoroughly systematic manner. We do not feel that you could have improved upon the manner of disposition to speak of. We all appreciate that something may develop and quickly cause a speculative and on-rushing current of demand for any commodity and at most any time. We also know that the pillars can quickly be knocked out from under our castle with one wallop. There is no future possibility for these old potatoes. They are going to fight along and gradually fade away. The early potato situation instead of showing an improvement in selling value shows a weakening instead. The buyer of early potatoes today is of a very conservative nature, buying only in a hand-to-mouth manner. That is the disposition manifest at every hand.

This being the true situation confronting us today and paralleled with the sympathetic disposition existing in all lines, makes the future possibilities for this commodity of nothing more than a normal expectancy. It ought to be quite possible to maintain a standard of levels around 40c for the remainder of this crop. With proper regulation and displaying of nerve this accomplishment could be made to become in real effect, but if a weakening is shown on your part and a dumping on to the market the result, then the jig is up and whether these old potatoes will maintain a certain standard of levels on the outside or not is entirely up to your local dealer instead of you. I do not maintain that the future possibilities from a regulating standpoint is within the hands of the producer. We believe that the local handlers of potatoes is the one who can regulate the future flow and he only. It may be possible that there are a few more potatoes back in your respective hands than we expect, but when potatoes jumped from 30c to around 70c, we would naturally expect and certainly hope that you had scurried to market with every potato you had left for disposition at that time.

The market is hanging right around a level established for the last week. There is not much change noticeable in the situation. There is nothing conducive of an advance at the present time; quite stable does the situation appear. Some markets have been thoroughly glutted and are now showing relief. These markets are responding with a little advance, not altogether in price, but in tone.

POTATOES—MICHIGAN ZONE PRICES.

Zone No. 2 Michigan	\$.40
Zone No. 4 Michigan	.42
Zone No. 5 Michigan	.40
Zone No. 6 Michigan	.42
Zone No. 7 Michigan	.42

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.

POTATOES—DETROIT MARKET.

Bulk from car, per bu	\$
*Sacked from car, per bu	
*Sacks must be even weight, 150 lbs.	
Price quoted includes cost of sack, about 10 1/2c each.	

CINCINNATI—Offerings of old potatoes continued very late the last week. The market as a result was of a very easy nature; anything not exhibiting high class quality had to be sacrificed.

POTATOES—CINCINNATI MARKET.

Bulk from car, per bu	\$.50@\$.55
*Sacked from car, per bu	.55@ .58
*Sacks must be even weight, 150 lbs.	
Price quoted includes cost of sack, about 10½¢ each.	

PITTSBURG—The Pittsburg situation has been of a fairly liberal nature, with the disposition of the trade seeming to look for lower prices instead of higher. They have assumed a hand-to-mouth disposition during the past week; an easier feeling is in evidence.

POTATOES—PITTSBURGH MARKET.

Bulk from car, per bu	\$.53@\$.55
Sacked from car, per bu	.55@ .60

WHEAT

Along the lines of our former argument we are able to report that the wheat market continues to be a two-sided proposition; quick breaks on the one side—quick rallies on the other, not going very far in either direction. The bears cannot get over the idea that a record crop is in sight, while, on the other hand, the bulls can see drouth and a short crop in every direction. Really,

WHEAT—DETROIT MARKET.

No. 1 Wheat	\$.1.09½
No. 2 Red	1.10½
Speculative Prices.	
July delivery	.93¾
September delivery	.93¾

*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.

when you look into the situation conservatively, you will appreciate that you, right on the farm, know just about as much about what is going to happen as does some of these breezy writers. The situation from a general angle is healthy. We may have a heavy crop in some directions, but there is nothing suggestive of a congested condition existing. A popular price for wheat is \$1.00 or above. We believe that you will see wheat hang around is present standard of levels for some time.

WHEAT—CHICAGO MARKET.

