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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APPLE GROWERS HAVING TROUBLES

NORTHWESTERN BOXED APPLES WILL HAVE TO FIND OTHER MARKETS.

Immense Acreage Coming to Bearing in the Next Few Years—Growers Expect to Have to Sell at Lower Prices and Are Looking to Foreign Markets.

There is no denying the fact that the immense crop of apples all through the East this season has raised havoc with the markets for the northwestern apple growers. The old northwestern boxed apple deal has forever passed into history. On account of changed conditions, things that were, can never be again. During years past the grower had no need to seek the buyer because the man from the East came and worshiped and prayed for the privilege of buying fancy northwestern apples at any price the grower might set. The lure of gold, which has always led men westward, has now turned the tide in the opposite direction and the western apple man will hereafter have to go eastward and across the "pond" and search for the apple buyer.

Following the homeseeker who tapped rivers, building immense waterways and, by the sweat of his brow, labored faithfully for years to raise the famous big red apple—following close in the wake of this miracle of the northwestern soil came a second man, looking for the pot of gold at the end of the rainbow—the buyer, who purchased the big red apple at fancy prices, often times on the trees, and shipped it to a waiting world at extra fancy prices. Both made money abnormally in the days that were, but those days have passed into memory. The lure of gold has turned the stem of the tide in an absolute reverse direction. With steadily increased prices and increased production, the buyer began to find the pot only half full of gold; then a quarter full, and many times afterward some will-o-the-wisp had turned his profit into loss; instead of gold there was liquid of crimson rue, which in the language of the trade is called "red ink." In the ages to come history may repeat itself, but for the present, cities and hamlets all over the Union and remote corners of the old world, are turned upside down by the old homeseeker, now the commercial apple grower, in his effort to locate the man, the buyer, who once sat under the shade of his old apple tree with money in hand begging for his crop. Yes, the stem of the tide has turned. The mountain no longer goes to Mohamet.

Right here in the city of Detroit during the past few years, northwestern boxed apples have sold at a high premium over the very best home stock. It is generally conceded that the Michigan apple is far better in taste, keeping qualities and in every way than the Western fruit; however, the Western apple grower seems to know just how to put up his product, and while the Michigan apple grower was pruning and spraying to get his neglected orchard into bearing, the northwestern growers got a foothold

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OCTOBER—"Just our luck! Something always has to happen! Here we are with corn cribs and storehouses filled with products from the farm, and thousands of bushels still in the fields and no place to put them. We want to sell at once, but prices are low. Truly, it is just one d— thing after another. Doggone it all, anyway."—(The Drama of 1912—Last Act).

SUFFRAGISTS LOSE ON THE RECOUNT

Lose 1,241 Votes in Wayne County—Irregularities and Unfairness on the Vote Apparent Everywhere.

Whatever the final effect of the recount on the vote for Equal Suffrage in this state may be, it is conceded by all who have had anything to do with the matter that the recount has served to show how irregular and uncertain is the present election system in some respects. In going over the vote cast in the different wards and townships in Wayne county, irregularities were found everywhere. Through the recount the cause has suffered a loss of 1,241, making the total vote against the amendment in Wayne county more than 12,000.

Although the recounting of the votes only added to the majority of the "antis" in the county, those interested in the women's cause hope to gain in the end by forcing the board of canvassers in this as well as the other counties in which a recount has been had, to throw out the ballots uninitialed by the inspectors in the booths. Should they be successful in this, it will probably result in a victory for the women, but at the cost of the disfranchisement of 11,861 voters in this county alone. The legal and moral value of these votes is at this time an open question.

At the time of the laying out of the present ballot system the vote for amendments was placed on the regular election ballot. Several years later the amendment part of the ballot was separated from the rest and the amendments were placed on separate ballots. Several years following that a section was added to the election law which necessitated the numbering and initialing of the regular election ballots, but no notice was taken of the amendment ballots in this respect in that nor any other section of the election laws.

If as many errors occurred in connection with the regular ballots, it is hard to tell who was elected. Something should be done to prevent this gross carelessness on the part of the election boards.

The question as to whether the ballots did not contain the initials of the inspectors are legal or not, is to be determined soon, as Attorney John F. O'Keefe, of Saginaw, has prepared a petition and presented it to the circuit court for a mandamus to restrain the canvassers from counting certain ballots and from proceeding with the recount on suffrage in this county until the court has rendered an opinion of the legality of the ballots.

The petition recites that the placing of inspector's initials on any corner

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LAST MINUTE QUOTATIONS.

At the time of going to press, the wires bring us the following "last minute" quotations:

Wheat, No. 1 White (large mills paying)	$1.05
Wheat, No. 2 Red (large mills paying)	1.06
Oats, Standard	.37
Rye	.63
Beans	2.28
Hay (best market today, New York), at	22.00
Potatoes (best market today, Philadelphia) at	.62
Butter	.34
Eggs	.32
Poultry	.13

A BIG SLUMP IN COLD STORAGE EGGS

IT IS SAID THAT CHICAGO SPECULATORS WERE GLAD TO GET RID OF THEIR STOCK AT A LOSS OF TWO CENTS PER DOZEN.

Cold Storage Stock is Surely Going Lower—No Fear at the Present Time of Any Great Change in the Price for Strictly Fresh Eggs.

Forty-eight thousand dozen eggs were thrown overboard by local speculators in Chicago the first of the week. So anxious were the speculators to get rid of their storage eggs that they dumped them upon the market at a loss of two cents per dozen. They tried to get rid of several thousand dozen more, but couldn't find any takers.

The trouble with the egg situation in Chicago is laid at the doors of the members of the price committee of the Butter and Egg Board, which was recently dissolved.

For two months these committees have been shoving prices upward without regard to the demand and supply. The board, already under federal fire for such activities, abandoned its committees three days ago and left prices to be regulated by real market conditions.

South Water street commission men said the price of eggs is nowhere near the bottom and predict that with over a million and a half cases in cold storage ready for the winter demand, eggs will drop close to 10 cents a dozen before New Years, unless severe weather intervenes.

During the day many holders of storage eggs showed a panic to get out of their obligations and offered to sell at 20 cents eggs that had cost them 22 cents last April, without regard to cold storage charges for the eight months since that time. With four carloads dumped overboard they could get rid of no more.

According to the Warehousemen's Association, there are 1,670,355 cases of eggs now in storage, 341,374 cases more than at this time last year. Most are held by small speculators, who borrowed money to make the purchases last spring, or made loans on warehouse receipts after the eggs had been stored. Loan brokers and banks are said to be pressing these speculators for margins, forcing them to turn their holdings into cash.

Undoubtedly the panic among the Chicago speculators will result in a tumble in the cold storage product throughout the United States, and it is barely possible that we shall see a lower price for eggs of all kinds during the next 30 days. We still maintain that there is demand enough at home to take all of the strictly fresh product, and we see no reason why the farmer should sell even if the price sags for a few days.

Farmers will not shed tears over the speculators' losses, as the eggs that were put in storage were bought from the farmers at from 15 to 18 cents per dozen.

10,000 BY JANUARY FIRST — Ask, on a postal, for 25 or 50 copies to distribute among your friends and neighbors. DO IT TODAY, PLEASE.

THE MARKET SITUATION VIEWED FROM THE INSIDE

HAY

There are market conditions under which one week's time will make a great change, but not so this season, especially up to the present time on this commodity. Each week that goes by seems to show us our position more clearly with respect to the commercial possibilities of this given commodity. We think it shows us, as producers and distributors of hay, that we simply must do something out of the ordinary this season in order that the best possible results may be the outcome. We think that you should feel the importance of conservatism and justified action in the handling of the given situation; we have not experienced a season just like this in a long time. We have not had the conditions which confront us this year, to cope with. So to speak, it has been a comparatively easy proposition in the past. It is possible, and we really feel most true, that your handling of the proposition in the past could have been improved upon wonderfully, but with the advanced prices which were natural on the face of conditions existing, you were able to obtain a much better price, that you felt satisfied. It is certainly true that the ones who have done the business end of your business, acted as your agents in putting your commodities on the market, have reaped a handsome reward in the past five years. We wish you to appreciate the business responsibility upon you, that one thing is meant in the producing of the crop, but the most important is meant in the proper disposition of it. This season we certainly have an enormous quantity of hay to make disposition of. As we have already demonstrated and enlarged upon, there is only a very small percentage of the same which will result in being high-class hay in any of the given grades. Ninety per cent of the entire crop this season we feel is damaged; possibly, not enough to denote a commercial damage, but appearance at the least. This means that not over 10 per cent of all the hay we have for disposition will run nice and bright in color.