No. 2 Red	\$.1.05½
Speculative Prices.	
*July delivery	.90¾
September delivery	.90¾

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

BEANS

From the fact that beans are floating along on the level established around three weeks ago goes to demonstrate that they had struck something of a popular price level at the present time. It is not possible for us to know just what these beans are going to do, because it is impossible for us to know how you fellows are going to handle them. We can appreciate what is possible to do and picture to ourselves at least what results are possible to obtain, but the situation is in the hands of the producer over the State and also in the hands of the local dealer over the State. On basis of the manner both of you handle the situation depends the possibilities we may hope to ob-

tain for the furthering of conditions now confronting us. If you go along with no regulator whatever on the situation, simply haphazardous marketing your beans at whatever price your local dealer is a mind to offer you, and the same situation goes farther than that and is handled in the same manner by your local dealer, the result can be measured by yourselves as well as us, which is no less than an inviting of a degraded condition. You are not going to see this, because the fellows who are handling the output of the beans of the State of Michigan to the outside markets are a live bunch. They are business men from start to finish and they are playing the game to win. They are creating a demand for these beans on the outside market and they are placing a regulator on that demand so that a certain price possibility can be experienced.

Here is one point which the large handlers of beans are constantly establishing. They are taking care of the demand on the outside for your commodity. It is up to you, as a producer, to follow along in the lines they are establishing, or in other words, in the wake of the big ship so that you can reap a sympathetic reward in the way of price direct to yourself. If they can get \$2.15 for a bushel of beans, it makes possible their paying you a price very much enhanced over what they could possibly pay you if beans were on a \$1.80 basis. The thing for you to determine is how much profit do these fellows need. How much they ought to have—how much you, as a producer, ought to be satisfied to let them have. Then, by knowing just what these beans are bringing on the outside, you are in a position to absolutely put the regulator on these beans to your local dealers so that you can get a result in actual sympathy with the results they are getting. When you have accomplished this, you have gone as far as you ever will, unless you take the reins in your own hands in an organized manner and go to the same market as they do direct. Organization

of the proper caliber, properly regulated and restrained, can pull off the same stunts that they are pulling off and get the same results out of the stuff that they are getting.

The bean situation at the present time does not exhibit the tone that we had hoped for. They are holding up the price, but they are not moving the stuff. That shows that they have got the regulator on the market and if they do not pay the price they want they simply do not get the stuff. If the big fellows can operate along these lines and establish a result in sympathy with possibilities, why do not you fellows who are producing the stuff act likewise.

BEANS—DETROIT MARKET.

White, hand-picked basis	\$.2.25
Red Kidney	2.35

MICHIGAN ZONE PRICES.

Zone No. 2 Michigan	2.11
Zone No. 3 Michigan	2.12
Zone No. 4 Michigan	2.14

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

Oats have not shown any material strength during the last week, simply maintaining the healthy position established a week ago. There is no cause for worry over the future condition of this patient, because a condition of a most healthy nature exists.

OATS—DETROIT MARKET.

Standard	\$.42½
No. 3 White	.41½
No. 4 White	
No. 2 Mixed	
No. 3 Mixed	

CINCINNATI—There was a little better demand noted on all grades; while there was no particular advance in quotations, the undertone pointed

to higher values. Receipts were moderate, which fact aided sellers.

OATS—CINCINNATI MARKET.

Standard	\$.42
No. 3 White	.41
No. 4 White	.39
No. 2 Mixed	.40
No. 3 Mixed	.39

PITTSBURG—Receipts of oats on the Pittsburg market were of an excessive nature the past week; the demand slothful; the market quite some easier.

OATS—PITTSBURGH MARKET.

Standard	\$.42½
No. 3 White	.41
No. 2 White	.40
No. 2 Mixed	
No. 3 Mixed	

BUTTER

We cannot expect to experience very much of a change in the butter situation until after the month of June. The large handlers of milk and its by-products are not going to let the opportunity get away from them during this time. This opportunity is nothing else than that of getting this milk, butter, etc., at just as cheap a price during this given period as possible. We demonstrated this in our last week's issue with a concrete example. They have reduced the price of creamery butter 9c per lb. That means that every pound of butter they are putting into cold storage is going in 9c under the price established the banner month of the year from a cold storage standpoint. This 9c they have saved in the buying price of your commodity, is a profit to them just as much as if they were selling a commodity at 9c more than the purchase price. They cleaned up their old stock of butter very close, so that but very few pounds of 36c butter was sold at a loss. They can make a profit on a 27c standard just as well as on a 36c. Their trading from day to day shows a profit just the same as ever, but in addition to this, they are copping 9c per pound on this butter that they are putting into store.