Now, readers, what are we going to do? Are we going to sit down and study the situation carefully and try to frame up some course of action that we will pursue, and what will the trend of this given action be? Without studying the situation any more than we always have, does it not show that if we have an abundance of hay for disposition and that only 10 per cent of the same is high in color and correspondingly in quality and in selling strength, that we have a perfect right, based on a legitimate commercial principle, to hold this kind of hay back and allow those who have the common qualities of hay to gradually make disposition thereof? Does it not also show that if we should continue to place freely on the market this commodity on basis of conditions that exist, that we will not only hold the market where it now is, but have a tendency to make it of a top-heavy nature and possibly demoralize it? We contend that it is possible to either demoralize the hay market in every direction or to make it quite satisfactory, and that it is absolutely up to you as a producer, which condition you experience later. To you fellows who have nice stuff, we wish to ask you not to be selfish, we wish you to remember your brother farmer who has got the poor stuff and that right at home and under conditions of this kind is where you ought to show your colors, hold back the good hay and gradually make disposition of the common qualities, is our this week's summed up advice.

HAY—MICHIGAN ZONE PRICES.

Zone No. 1 Michigan	$12.50
Zone No. 2 Michigan	13.50
Zone No. 3 Michigan	14.50
Zone No. 4 Michigan	14.50
Zone No. 5 Michigan	14.50
Zone No. 6 Michigan	14.50
Zone No. 7 Michigan	15.00

NOTE—The prices given are on a basis of No. 1 Timothy hay in the different Michigan freight zones. This gives you the price that Michigan dealers should be able to pay for this commodity, f. o. b. their stations, under existing market conditions.

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.

DETROIT—Having faced a glutted condition on this market for the past two weeks, shipments have gradually decreased—receipts on this market become lighter. This has allowed the conditions here to show decided improvement, having quite well cleaned up, or at any rate, in a position where they feel very much at ease. The car situation has had something to do in helping out the situation, not only at this point but at many others. The main trouble with the situation here is the heavy run of very common and low quality hay. It has been a serious problem with handlers on this market to place it to the trade. It has really been necessary to exercise expert salesmanship to make it possible. We think it safe to state not 2 per cent of strictly high-class hay or any good grade arrived on this market during the past two weeks.

HAY—DETROIT MARKET.

No. 1 Timothy	$17.50
No. 2 Timothy	15.00
Light mixed	15.00
No. 1 mixed	14.00
Rye Straw	11.00
Wheat and Oat Straw	10.00

PITTSBURGH—A congested condition exists on this market on all qualities of hay, excepting No. 1 timothy and high-class clover hay. You will be surprised, possibly, when we advise you that the real demand and call is for all clover hay of nice quality, properly cured, etc. Average mixed qualities of hay and threshed timothy hay are comparatively quiet. The market at this point is, on the whole, slow but steady.

HAY—PITTSBURGH MARKET.

No. 1 Timothy Hay	$17.00
No. 2 Timothy hay	16.00
No. 1 Light mixed hay	16.00
No. 1 Clover mixed hay	16.50
No. 1 Oat straw	10.25
No. 1 Clover hay	16.00
Fine prairie packing hay	11.50
No. 1 Rye straw	11.50
No. 1 Wheat straw	10.50

CINCINNATI—There was a noticeable increase in receipts on this market, with a result that the same showed weakness and reductions were forced to be made in order to create a movement and reduce the supply. The one disappointing feature is that the buyers did not manifest any particular desire to take hold of offerings, even at the reduced prices. The principal run of offerings were of timothy and only the top qualities would command any attention to speak of. This shows the Cincinnati market to be in a top-heavy condition.

HAY—CINCINNATI MARKET.

Timothy No. 1	$18.00
Timothy, Standard	17.50
Timothy No. 2	16.50
Timothy No. 3	14.00
Clover Mixed, No. 1	16.50
Clover Mixed, No. 2	14.50
Clover Pure, No. 1	17.50
Clover Pure, No. 2	16.00
Straw, wheat	9.00
Straw, oats	9.00
Straw, rye	10.00

CHICAGO—The arrivals on the Chicago market during the past week have been heavier than for some time. We are forced to admit that when an increase in receipts shows at any given point, a lack of tone to the situation is evident at once. In other words, special inducements have to be made and attention given in order to reduce the supply and to ward off the congested condition it was facing. The future situation on this market is dependent very much on the actual movement thereto. With a continuance of last week's receipts, an easier feeling and an easier market at this point will surely be the result.

HAY—CHICAGO MARKET.

Choice Timothy	$19.00
No. 1 Timothy	17.00
No. 2 Timothy	15.00
Light Clover Mixed	16.00
No. 2 Mixed hay	13.00
No. 3 Timothy	13.00
Clover	12.00
Threshed Timothy	10.00
Marsh feeding hay	11.00
Packing	8.00
Choice Alfalfa	19.00
No. 1 Alfalfa	18.50
Rye	8.50
Oats	7.50
Wheat	6.50

BOSTON—The Boston market continues to plug along at about its former pace. There does not seem to be any particular change to the situation up to this time. We believe this market is making less changes in the market tone than many others. We appreciate that on the lower and more common qualities of hay, this market center has an outlet through the export channel, thereby relieving it along this line. There is little change to report as actually existing on this market.

HAY—BOSTON MARKET.

	Large bales.	Small bales.
Hay, choice	$22.00	$22.00
Hay, No. 1	21.00	21.00
Hay, No. 2	20.00	19.00
Hay, No. 3	16.00	15.00
Hay, clover	18.00	17.00
Hay, clover mixed	18.00	17.00
Hay, stock	15.00	15.00
Long rye straw	17.00	
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—There is just a little better feeling to report on the New York market for the past week. This is not enough, understand, to make any change in the general market situation at this given point. It is a result of receipts more than anything else. However, many little features may develop at any given time to regulate a change to exist. This increase in tone was all manifest on the higher qualities of hay, both in timothy and high quality mixed. While there will not be any change in the quotations on this market, still there was a little better feeling and some sales made above quotations as shown.

HAY—NEW YORK MARKET.

New Hay: Timothy— Choice.	Large bales, per ton.	Small bales, per ton.
No. 1	$23.00	$22.00
No. 2	20.50	20.50
No. 3	19.00	19.00
Shipping	17.00	16.00
Light Clover Mixed	20.00	20.00
No. 1 Clover Mixed	18.00	18.00
No. 2 Clover Mixed	14.00	15.00
No. 1 Clover	18.00	17.00
No. 2 Clover	16.00	
Straw—		
No. 1 Rye	17.00	
No. 2 Rye	16.00	
No. 1 Oat	11.50	11.00
No. 1 Wheat	11.50	

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

POTATOES

You will please notice right off the reel that we are changing from Flag No. 1 to Flag No. 5, absolutely a reversal of form. We are doing this for a purpose. The large handlers of potatoes at most points over the State have reduced the price to around 30c this last week. This means through the principal potato growing sections in the north. The range of price in the central section, being around 35c. At any rate, this is a sharp decline in price being paid the producer. Right now is when we ought to get in our good work. Right at the psychological moments of this nature is where you, as a producer, and we, as editors of this paper, should work together and more closely. We assure you that it is our disposition to stand ready at any moment to be of every available assistance and help possible to you.

The first question is, why has the market made a change on this given commodity? The car situation certainly tightened up, which, in turn, means that receipts to all outside markets must be lighter. In face of all this, we have a decline. The important question comes right to us, why? Talking directly to you, who are using the Chicago markets by virtue of its freight rate and quicker haul, we wish to say this: That you are overfeeding that market and you have caused the present decline to be manifest. The outside market situation, viewed from the past, present and future, absolutely does not warrant the change that has taken place. Please understand that we do not wish to influence you, and God knows we don't want to misguide you, but we do wish to work with you for a betterment of conditions and a forestalling of mistakes that we may make, as producers, in allowing these large manipulators to control the situation as they see and deem fit. There is absolutely no sense in our being subject to the conscience of these potato buyers. We can just as well have an understanding of the situation, govern the disposition and, as a result, regulate the price that we can get for our stock. At 30c we would not sell one bushel of potatoes to the best-looking potato buyer that ever stepped. We simply can not feel that we have more potatoes than the trade is going to demand. We also feel that many of our brother producers are going to be disappointed when they open up their pits or possibly when they inspect their cellar stock later.

POTATOES—MICHIGAN ZONE PRICES.

Zone No. 2 Michigan	.35
Zone No. 4 Michigan	.37
Zone No. 5 Michigan	.35
Zone No. 6 Michigan	.35
Zone No. 7 Michigan	.38

NOTE—From present market conditions, local dealers in the freight zones should pay you the price quoted above for No. 1 stock delivered at their stations. These prices can be increased by taking advantage of special carlot offers.

We can not feel that all of the advice we have received concerning the keeping qualities of this commodity is unworthy. Let's stay in port for another week at least.

DETROIT—We have not had a clean-up on this market yet. The situation remains draggy, no particular tone to it. Quite a bulk of the movement is from farmer wagons; trade is not taking hold freely; it is a hand-to-mouth movement.

POTATOES—DETROIT MARKET.

Bulk from car, per bu....	.40 to .50
*Sacked from car, per bu..	.55

*Sacks must be even weight, 150 pounds.
Price quoted includes cost of sack, about 10½c each.

CHICAGO—Something of a peculiar nature exists on the Chicago market this week. The arrivals have been about 20 per cent lighter than one week ago and about 40 per cent lighter than the corresponding week last year, but in face of this the market has assumed a much easier appearance. There is practically no demand whatever existing.

POTATOES—CHICAGO MARKET.

Bulk from car, per bu....	.45 to .48
*Sacked from car, per bu..	.46 to .50

*Sacks must be even weight, 150 pounds.
Price quoted includes cost of sack, about 10½c each.

CINCINNATI—There is a slight tendency for an easier feeling to exist, still we do not feel that there is any decided change already evident. Arrivals of Michigan stock have been a little lighter, but from other sources somewhat easier. There is unquestionably a little easier feeling existing at this point. It would depend entirely, as we see it, on the receipts for the next few days, as to the general outcome.

POTATOES—CINCINNATI MARKET.

Bulk from car, per bu....	.48 to .55
*Sacked from car, per bu..	.50 to .60

*Sacks must be even weight, 150 pounds.
Price quoted includes cost of sack, about 10½c each.

PITTSBURGH—The market had a tendency to soften a little the latter part of last week but rallied a little later. Receivers of potatoes on this market seem to feel comparatively strong on the general situation, but the buyer steps out on a different foundation entirely, feeling the situation does not warrant an advance. The stock continues to be heavy of Ohios, Wisconsins, and York States.

POTATOES—PITTSBURGH MARKET.

Bulk from car, per bu....	.50 to .55
*Sacked from car, per bu..	.55 to .60

*Sacks must be even weight, 150 pounds.
Price quoted includes cost of sack, about 10½c each.

NORFOLK—We continue to receive calls continuously from the Virginia section. This refers to buyers over the State and advice we receive through them. We also understand the situation existing in this given territory and believe that it is gradu-

POTATOES—NORFOLK MARKET

Bulk from car, per bu....	.45 to .50
*Sacked from car, per bu..	.60

*Sacks must be even weight, 150 pounds.
Price quoted includes cost of sack, about 10½c each.

ally becoming better, showing quite a little better feeling to exist. From a Michigan standpoint, the time when it will actually show in our favor depends on the outcome of the Ohio movement.

I guess you have got at the root of the market trouble all right. Drive that spike home.—S. I. Fickle, Copemish, Mich.

WHEAT

Regardless of the situation that actually exists on this commodity, from week to week, up to the present time, we still feel firm in our belief that the situation, from a Michigan standpoint, at least, will improve over the present. In reviewing the situation, we must never lose sight of the local mill trade we have. We must also appreciate that they are looking to Michigan for their supply; that their trade has been based on Michigan wheat. True it is, that some

WHEAT—DETROIT MARKET.

No. 1 White....................	$1.04¾
No. 2 Red.......................	1.05¾

Speculative Prices.

*December delivery..........	$1.05¾
*May delivery..................	1.10½

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

of the larger mills are grinding western wheat, making blended flour, etc., but there still remains an actual demand for our Michigan product, and, regardless of the situation that may continue to exist for a little time, the feeling will continue to be strong on what we have for disposition and which is of a commercial nature. The foreign situation is gradually cleaning up, so that the wheat situation, in a large way, will commence to shape itself on some kind of a substantial basis.

WHEAT—CHICAGO MARKET.

No. 2 Red.........................	$1.03

Speculative Prices.

*December delivery..........	.85⅝
*May delivery..................	.90¾

*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.

BEANS

There is only one way in the world, boys, that you can play this bean game and get results, and that is, by holding back your beans when the price they are offering you is not only unsatisfactory to you, but which is absolutely out of line with conditions that should exist on your given commodity. We are going to come right out flat-footed and say to you, that there is absolutely no excuse, reason, or otherwise, that the present bean market should be in its apparent condition, other than the overfed condition of the market animal. We are not going to put all of this blame on the elevator operators of the State. We are going to divide this up, and, in fact, throw the most of it right over on to your shoulders, as a producer and distributor, and say to you, frankly, that you have dumped your stuff on the market too fast. You have got to let up on this sort of disposition or you can bank on an unsatisfactory, unstable, and unreliable condition and a tendency to the further demoralizing of the bean market in general. Now, that is good, plain stuff and right from the shoulder. We do not want it to knock you out, but we want it to jar you, bring you to your senses. From our standpoint, we feel most secure in the future of this commodity. We believe we have every right to feel that a most satisfactory condition is going to exist. You can not expect that when you keep dumping your stuff into a local man's elevator and filling it to the roof, that he will do anything but reduce the price to stop you. That is not only true from a local standpoint, but the trade has been rushed and forced all along the line. The outside market is overcrowded just the same as is your local. The whole situation needs relief. We suppose you might think we were way out of line if we should even suggest at this critical time that beans would go to $2.40 to you before the season is over, but we are going to do it just the same. Keep your nerve, and keep your beans until further notice. The situation on red kidneys is good. Take up with our Service Bureau.

BEANS—DETROIT MARKET.

White, hand-picked basis......	$2.20
Red Kidney	2.30

MICHIGAN ZONE PRICES.

Zone No. 2, Michigan..........	2.15
Zone No. 3, Michigan..........	2.20
Zones 4, 5, 6 and 7, Michigan..	2.25

NOTE—We give you above the prices that Michigan dealers should be able to pay you for beans, hand-picked basis, in the different freight zones of Michigan. The Pink Sheet has set the price for beans, hand-picked basis, at the average Michigan points, at $2.40 per bushel.

OATS

We continue to be of a scrappy nature with reference to the disposition and the possibilities of this given commodity. We believe the other fellow shows a little tendency to weaken. If we follow up our position, we think we can effect a result which will be highly satisfactory, and especially so, as based on the promise when the season opened. We wish you to review our former advice, based on the conditions of other commodities of a like nature. The hay crop, corn crop, poor wheat, etc., will all be used as feed. One naturally reflects on the possibilities or the importance of the other and vice versa. Better lock up your granary and lose the key.

OATS—DETROIT MARKET.

Standard	36½
No. 3 White....................	
No. 4 White....................	
No. 2 Mixed....................	
No. 3 Mixed....................	

CINCINNATI—The local dealers monkeyed around on this market until they were unable to fill their requirements. They have been taking advantage of the situation right from the inception of the season, hanging back and forcing sales to be made below a natural market tide, but they were caught off their guard this last week and were made to come across to fill their requirements. This is about the first real news of a consoling nature along this particular line that we have received from any given market this entire season. We welcome this news, because it goes to show the manner in which the trade has been handled and manipulated so far. It also goes to show the little strength we are gradually accumulating.

OATS—CINCINNATI MARKET.

Standard	.37
No. 3 White....................	.36½
No. 4 White....................	.35
No. 2 Mixed....................	.35½
No. 3 Mixed....................	.35

PITTSBURGH—This market also gives us news of good cheer, excellent demand—a steady improvement in the situation all around. Receipts were a little lighter, catching the local trade off their guard and almost forcing them to go short on goods neecssary for their immediate needs.

OATS—PITTSBURGH MARKET.

Standard	.37
No. 3 White....................	.36
No. 4 White....................	.35
No. 2 Mixed....................	
No. 3 Mixed....................	

CLOVER SEED

There is practically no change to the situation to give out this week. The movement of seed during the past week has been very light, both incoming and outgoing. By that we mean, from the producers through to the receivers, who are of a large handling nature, and then from these large handlers to the outside trade. Seed is handled differently than a great many other commodities; practically all the seed in the state goes to distributors, and possibly right back from these local distributors to some of your local elevators to be later resold to the brother producer. Little movement, little

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Michigan Freight Zones

EVERY BUSINESS FARMER should know the freight rate from his shipping station to the leading market centers. With this key you are in a position to know whether your local dealer is giving you a square deal or not. Below we give you the "Business Farming Zone Map of Michigan." You will notice that in connection with the map we give you the approximate rate per hundred pounds for shipments by freight to the markets named on most of the products of your farm. These rates will vary a little at different points, therefore we advise you to go to your local railway agent and get the rates from him. He is obliged by law to give you the rates, and with these rates and the "Pink Sheet" you are secure.