The price you can get for butter this next winter is not affected by the price you pay for it when you put it in storage, anyone can see that, therefore, the cheaper they can buy this milk and its by-products for cold storage purposes, the more money they will make, and, believe me, they will make some money on this 27c butter. Just see what organization would mean were it carried out to completion so that the local product of Michigan was being worked into this 27c butter and put into storage to be pulled out next winter when the butter is 40 to 45c and the profit distributed back to the man who produced it. The farmer is being manipulated from the time he gets up in the morning until he retires at night, but to get you organized together where you are in a position to manipulate conditions for your own benefit seems almost an impossibility.

BUTTER—GENERAL MARKET.

Creamery No. 1, per lb.	\$.27
Fancy Dairy, per lb.	.27

EGGS

The egg situation continues to bear good tone, with the trade constantly looking for fresh receipts as fast as they come in. We are pleased to report that everything along the egg output line is of a promising nature.

EGGS—GENERAL MARKET.

Large, fresh	\$.20
Medium, fresh	.18

FOSTER'S WEATHER BULLETIN

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Washington, D. C., June 14.—Last bulletin gave forecasts of disturbance to cross continent June 10 to 14, warm wave 9 to 13, cool wave 12 to 16.

Next disturbance will reach Pacific coast about June 15, cross Pacific slope by close of 16, great central valleys 17 to 19, eastern sections 20. Warm wave will cross Pacific slope about June 15, great central valleys 17, eastern sections 19. Cool wave will cross Pacific slope about 18, great central valleys 20, eastern sections 22.

As this disturbance approaches from the west the hot spell will continue, but a great drop in temperatures is expected to follow, bringing cooler weather and showers and then generally quiet and cool weather for several days. Local drouths will be broken in some places as the cool wave comes in, but many sections will continue to be dry and crops will suffer.

Another disturbance will reach Pacific coast about June 21, cross Pacific slope by close of 22, great central valleys 23 to 25, eastern sections 26. Warm wave will cross Pacific slope about June 21, great central valleys 23, eastern sections 25. Cool wave will cross Pacific slope about June 24, great central valleys 26, eastern sections 28.

Temperatures of this disturbance will average about or a little below normal. Showers will occur in many places, but the rainfall will be generally less than usual. No dangerous storms are expected. Fair crop weather is expected in at least half the grain sections, but not sufficient rain in south half of the cotton belt, except a few heavy local rains.

Our severe storm period for last part of May did not come up to expectations, but eastern Virginia got

more than its share. A severe storm wave crossed the continent far northward, but storms were not severe in middle latitudes. This was our least successful forecast of severe storms for this year.

But look out for July. Two dangerous storm periods will occur in that month, centering on 6 and 27. The forces are so complicated that specific forecasts are difficult and destructive storms may be expected any day during July. If, by giving these warnings, we could save one life we would be well repaid for taking the great responsibility of predicting dangerous storms.

We regard July as one of the most dangerous storm months of the year and we do not hesitate to give the most urgent warnings to all, particularly in the great central valleys of the middle west, that very dangerous storms will occur during next month. Five storms are expected to cross the continent and everyone should watch their movements carefully. Destructive storms—particularly tornadoes—usually occur southeast of the low or storm center and in the warm wave.

The dangerous storms are expected to cross the continent July 4 to 8, 10 to 14, 19 to 23, 24 to 28 and 29 to August 2. They will probably pass eastward between latitudes 35 and 45. One or more tropical storms—hurricanes—are expected during the month in the Caribbean Sea and Gulf of Mexico. Sometimes the first warning of a hurricane comes from the far northwest in shape of a severe cold wave. These northwestern cool waves in summer and cold waves in winter are usually connected with tropical storms.

We will continue to give out warnings and descriptions or the expected July dangerous storms.

POULTRY

Poultry continues to fly along in its past high pressure manner. We are going to experience a good healthy tone to the poultry situation right through the season. It does not seem possible that anything could step in to prevent the above being the true outcome. The actual condition continues to be of a "not enough" Michigan stuff to meet the demands, the trade putting the price just as high as they dare to, to move the same. It is to be expected, of course, that the broiler situation will show a gradual receding in selling value as the season advances. We expect this will be the actual outcome. We could not expect or hardly hope that it would maintain its present standard of levels for any particular time. A graduating scale is understood as the basis for operations along this line and undoubtedly will be used this season as in the past.