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
Pittsburgs	.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
Pittsburgs	.17
Cincinnati	.15
Chicago	.10½
Detroit	.11

Zone 7—Pontiac.

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

Michigan Business Farming

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

Founded by GRANT SLOCUM and compiled under his direction.

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EDITORIAL

THERE IS A DIFFERENCE between "bucking the market" and holding your farm products for profitable prices. The "Pink Sheet" never has, and, under its present management, never will advise farmers to "speculate," "buck the market."

ALL JOIN HANDS, CIRCLE TO THE LEFT

We have advised, and shall continue to advise farmers to hold their products for profitable prices. True, you can't always be sure of a profit on everything you grow upon the farm, but you can get all the supply and demand market will give if you wait long enough.

"If you must sell at a loss, sell at the eleventh hour." In other words, if there is a surplus in any commodity, the prices offered for that particular commodity will be low. If the low price still gives you a profit, that is a horse of another color—but if you must, pocket a loss.

Why sell before you know what the supply and demand really is? It very often happens that the so-called surplus vanishes like snow under a July sun. When the surplus vanishes, low prices take to their heels, and a good market with profitable prices remain.

At a farmers' meeting the other day, a successful farmer, in the course of his remarks said: "I never sell the products of my farm unless I can get profitable prices; and I never hold the products of my farm for bigger prices when I can get profitable prices."

That farmer had the "right hunch." He will win in the long run; win in the short run; win every time. The trouble with the majority of us fellows is that we really don't know what our products cost us. We have the goods; they are in the bin, granary and mow.

We know right well how we got these products of the farm; we know where we got the supply, and when—but "dog-on-it," if we know what the goods cost us. And how are we going to set a selling price which will leave us a profit when we don't know the cost?

Speculating is sometimes profitable, but often a very hazardous game. Dealing in futures may be all right for the fellows who have sinned away their futures anyway, but the farmer is outclassed the moment he sits in with the fellows who play such games.

The farmer who holds for a profit and sells when he can make a profit may lose a good long price occasionally—but he always has the satisfaction of knowing that he didn't expend his labor and energy without at least a satisfactory reward.

A bright young farmer followed in the discussion. "My neighbor's advice is all right; but what would he do if prices were unprofitable and he desired to hold his products, and the banker notified him that his interest was due and must be paid. Only money will cancel the obligation at the bank, and I have only farm products with which to get the money?"

"Renew your note," suggested the first speaker. "But suppose, the banker told you that he was loaned up; that the elevator man had to have lots of money to move the crops, and he could not renew?" asked the young farmer.

"Well," said the well-to-do farmer, you've got me." "And," replied the young farmer, "between the banker and the elevator man I have got to sell." And there you are. One problem solved; another unearthed.

Strange that farmers will put their money in a bank to be loaned to others, when by helping out their own neighbors the whole market situation could be cleared up. 'Tis true, and pity 'tis, 'tis true, that most of the money used by the elevator men of the country is owned by the farmers themselves.

And the very money that the farmer loans the elevator men is used to bring farm products out of the hands of the poor farmer, on to a glutted market to further depress the market.

Try as best we can, brothers, our interests, if not our hearts and hands, are joined. Turn the wheel of fortune backward or forward, and the result is always the same. The savings of the few become the burdens of the many.

There's a way out of the difficulty. It lies close beside the path where our interests intersect. But for the time being we are going it alone; every farmer for himself and the elevator men takes the hindmost, and a nip out of the foremost.

No use complaining; we must pay the fiddler. *"All join hands and circle to the left."*

COMPLAINT ON POTATO RATES.

Question of Tariff From Wisconsin and Minnesota Being Heard.

Rail rates on potatoes from points in Wisconsin and Minnesota to destinations west of the Mississippi river form the basis of a complaint that is being heard by John S. Burchmore, examiner for the Interstate Commerce Commission. The hearing is being held in the federal building. A tariff embracing increased rates on potatoes from Wisconsin and Minnesota points was suspended by the commission November 1 last. It is alleged that the new tariff is "grossly discriminatory." It also is charged that the proposed rates will advance the price of potatoes.

APPLE GROWERS HAVING TROUBLES

(Continued from Page One)

in all of the leading markets. This season, however, has been an exception to the rule, and the Michigan product has been in demand. Just what effect this changed condition is going to have on the markets of the future is problematical; however, there is no question but that fruit growers everywhere will be obliged to seek the market for the next few years at least.

A BIG SUPPLY IN COLD STORAGE EGGS

(Continued from Page One)

of the ballot except below the perforated line, breeds opportunity for fraud and destroys the secrecy of the ballot. It is expected that the Saginaw circuit court will grant the injunction, and issue an immediate order to show cause, which will bring the matter into court on its merits. When the canvassers counted ballots Friday night they counted all that had initials on the back irrespective of the position, following the opinion received from the attorney-general's office.

Secretary Wilson, of the United States Department of Agriculture, has issued eleven distinct regulations governing the sanitation of renovated or process butter factories, which took effect on November 15. Copies may be obtained by writing the Bureau of Animal Industry, Washington, for order 193.

Uncle Sam is saying that he will punish the Elgin Board of Trade for the unjustifiable work they are doing in controlling and setting market prices on butter. The Elgin board is not a trust, but some of the work that they do may reasonably be questioned.

Farmers' Problems

"REMEMBER, boys, I pay a quarter for a problem. Send 'em along. If you see your problem on the board, it means you get the quarter. Be sure to give your name and address; I want to know where to send the 'two-bits,'" remarked the Professor, and then he wrote this problem on the board:

Farmer Kohler took twenty bushels of beans to the elevator. They proved to be twenty-two-pound pickers.

The elevator man paid Farmer Kohler sixty-five cents per bushel for the beans.

From every bushel of beans the elevator man had thirty-eight pounds of hand-picked beans.

The Detroit market showed that the elevator man could have paid \$2.20 per bushel for hand-picked beans on the day Farmer Kohler brought in the beans.

This transaction actually occurred in Lapeer county.

"Now, boys," said Professor Square Root, seriously, "I want to know who got the best of this bargain: *Did Farmer Kohler get more for his beans than the elevator man got profit? If so, how much?*"

A Quarter for the First Answer.

BEEF PRICES OF THE FUTURE

Questions come to us daily asking information regarding food supplies and probable prices and as a result, after careful and extended inquiry we publish the following letter which seems to clearly point the way to continued high prices. While I am not posing as one possessing any superior knowledge or ability to read the future, I have reason to believe there are some points of argument on the subject that if presented may throw some light on the situation.

Every indication points toward an increase in price of beef cattle and an annual decrease in the number available to supply the demand. My reasons for advancing that statement are based on the absolute fact that by far the greater portion of the old time cattle grazing sections in many of the western states has been broken up. The localities where cattle numbered into the thousands only a few years ago are today the homes of settlers who have transformed a hitherto wild stretch of country into fields of growing grain. Millions of acres have thus been changed. Only recently large tracts in both North Dakota and South Dakota were thrown open for settlement and a great portion of it is occupied by settlers. Like so many others those tracts were cattle grazing sections but the cattle business there has ceased forever. I occasionally hear men speak of having traveled a hundred miles across the plains of these states and not seeing a single human habitation. That vast area was used for grazing cattle but it is now being farmed and there is no new territory that may be opened up to take the place of the old.

While the territory availbale for grazing has been gradually and permanently reduced, the demand for all kinds of food stuff, including meats, has gradually increased. So far as prices are concerned, is not the reduction of territory and the size of herds together with the increase in demand sufficient reason for us to expect high prices to continue indefinitely? Do not the records of receipts of cattle at our leading markets during the past few years show a decline while the demand has grown? By reason of the high prices offered for all grades and ages of stock, thousands of cows and calves have been rushed to market. Some stockmen whom I know have made the second and third shipment this fall to take advantage of the high prices. That in itself will materially lessen the possibility of replenishing their herds within the next five years.

Only a few years ago Texas had a cleaning up in the cattle business. Many of the men who had been thus engaged quit the business and placed trainloads of breeding stock on the markets. It was predicted then that Texas would want for cattle before she could replenish her herds, and evidently it has proved true. Many of the grazing sections there are stocked with cattle imported from neighboring states.

Just so long as present conditions continue to exist, is it not reasonable to conclude that present prices will remain? My candid opinion is that the prices of beef cattle will soar to such heights that beefsteak will be served as a luxury rather than a daily ration.

WORLD'S LIVESTOCK SHORTAGE.

The man who reads and observes is thoroughly conscious of the fact that there is at present a serious livestock shortage; and statistics show also that the population of all civilized nations is growing much faster than is the general meat supply. There are three causes for present conditions. Three successive seasons of drought and "foot and mouth" disease seriously crippled the livestock interests of South America, while the United States has actually declined during the last decade in her supply of meat animals, while the population of her people has increased 21 per cent.

It would seem that now is the accepted time for the thinking man to go into stock raising. Crops of all kinds are bountiful in this country and our nation is most prosperous, at peace with the world, and with practically every one employed, which inclines all to live well; so it would seem that the opportune time to grow stock at a profit is in sight, with the starting point right now. With prime beef selling at better than $11 per hundred, makes one see how much he is losing by not raising calves instead of potatoes.

We are ceasing to be exporters of cattle, and our own food supply is being seriously curtailed. An alarming scarcity of "feeders" has been witnessed during the past two years, while the steadily lessening number of farmers who formerly fed cattle for market adds to the seriousness of the situation. Last season with corn selling at 60@70c per bushel made many feeders view the situation with doubt, thus stayed out of the game of feeding, preferring to sell their grain rather than to venture feeding it to cattle, but those who made the venture survived with a profit.

Elbert Hubbard, the word wizard and philosopher, says: "It is a wise man who turns his grain into livestock before marketing." History has proven in this as in other kinds of business that the man who "sticks to it" will win out. "Pay dirt" is not in the first shovelful turned, and seldom in the second; so herds and flocks must be maintained through poor years in order to be ready when the pay car arrives.

The most serious mistake made by dairymen is in the wholesale slaughtering of calves; and it would not surprise the writer to learn of the enactment of a law in the near future for the protection of calves against the greed for milk production. Stockmen should gradually work toward raising their own feeders and should not begrudge the pasture necessary for this remunerative branch of the business; in fact, the silo and alfalfa are fast solving some of the corn belt problems, making possible the keeping of more cattle on less acres than in the past. With no desire to discourage the use of commercial fertilizers, yet we must say that the soil, in order to do its best, needs a certain element of animal matter which seems to be available only through the agency of animal manure. In Europe the soil is thoroughly examined before a tenant can enter upon it; and if during his tenancy the fertility of the soil is depleted he is fined accordingly. If, however, the soil is found to have increased in fertility, he is rewarded in like proportion.

The growing population must be fed —and needs meat; the soil must be improved and made to produce greater crops—and needs manure; and farmers need greater profits which careful stock raising will alone insure.

As a result of a most thoughtful study of the livestock situation, this is our opinion addressed to every farmer:

Get into the stock business—there was never a better time! Talk to your banker—he will help you to start. There are no better loans than cattle loans. Don't worry about the markets —the man who loses is the speculator. Feed your stock, ship when it is ready to market—be generous to the earth which yields you her harvest and a sure and rich reward will be yours!

SPECIAL NOTICE
To the Founders of MICHIGAN BUSINESS FARMING

If you were one of the loyal farmers who helped found this weekly Market and Crop Reporter in the face of the combined opposition of the Market Gamblers and the Parasite Produce Buyers, by sending Ten or Twenty-five cents to apply on a full FIFTY WEEKS SUBSCRIPTION.

I Ask as a Personal Favor:

that you send the balance in currency, or stamps in an early mail. Remember every issue of the little "pink-sheet" is going to grow better, more practical. And when you send in the balance, be sure to **ask a neighbor or two to join with you by sending for a full year or trial subscription. Right now is when we need your help most and we will certainly appreciate your prompt response to this request.**

SECRETARY WILSON'S FINAL PIPE DREAM.

Sixteenth Annual Crop Report of Department of Agriculture.

After a service of 16 years as Secretary of Agriculture Mr. Wilson submits to President Taft the last annual report that he will ever make as head of the U. S. Department of Agriculture. The report covers more than the work of the year 1912, as it includes a summary of the entire term of office, showing the advance in agriculture during the past sixteen years. Mr. Wilson is a past master in dealing with big figures, and his declining years seems to add to his imaginative powers for he deals with billions of dollars with as much reckless abandon as does a newsboy with his pennies. He says: "The record of 16 years has been written. It begins with a yearly farm production of $4,000,000,000 and ends with $9,532,000,000. Sixteen years ago the farmer was a joke of the caricaturist; now he is like the stone that was rejected by the builder and has become the head stone of the corner." The tillers of the soil were burdened with debts, he adds, "but prosperity followed and grew with unexampled speed. Beginnings have been made in a production per acre increasing faster than the natural increase of population. There has been an uplift of agriculture and of country life."

Mr. Wilson is right about the "uplift," but his figures are as meaningless as his pen is unruly. He speaks of the farmers' debts in the past, and there he leaves it, giving the impression that the farmer is now out of debt, with millions in bank; as, continuing, he says: "During the 16 years the farmers' wealth production increased 141 per cent.

"Most productive of all agricultural years in the country has been 1912. The earth has produced its greatest annual dividend. The sun and the rain and the fertility of the soil heeded not the human controversies, but kept on working in cooperation with the farmers' efforts to utilize them. The prices at the farm are generally profitable and will continue the prosperity that farmers have enjoyed in recent years. The total production of farm wealth is the highest yet reached by half a billion dollars. The grand total for 1912 is estimated to be $9,532,000,000. This is more **than twice the value** of **the farm wealth in 1899.**"

Mr. Wilson gives much credit to his department, as well as to agricultural colleges for the present "reduced cost of living" which no one but himself seems to have noticed, and he flings his soothing web of verbal slime over the farmers, while 99 out of every hundred of them will say that "it was the other fellow that prospered, not me." Note what he says: "The most effective move toward reduced cost of living is the production of greater crops and this move is due to the work of the Department of Agriculture colleges and experiment stations and to the help of the press in publishing every movement to help the farmers. The nation forgot its farmers in the general scheme of education of past years and few philanthropists thought of them when giving for education, but they are waking up and thinking for themselves and congress has been good to them."

It is true that science has had much to do in the advanced production of crops; say for instance, the "apple crop," which has been boosted high above any possible profit line to any one, yet the consumer is starving for the surplus. Uncle Jimmy's optimism is a case without parallel, and its greatest beauty is, that we are not obliged to believe it all.

Enclosed find 50c for Michigan Business Farming for one year. I think it is all right. You only mention getting four with these credit coupons. How about getting more, will you send more coupons? Please let us know at once as we are anxious to have them before our next meeting, which will be Dec. 7th. Hoping for a reply, I am, William Smith, Rosebush, Mich., No. 3, Chief Gleaner Beal City Arbor.

THE MARKET SITUATION VIEWED FROM THE INSIDE

Continued from Page Three

change to the situation; remains in a most healthy condition.

CLOVER SEED—DETROIT MARKET.

June	$11.00
Mammoth	11.00
Alsike	13.00
Timothy Seed	2.10

CORN

Old corn is gradually cleaning up so that in a commercial way, it is practically a bygone factor. It is true, we will continue to receive advice of an occasional car of old corn going forward, but practically all the trade is now centered and based on the movement of the new crop. It certainly develops that we have a bumper crop, and, as we understand it, of high quality, for disposition. We believe with prices of coarse feed stuffs on their present basis, and correspondingly, with the high prices of meat products along practically every line, that we, in turn, have a right to expect a very heavy and spirited consumption of corn this year. We are forced to state, that if we do not see an added relief over our last season's output along consumptive lines, that it will be quite impossible to raise the present standard set. We can hardly see why the feature of feeding either cattle or sheep should not be considered and subsequently investigated by a great majority of our Michigan farmers this season. Should any of you wish to secure feeders or make certain investigations, you may feel free to take up with our Service Bureau.

CORN—DETROIT MARKET.

No. 2 white	
No. 3 white	
No. 4 white	
No. 2 yellow	
No. 3 yellow	.50
No. 4 yellow	
No. 2 mixed	
No. 3 mixed	.49
No. 4 mixed	

CORN—CINCINNATI MARKET.

No. 2 white	
No. 3 white	.49
No. 4 white	.47
No. 2 yellow	
No. 3 yellow	.48½
No. 4 yellow	.47
No. 2 mixed	
No. 3 mixed	.48½
No. 4 mixed	.47

CORN—PITTSBURG MARKET.