Previous week 7.00@8.80 7.50@8.30
 Four wks ago 7.15@9.10 7.75@8.75
 1912 5.90@9.40 7.00@8.75

There was an apparent evidence of broadening of the steer demand in this week's operations on the Chicago market. The bulk of fat handy weight class landing around \$8.60 ton; but very few sales, however, were effected on this basis. This was on a lot of 1,615 lb. stuff from South Dakota. Plain and medium short-feds and warmed-up calves were going steady. Packers were in the market early, clearing the crop in good season. Shippers were also contenders for anything desirable. They found but very few cattle, however, to their liking. Most of the common little steers sold around \$7.50 to \$7.60; a few plain weights around 1,300 lbs. were going around \$7.75. However, but very few of the heavier weights sold below \$8.00 and only a few light kind such as feeders, buyers did not want landed through killer channels below \$7.50. The markets all around seemed to be getting plenty of beef.

HOGS—DETROIT MARKET.

Fair to choice butchers.	\$8.60
Lightweights	8.60
Boars, according to weight.	3.00@ 3.25
Pigs	8.60
Stags	One-third off

Hogs—Chicago.

Chicago daily range of hog values, top figures for carload lots:

	Mixed Packing	Heavy Packing	Light Packing
May 31	\$8.55@8.85	\$8.40@8.80	\$8.60@8.85
June 2	8.50@8.85	8.35@8.75	8.55@8.82
June 3	8.45@8.80	8.30@8.70	8.50@8.75
June 4	8.35@8.67	8.20@8.62	8.40@8.70
June 5	8.25@8.57	8.10@8.50	8.35@8.57
June 6	8.35@8.70	8.20@8.65	8.45@8.67
June 7	8.35@8.70	8.20@8.65	8.45@8.70
1912	\$7.25@7.70	\$7.20@7.70	\$7.15@7.60
1911	6.00@6.35	5.90@6.35	6.00@6.35
1910	9.40@9.70	9.35@9.65	9.45@9.65
1909	7.00@7.77	7.25@7.82	6.85@7.50
1908	5.40@5.85	5.35@5.85	5.30@5.80

Sheep and Lambs—Chicago.

Top prices and the range for bulk of sheep and lambs:

	Sheep	Lambs		
Top	Bulk	Top	Bulk	
Last week	\$5.85	\$4.50@5.25	\$7.50	\$6.25@7.75
Previous wk	6.10	5.00@5.75	7.75	6.40@7.75
4 wks ago	6.85	6.00@6.40	8.65	7.10@8.75
1912	6.00	4.50@5.25	9.25	7.00@8.75

There continues to be a sense of dullness featuring the sheep and yearling trade on the Chicago market during the past week. Many lots eventually sold comparatively steady but a great many lots were lower than the best time last week. The trading for the week was somewhat of an uneven nature. Buyers did not seem to be in a mood to bid readily for the bulk of the crop. Ewes seems to be the most enormous. There were, however, a liberal sprinkling of wethers and a few yearlings on the market.

POULTRY—DETROIT MARKET.

No. 1 Turkeys	.19	@	.20
No. 2 Turkeys	.14	@	.16
No. 1 Spring Chickens	.17	@	.18
No. 2 Spring Chickens	.14	@	.16
No. 1 Fowls	.17	@	.18
No. 2 Fowls	.13	@	.15
No. 1 Geese	.16	@	.18
No. 1 Ducks	.16	@	.17
Broilers	.30	@	.32

CATTLE—CHICAGO STOCK YARDS.

Beef steers, good to prime heavy	\$8.25@8.50
Beef steers, medium to good	8.00@ 8.25
Beef steers, common to fair	7.25@ 7.50
Beef cows, common to selected	5.00@ 7.50
Fat heifers, good to choice	6.65@ 8.00
Canners and cutters	3.60@ 4.85
Good to prime veals	6.00@10.50
Bulls	5.25@ 7.25

HOGS—CHICAGO STOCK YARDS.

Mixed packing	\$8.45@8.62
Medium and butchers	8.62@ 8.67
Poor to good heavy packing	8.30@ 8.45
Lightweights	8.50@ 8.70
Selected 260-300 lb. packers	8.47@ 8.80
Pigs and throw-outs	2.50@ 9.00

SHEEP—CHICAGO STOCK YARDS.

Lambs, choice to extra	\$6.75@7.00
Lambs, fair to good	6.50@ 6.75
Lambs, cull to common	4.00@ 5.00
Yearlings, choice	5.75@ 6.00
Yearlings, cull to fair	4.00@ 5.00
Wethers, choice	5.00@ 5.50
Common to prime	4.00@ 4.50
Cull sheep	3.50@ 4.50
Bucks	3.00@ 5.00

Basis being "Shorn."