No. 2 white	
No. 3 white	
No. 4 white	
No. 2 yellow	.58
No. 3 yellow	.57
No. 4 yellow	
No. 2 mixed	.62
No. 3 mixed	.61
No. 4 mixed	

APPLES

APPLES

The general tone to the apple situation remains unspirited but very satisfactory. We can not look for any quick changes or situations of a spirited nature to exist, because the odds are too many against us from the inception of the season. As has already been gone over thoroughly, we have been forced to handle the situation as not before in years in order that we might have a fighting chance for our present position on the market and for a still better one to exist in the future. We feel very pleased indeed, with the result as already shown. It has not only brought about our present market condition on this commodity, but it demonstrated the possibilities of the producer, on any given commodity, if the same is only handled in the proper and the best possible manner. We want you to continuously feel and continue to create the idea that you, as a producer, have the situation absolutely in your hands. It must come through your hands before it can go to any of the outside markets, therefore, the disposition and the regulation of the same is right up to you. It certainly looked like commercial suicide to allow practically 50 per cent of our present season's apple crop to rot on the ground, but don't you see that this was absolutely the only means by which you could get any price whatever for the entire crop. By a comparatively decent price for the remainder, whereas, if handled in the old slip-shod producers' way, the entire apple crop this year would have been a loss to you. If you have good apples, No. 1 in quality, packed in proper packages, we feel safe in stating that you will get a comparatively satisfactory price out of them.

APPLES—GENERAL MARKET.

Fancy, per barrel	2.00 to 3.00
Ordinary, per barrel	1.00 to 2.00

ONIONS

BLUE

Just to relieve the monotony, we are going to change Flags this week, but we are going to give you just about the same advice, because we have the same situation, practically speaking, facing us as was given out in our last week's issue. The market animal looks like a veritable balloon. You have been stuffing away at the same since the very inception of the season, absolutely forcing him with every kind of an appetizing influence you could think of. It has been demonstrated that about all you figure on, is to get your market animal to eat up your stuff, regardless of whether he paid you anything for his meals or not. We think you are making a decided mistake when you continue to force these onions out on the market, regardless of what you are going to get out of them. We advised you through this sheet last week that red bulk onions would not bring over 12 to 15c per bushel on any outside market at the present time and right in the face of it, we absolutely know of shipment after shipment having been sent out since this advice. We know how disappointing our advice of a situation like this existing, is received, but at the same time, the above is the actual situation that exists and has been brought about from the channels we have mentioned. If the onion situation had been handled by the onion producers like the apple situation in the article previous was handled by the apple producers, you would experience a much better price for your whole crop, with about half the labor and not over 60 per cent of the expense.

ONIONS.

Detroit.

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

Cincinnati.

Yellow Globe, sacked, per cwt.	.80
Red Globe, sacked, per cwt.	.60
Yellow Globe, bulk, per cwt.	.60
Red Globe, bulk, per cwt.	

Pittsburg.

Yellow Globe, sacked, per cwt.	.80
Red Globe, sacked, per cwt.	.50
Yellow Globe, bulk, per cwt.	.60
Red Globe, bulk, per cwt.	.30

The situation remains most critical on bulk red stock. Next to this is red stock in sacks, but the feeling is a little better and the price possible to obtain a little better if put up in this manner. Yellow stock of bright color and firm quality is bringing fairly satisfactory prices, with a fairly decent demand, but every market, practically speaking, has their eyes shut on red onions today.

CABBAGE

If any of you are either out on the commercial sea or contemplating on being, you had better pull for shore with all your might and main, because the situation remains in an absolutely demoralized condition. The only safe way to handle this proposition is to hold your stuff back until the situation cleans up, and, as a consequence, establishes a demand of a nature that will exist until you can get your stuff to market. These fluky demands that we have been experiencing so far, have worked to the hardship of a number of shippers and producers accordingly. There is absolutely no market in any direction—stay in port.

CABBAGE — GENERAL MARKET.

Danish, per ton on track	No market
Domestic, per ton, track	No market

BUTTER

The butter market from every outside market center and from every producing angle is of a most healthy nature. Butter this last week on our New York market touched the highest point, 38c. This is the highest price of the season so far, which goes to show that the general tone to the situation has gradually made an advance instead of making a decline. There is absolutely no question about the natural outcome of the butter situation. There is no way possible for the situation to make much of a change. It must continue to be most firm throughout the season. There is absolutely no question about the under-production of good dairy and creamery butters. Substitutes are certainly going to stay right along as close as they possibly can. There is no reason in the world for them to increase the manufacture to a point where forcing on the market at a reduced price would be the outcome. This will not be, butter will remain high and the tone of the situation firm.

BUTTER—GENERAL MARKET.

Creamery No. 1, per pound	.35
Fancy Dairy, per pound	.32

EGGS

In some directions the receipts of strictly fresh stock were noticeably advanced over the past. This, of course, was naturally caused by mild weather conditions existing of a statewide nature. It is also evident that large storers of eggs have weakened in their position during the last few days. Elsewhere in this paper, you will see an exhaustive account of the same, but regardless of all of this, we want to say to you that the situation with reference to strictly fresh eggs is firm and will remain so right through the winter months. In face of storage conditions, we care not what magnitude, it is practically possible for actual receipts of strictly fresh stuff, not only to bring a premium but to bring almost any reasonable limit.

EGGS—GENERAL MARKET.

Large Fresh	.32
Medium Fresh	.28

Everyone around here think the pink sheet is all right and just what the farmer needs. These two parties read my paper and liked it so well gave me their subscription. —J. B. Johnson, Woodville, Mich.

POULTRY

We have just nicely passed through our annual poultry season, when the nation has its poultry feast, looks forward to this time with its eyes on our native bird. We have already advised you of the most satisfactory manner in which was forced the Detroit market during the present Thanksgiving period. Being actually in touch with conditions here for some years, we can state with authority that this given change means something and that something is, that with a proper affiliation with an organ of this kind, we can just as well have satisfactory conditions existing as its opposite. It shows that there was absolutely no reason, no excuse for the lifeless and priceless market that we had and were forced to experience just before Thanksgiving time. We advised you then, that there was no sense in it, and no reason for it; advised you, in turn, what to do and you did it, and we feel sure that you appreciate the most satisfactory results that came from our united efforts.

POULTRY—DETROIT MARKET.

No. 1 Turkeys	.18 to .20
No. 2 Turkeys	.14 to .16
No. 1 Spring Chickens	.12 to .13
No. 2 Spring Chickens	.10 to .11
No. 1 Fowls	.10 to .13
No. 2 Fowls	to .09
No. 1 Geese	.12 to .14
No. 1 Ducks	.15 to .16

POULTRY — CHICAGO MARKET.

No. 1 Turkeys	.16
No. 2 Turkeys	.13
No. 1 Spring Chickens	.12
No. 2 Spring Chickens	.10
No. 1 Fowls	.11
No. 2 Fowls	.08
No. 1 Geese	.12
No. 1 Ducks	.13

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.

Xmas time faces us with just as good a demand as Thanksgiving—New Years follows it up very closely. We are going to suggest and invite those who are ready to make disposition of poultry, in any of its classes, and, who, in turn, are figuring on the Detroit market or in fact any other, to have their shipments arrive anywhere between the dates from the 16th to 23d; from 17th to 20th will be the very best days. Those having poultry of high quality, good condition, etc., can make shipments in a dressed condition to advantage. We do not think there is any possibility of overloading the market.

LIVE STOCK

Cattle—Chicago.

The cattle market was unsteady during the entire week. The arrivals were far in excess of the week previous and prices dropped from 15 to 25 cents per hundred during the latter part of the week, some sales being made at a loss of 40 cents per hundred from last week's highest level. However, many loads of fancy beeves were included in the offerings, and sales were also made at the highest prices in the history of the trade. Prime heavy fat in condition, with show steers, topped the market at $11.25 for full loads, and $12 for a hand of ten head. Cows and heifers sold at a loss of from 10 to 15 cents, and calves were lowered 25 to 50 cents per hundred.

The condition of the market can in a measure be attributed to interest in the sales from the International Exposition. The champion of the International Stock Show brought 50 cents per pound as against 90 cents a pound paid for the champion a year ago. The grand champion carload of yearling steers was sold to an eastern concern at 14 cents a pound, compared with 15¾ cents a year ago.

Our latest report from the Chicago market shows actual trade sluggish, and several loads of good, fat beef steers were locked up for want of an outlet. Prices rested largely 15 to 25 cents lower than a week ago. Calves have recovered from the former decline, and topped at $10.50 for assorted vealers.

CATTLE—CHICAGO STOCK YARDS.

Beef steers, good to prime heavy	9.50 to 11.10
Beef steers, medium to good	8.00 to 9.50
Beef steers, common to fair	6.00 to 8.00
Beef cows, common to selected	4.40 to 9.10
Fat heifers, good to choice	5.25 to 7.75
Feeders	5.50 to 6.30
Canners and cutters	2.30 to 4.25
Good to prime veals	9.00 to 10.25

Cattle—Detroit.