POULTRY—CHICAGO MARKET.

No. 1 Turkeys	.17
No. 2 Turkeys	.14
No. 1 Spring Chickens	.14
No. 2 Spring Chickens	.13
No. 1 Fowls	.17
No. 2 Fowls	.12
No. 1 Geese	.13
No. 1 Ducks	.15

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.

Cattle—Buffalo.

Good weight steers on the choice to prime order came back this week in the price list. Last week yearlings sold above the shipping steers. This week the position was reversed, best shipping at Buffalo bringing \$8.75, as against \$8.25 for the yearlings. A week ago yearlings reached \$8.75 and the best weight steers sold at around \$8.30. Monday quality and finish of shipping steers was considerably better than the yearlings, in comparison. But for the two Jewish holidays this week—Wednesday and Thursday—the market would have been on the rattling good order. As it was and with a diminished outlet of good steers to the east, trade on steers generally was steady, some early sales being made at strong prices. Best heavy steers sold from \$8.50 to \$8.75, with best handy steers reaching \$8.10 to \$8.30, yearlings showing the general range of from \$8.10 to \$8.30.

Hogs—Buffalo.

Buffalo experienced about the best market in the country Monday—withstanding heavy receipts at all market points. The Buffalo Monday run was liberal—115 cars or 18,400 head—and sellers took off only 5@10c from last week's close. One deck of very fancy Illinois, averaging around 235 lbs., reached \$9.15, but with this exception no other sales of these weights were made above \$9.00, the latter figure being secured for the big bulk of the packers' weights, a few scattering sales being made at \$9.05. Top for yorkers was \$9.05, with the bulk selling at \$9.00 and light yorkers and pigs, percentage of which was rather small, sold at \$9.00@9.10, latter figure taking mostly the strictly pigs. Roughs, \$7.80@8.00, and stags, \$6.50@7.25. Looks like the demand for hog products is good when the packers stand up and take the supplies at good prices, general opinion being that they are cutting up at a profit.

LIVE STOCK

Cattle—Detroit.

Receipts of cattle for the week show 964 against 934 last week, or a variation of only 30 head. The market for the week has run along on just about the same basis as established in last week's operations, in fact, the market for the last three weeks has not made any noticeable change whatever. About the top set for nicely turned handy weight steers has been \$8.00 to \$8.25, with but very few going at this price because of its being not only an extreme price, but naturally as only a small percentage of trade on which to work. We feel safe in reporting the market as firm at quotations, with the tone and undercurrent to the situation of a most satisfactory nature.

The receipts of veal calves for the week shows 1,353 against 1,314. This shows a very uniform run for the two weeks. The market continued steady throughout the week; everything cleaned up in nice shape and very readily. About \$10.00 was the top established, with a great percentage of the stuff going at around \$9.50; however, this was top quality stuff and drawing what was conceded a top-notch price.

CATTLE—BUFFALO STOCK YARDS.

Good to choice heavy steers	\$8.35@8.75
Medium to fair heavy steers	8.10@ 8.25
Handy weight butchering steers	7.50@ 8.50
Yearlings	7.50@ 8.75
Fat heifers, inferior to choice	6.00@ 8.00
Fat cows, medium to choice	4.50@ 7.50
Canners and cutters	3.75@ 4.50
Bulls	6.00@ 7.75
Stockers and feeders	6.00@ 7.75
Milchers and springers	35.00@100.00

HOGS—BUFFALO STOCK YARDS.

Extreme heavies, 280 up	\$8.90@9.00
Heavies, 240 to 280	8.90@ 9.00
Mediums, 220 to 240	8.95@ 9.00
Mediums, 190 to 220	9.00@ 9.05
Mixed, 180 to 220	9.00@9.05
Yoners, 150 to 170	9.00@ 9.05
do 120 to 150	9.05@ 9.10
Pigs, 120 downs	9.05@ 9.10
Heavy ends	8.75@ 8.90
Roughs	7.80@ 8.00
Stags	6.50@ 7.25

Sheep and Lambs—Buffalo.