In the cattle division, trade is br and up to date plenty of demand for everything that is really marketable; too much poor stock running to give a satisfactory market. Throughout the yards last week everybody was complaining about the service given by the Michigan Central and Pere Marquette railway companies. It is said that several cars of stock were held on a side-track within a few miles of the stock yards, and as a consequence could not be unloaded until the following day. No concerted action was taken with reference to improving shipping conditions, however, and the present unsatisfactory handling of the Detroit live stock market is sure to continue until the buyers get together and make their demands.

CATTLE—DETROIT STOCK YARDS.

Beef steers, good to prime heavy	7.50 to 8.00
Beef steers, medium to good	6.50 to 7.25
Beef steers, common to fair	5.50 to 6.00
Yearlings	4.50 to 5.00
Beef cows, common to selected	3.50 to 5.00
Heifers, selected	5.00 to 5.50
Stock steers	5.00 to 5.50
Feeders	5.50 to 6.25
Canners and cutters	3.00 to 3.25
Good to prime veals	9.50 to 11.00
Bulls	3.75 to 4.25

Cattle—Buffalo.

Offerings ran mainly to the common grades, and a steady market was maintained. The general opinion among sellers is for a good market this week, unless the receipts from western points are above anticipation. Good Christmas steers are scarce and bringing good prices.

Comparative prices.

Today	$8.50	$7.85	$8.00	$12.00
A week ago	8.50	7.90	7.75	12.00
A year ago	7.65	6.35	6.30	9.50

CATTLE—BUFFALO STOCK YARDS.

Beef steers, good to heavy	8.50 to 9.00
Beef steers, medium to good	8.50 to 8.75
Beef steers, common to fair	7.50 to 7.75
Yearlings	7.75 to 8.00
Beef cows, common to selected	4.00 to 4.50
Fat heifers, good to choice	7.00 to 7.50
Heifers, selected	7.50 to 8.00
Stock steers	6.50 to 7.00
Feeders	5.75 to 6.25
Canners and cutters	4.00 to 4.25
Good to prime veals	9.00 to 12.00
Bulls	3.75 to 4.50

Hogs—Chicago.

Packers bought hogs briskly in the Chicago market, but they were able to fill their orders at the lowest prices made since last summer. They very wisely kept away until the shippers felt that there was a surplus, and then they went after the supply. For some reason, buyers seemed to show a liking for cheap stock and kept the price down. No question but that the December run of hogs is on, and all markets are going to be well supplied. The market ruled as follows:

HOGS—CHICAGO STOCK YARDS.

Bulk of sales	7.45 to 7.65
Common to good mixed	7.30 to 7.35
Fair to medium weight	7.60 to 7.65
Lightweights	7.35 to 7.65
Selected 260-300-lb. packers	7.50 to 7.60
Stags, 80 lbs., deckage	7.75 to 8.10
Pigs	6.00 to 7.25

Hogs—Detroit.

A good many extra good hogs have been received in the Detroit market during the past few days. A few choice brought $7.60 per hundred, but the bulk of the sales for good grades was at $7.50. The common grades were 10 and 15 cents lower per hundred than last week and pigs were from 35 to 50 cents lower.

HOGS—DETROIT MARKET.

Fair to choice butchers	7.40 to 7.60
Lightweights	7.25 to 7.30
Boars, according to weight	2.75 to 3.00
Pigs	6.75 to 7.00
Stags	One-third off

DRESSED HOGS.

Block Hogs	10½c

Note—Dressed hogs weighing from 150 to 250 pounds bring best prices. Be careful in shipping.

Hogs—Buffalo.

A good many buyers are on the Buffalo market and receipts are quickly gobbled up. The extreme top was $7.85, but the great bulk of good offerings were sold on a basis of $7.75 against a market of $7.85 the week before. The market a year ago was but $6.30. The packers are in a quandary to figure out whether the bulk of the sales have been made because of the past heavy run. There is plenty of corn, however, and it is quite apparent among the larger buyers, that they don't expect prices to remain higher for any great length of time.

HOGS—BUFFALO STOCK YARDS

Common to good mixed	7.75 to 7.80
Fair to medium weight	7.75 to 7.85
Lightweights	7.70 to 7.80
Fancy shippers	7.80 to 8.00
Stags	5.50 to 6.50
Pigs	7.00 to 7.25

Sheep—Chicago.

Very little doing in the Chicago sheep and lamb market. Receipts were heavy and prices ruled as follows:

SHEEP—CHICAGO STOCK YARDS.

Lambs, good to choice	6.00 to 7.00
do, fair to good	5.75 to 7.60
do, cull to common	2.50 to 3.25
Yearling lambs, choice	5.50 to 6.50
do, cull to fair	2.50 to 3.25
Wethers, choice	4.15 to 4.60
Mixed sheep	2.75 to 3.50
Ewes, choice handy weight	3.25 to 4.25
do, choice heavy	5.75 to 7.65
Cull sheep	2.50 to 3.25
Bucks	2.75 to 3.50

Sheep—Detroit.

There was a good, fair run of sheep and lambs and a brisk market, with best lambs runing 25 to 50 cents higher than a week ago; sheep remained about steady.

There will be no market at the Detroit livestock yards on Christmas day. Arrivals will be cared for, but the market will be closed.

SHEEP—DETROIT STOCK YARDS.

Lambs, good to choice	7.00 to 7.50
do fair to good	6.50 to 7.00
Yearling lambs, choice	5.00 to 6.00
Mixed sheep	3.25 to 3.75
Cull sheep	2.50 to 2.75

Sheep—Buffalo.

Stronger prices by a dime ruled the sheep and lamb market. Trade on both kinds was active, and a good round clearance was had on all receipts. In the lamb division the quality was not very good, the real choice kinds being scarce. Choice wether stuff in the yearling line found a ready sale, top quotations being $6, though but few good enough to sell above $5.50. A year ago the best lambs sold at $6.25, culls ranging from $5.50 to $6. The run for the week was a little below last year's.

SHEEP—BUFFALO STOCK YARDS.

Lambs, good to choice	7.90 to 8.05
do, fair to good	7.25 to 7.85
do, cull and common	3.50 to 7.00
Yearling lambs, choice	5.50 to 6.00
do, cull to fair	3.50 to 5.00
Wethers, choice	4.25 to 4.50
Ewes, choice handy weight	3.75 to 4.00
Cull sheep	2.00 to 3.00
Bucks	2.50 to 3.00

COAL AND FLOUR.

On account of a few days warm weather in November it has brought about a slight reaction in prices. There seems little chance that there will be any let-up in the consumption of steam coal; therefore, when cold weather does come the supply of coal available for domestic purposes will not increase but diminish.

The reports on the car situation are not encouraging. The railroads are only giving from 15 to 25 per cent of cars, and it is for this reason that the coal situation continues in bad condition.

The hard coal situation is just a little easier, but on account of the demand being equivalent to the supply there has been no change in prices.

Soft Coal.

Kind of Coal.	F.O.B. Mines.
Hocking lump	$2.20
Cambridge lump	2.20
Cambridge ¾-lump	1.80
West Virginia Splint lump	2.20
White Ash block	2.20
Kentucky 4-inch lump	2.50
Kentucky 4x2-inch egg	2.40
Harrisburg 6-inch lump	2.40
Pocahontas lump and egg	3.00
Pocahontas mine run	2.00
Michigan Domestic 4-inch lump	2.95
Anthracite egg, stove or nut	5.50

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

Flour.

"Blend"—This flour is especially adapted for all round purposes, used as either a bread or pastry flour, put up in barrels containing 200 lbs. $5.30.

"Patent" flour is a purely spring wheat flour. On account of the scarcity of winter wheat there is more of a demand for spring wheat flour. It is put up in barrels containing 200 lbs. at $4.70.

Either brands of flour can be put up in 50-lb. towel sacks at the same price.

The above prices are for less than car load shipments, F. O. B. Detroit. Special prices can be made on mixed car load shipments containing flour, bran, middlings or prepared feeds.

Those interested can write our Bureau for information.

THE HOG AND HIS NEEDS.

Never feed pigs more than they will clean up. When the feed is left in the trough or on the floor it soon becomes a loss.

It is a mistake to confine the breeding stock too closely. They should have exercise in order to develop right.

A few dollars spent for a feeding platform in the hog pens will be one of the best investments that can be made.

When the pigs begin to eat they become almost self-supporting and are demanding less and less of the sow.