Lightest run of sheep and lambs at Buffalo on Monday of the year—25 cars or 5,000 head. Outlet for both sheep and lambs was good and the market opened active, with prices steady, compared with last week's close. Best springers brought from \$9.00 to \$9.50, several bunches selling straight at \$8.00@8.50 and top dry-fed yearly lambs ranged from \$7.25 to \$7.50, skips selling as low as \$5.00. Some sheep, mostly two-year-olds, brought \$6.25 and no other sales were made above \$6.00, this figure taking some choice handy kinds that contained a few ewes. General range on good straight ewes was from \$5.00 to \$5.50, some heavy, fat, gobby ones selling at \$4.50, and cull sheep went from \$4.00 down.

Lambs were not in very urgent demand and the undertone of the trade was weak. There is but very little change in the tone and real trading possibilities from our last week's quotations. Several lots of strictly plain shorn western lambs landed at \$7.35; one very desirable string, \$7.40. Those selling around \$6.85 were of the right weight but lacked finish. Some sold at \$6.25 to \$7.75. Shorn natives really sold higher than \$7.00 and many lots were purchased below that figure.

CATTLE—DETROIT STOCK YARDS.

Beef steers, good to prime heavy	\$7.50@8.25
Beef steers, medium to good	7.40@ 7.75
Beef steers, common to fair	6.00@ 7.00
Beef cows, common to selected	5.50@ 6.00
Heifers, selected	6.50@ 7.50
Stock steers	5.50@ 6.25
Feeders	7.00@ 7.25
Canners and Cutters	4.00@ 4.25
Good to prime veals	5.00@ 9.50
Bulls	4.50@ 6.50
Dressed veal	8.00@13.00

Calves—Buffalo.

Calf run for Monday at Buffalo 1,700 head. Demand from the east for top veals was liberal and with a strong local request for culls, trade on all kinds was active and steady. Best veals brought \$11.00 to \$11.25; bulk, \$11.25; fair grades, \$10.25 to \$10.75; culls, \$10.00 down, and feds, \$5.00 to \$6.00.

Sheep and Lambs—Detroit.

The receipts for the week show 2,279 against 1,724 last; over 500 head decrease in receipts. A reduction of \$1.00 was shown in spring lambs, a very much easier feeling being manifest. The very best dry-fed lambs were running around \$7.00 to \$7.25; good grass-fed stuff around \$5.50 to \$6.50; light lambs, \$4.00 to \$5.00. Sheep were hanging along in about the same channel, going at \$5.00 to \$5.25; culls, \$3.00 to \$4.00.

SHEEP—BUFFALO STOCK YARDS.

Spring lambs, choice	\$9.00@9.50
Spring lambs, cull to fair	.50@ 8.75
Yearling lambs, choice	7.25@ 7.50
Yearling lambs, cull to fair	5.00@ 7.00
Wethers	5.85@ 6.15
Mixed sheep	5.50@ 5.75
Ewes	5.00@ 5.50
Cull sheep	2.00@ 4.00
Bucks	3.00@ 4.25

CATTLE—CHICAGO.

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

	Number Received	Extreme Range	Bulk of Sales
Mon. June 2	21,505	\$7.00@8.75	\$7.65@8.30
Tues. June 3	2,040	7.25@8.60	7.75@8.25
Wed. June 4	16,000	7.30@8.75	7.75@8.35
Thurs. June 5	4,500	7.35@8.75	7.75@8.25
Friday, June 6	1,674	7.30@8.30	7.75@8.10

This week \$7.10@8.75 \$7.65

Calf Quotations.

Calves, choice to extra	\$11.00@11.25
Fair to good	10.25@ 10.75
Culls and common	9.00@ 10.00
Light thin	8.00@ 9.00
Fed Calves	5.00@ 6.50

SHEEP—DETROIT STOCK YARDS.

Lambs, good to choice	\$7.00@ 7.25
Lambs, fair to good	5.50@ 6.50
Mixed sheep	4.50@ 5.25
Cull sheep	2.00@ 3.00

FLOUR AND FEED.

Sales on feed have been very satisfactory, with practically no change in prices, except on grades of feed that contain a large per cent of corn. Millers have to be very careful in putting feed of this description because during the warm weather they cannot put in any grain or corn that contains moisture as the feed will mould and get musty.

Flowers are the sweetest things that God ever made and forgot to put a soul into.

MICHIGAN BUSINESS FARMING, 95 WEST FORT ST., DETROIT, MICH.

Dear Sirs:—In enclose fifty cents (50c) (or within days I will send you 50c), for which start the "pink-sheet" coming for one year, beginning with the next issue.

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