The hog that is uneasy, nervous and is constantly fighting with the others is usually an unprofitable feeder.

Hogs will make the most rapid growth if they are given warn, well-ventilated, comfortable quarters.

A little milk goes a long ways in building up the hogs. It is one of the best feeds that can be used.

Dry sleeping quarters are absolutely necessary for the pigs and the hogs.

If the right kind of feed is used it is impossible to crowd the pigs too fast.

CHICAGO HORSE MARKET LISTLESS.

Equine trade is quiet. Buyers are cautious to a degree that borders on fear of getting something they cannot resell on their hands. What the trade needs for tonic purposes is a few blasts of winter. Next week there will be practically no market. Loggers are doing nothing and city trade is extremely quiet. A few Maine buyers were on the market this week, but were anything but vociferous in their bidding. For every class demand is indifferent and even moderate receipts have failed to develop tone. New York buyers have been practically out of the market for a week, and Ohio is not calling for many feeders, although a good young horse with draft promise finds a buyer readily. An occasional choice draft gelding drifts in, one realizing $450 at private sale on Monday. The commission interest is urging country buyers to operate cautiously during the next few weeks. There is a general disposition in buying circles to mark down prices.

Desirable drafters, 1,700 lbs. and over	$250@350
Desirable feeders, 1,500@800 lbs.	225@325
Light Drifters, 1,400@1,500 lbs.	200@250
Express horses, 1,300@1,400 lbs.	185@235
Wagon horses, choice, 1,200@1,300 lbs.	175@225
Wagon horses, delivery, 1,050@1,200 lbs.	150@200
Southern horses, 900@1,100 lbs.	85@135

PASTE THIS TABLE IN YOUR HAT.

To provide something good to talk about during the winter we furnish the following table, showing for the State the estimated acreage, total yield and yield per acre of the following farm products for the year 1912:

Farm products	Estimated acreage.	Total yield bushels.	Yield per acre.
Wheat	519,504	5,254,311	10.11
Corn	1,629,066	51,555,756	31.66
Oats	1,460,190	48,340,103	33.11
Barley	85,347	2,021,549	23.69
Rye	371,751	4,849,208	13.04
Buckwheat	64,598	1,041,005	16.12
Potatoes	300,434	35,342,675	98.06
Beans	408,007	5,268,631	12.91
Peas	68,662	1,085,424	15.81
Cloverseed	135,747	187,331	1.38
Apples	228,312	8,960,838	41
Peaches	23,257	242,570	10
Pears	9,089	353,471	39
Plums	3,720	126,480	31
Cherries	7,600	258,400	34
Strawberries	8,051	475,009	59
Raspberries	8,786	219,650	25
		Tons.	Tons.
Sugar beets	83,949	839,480	10.00
Hay & forage	2,363,619	3,013,995	1.28

Note carefully these yields, especially that of hay, then try to figure out just why hay is selling on the Detroit market from $18 to $24 per ton while on the farm but $9 to $10 can be realized. Nigger in the fence somewhere. Poke him out with the probe of investigation.

CHRISTMAS TREES QUARANTINE.

A partial quarantine was issued last week by the Department of Agriculture against the interstate movement of Christmas trees and other nursery stock in New England. The quarantine was to take effect November 25. Within particular areas in Maine, New Hampshire, Massachusetts and Rhode Island an absolute quarantine is declared on account of the gypsy moth, and out of these areas no one is to be permitted to move coniferous trees, such as spruce, fir, hemlock pine juniper and arbor-vitae (known as "Christmas trees") and decorative plants, such as holly and laurel.

While this will be a serious hardship and disappointment to a great many young folk, in not being able to have their Christmas trees, it is to be hoped that other sections will show up, not affected by the quarantine, which will at least make up for part of the shortage.

Everybody likes the new pink sheet.—Alex Carrow, Wheeler, Mich.

THE CHRISTMAS MARKET.

The Christmas market in Detroit will demand the best from the farms of the state, and present indications are that prices will be very satisfactory. We advised you to keep some of your poultry for the Christmas market. If you have followed our advice and gotten the poultry in good shape, we are sure that you will have no reason to regret it.

Plan your shipments of poultry so that they will reach this market between the 16th and 23d. From the 17th to the 20th will be the very best dates.

If you have poultry that is not in marketable shape, remember that there will be a brisk demand in later markets. If we have cold weather, there will be a splendid demand for dressed poultry. Remember the following instructions in preparing:

Instructions for Dressing and Shipping Poultry.—See that the birds are empty-cropped—kill by sticking through the neck—remove the feathers—re-dip in the same hot water for about 15 seconds—place in cold water until thoroughly cooled out—next, where they will thoroughly dry preparatory to shipment. Do not cut off head or feet or draw them. Use care in packing—between each layer of birds place double thickness of plain paper—just under cover of package place slip showing number of birds, weight, also your name and address. Ship by express.

DRESSED PORK.

We have arrived at the season of the year when there is a splendid demand for dressed pork. The city trade does not object in the least to farm-dressed pork, therefore you can ship almost any time with the certainty of getting a good, fair price. Shipping by express is very expensive, therefore wait for cold weather and ship by freight. It is well to use burlap over the hogs if you are going to ship by freight, as they are liable to get very dirty. If the market is unstable, a wire to the "Pink Sheet" will give you very best prices any day.

MUST RETURN CAR LININGS.

A hearing before John S. Burchmore, examiner for the Interstate Commerce Commission, held at Chicago a few days ago, resulted in the temporary suspension of a ruling established by railroad lines operating in Minnesota and Wisconsin, which made potato shippers liable for the safe delivery and return of car linings. The efforts of local potato men and northern shippers were successful in securing a suspension of this ruling until February 1, and it is possible that it will be held in abeyance indefinitely thereafter.

Under the ruling shippers who went to the expense of $35 to have a car lined properly had no guarantee that the lining would be returned to them safely, and in most cases when a car would get to its destination the linings were chopped out and carried away, and that was the last of them. The railroads were not held responsible for the linings, and unless the party who received the car at destination made out a new bill of lading covering the return of the linings, the shipper would never get them back.

The suspension of this ruling forces the railroads to revert to the former practice of returning car linings free, and the interstate commerce laws provide that they are responsible for the safe delivery and return of same. Ordinarily, when a car is once lined it can be used for four or five trips in a season, and so the saving under the old method is nearly three hundred per cent on the cost of lining cars, as compared with the cost under the rule which has just been suspended.

TOO FEW GOOD FRESH EGGS.

Chicago Receipts Are Mainly Poor Stock.

Trade in fresh eggs in the Chicago market was low this week, for while there was a strong demand for fine goods, the bulk of arrivals showed such poor quality that buyers did not look upon them with much favor and consequently the market exhibited little snap or activity. There was very little really fine stock to be found on the market, and some buyers were willing to pay as high as 30c for good eggs if they were available. The general character of current receipts from Kansas and Missouri, however, was inferior, and prices ranged as a rule from 24 to 28c.

While some were of the opinion that receipts of fresh eggs from the country are increasing, the official figures showed no material gain over the past few weeks, and arrivals continued to run something over 2,000 cases daily.

The market on storage goods was rather quiet, though a fair movement was reported out of the coolers. Some shipments were being made to points in this territory and further west, and considerable stock was going into local consumption, but eastern markets were not favorable enough to attract any goods. Although cooler stock continued to show a loss to their owners, prices were possibly a shade stronger than last week. April extras were salable at 21½ to 21¾c and firsts 21 to 21¼c, while Mays brought 20½ to 21c and Junes 18½ to 19½c.

INTERNATIONAL STOCK SHOW A WINNER.

STEER SELLS AT FIFTY CENTS.

Chicago Concern Buys the World's Grand Champion.

Canada's awakening along agricultural and industrial lines was emphasized at the International Live Stock Exposition by the speech of Duncan Marshall, Minister of Agriculture for Alberta. He dwelt on the significance of a Canadian steer winning the world's grand championship in competition with cattle from all sections of the United States and other countries.

Another feature of the day was the presence of Indians from the land show, who were there as the guests of the newly elected president of the International Live Stock Association, Col. A. J. Lovejoy.

Every seat in the amphitheater was taken at night and many were unable to gain admittance. The horse events were of particular interest and at times the crowd stood in the seats and cheered.

Sale of Prize Beef.

New Yorkers will eat the beefsteaks from the championship sweepstakes load of beef steers, but Chicagoans will be able to purchase the world's champion beefsteaks.

The fair bought Glencarnock Victor, the champion steer, of J. D. MacGregor, of Brandon, Man., for 50 cents a pound. The animal weighs 1,630 pounds. The champion sweekstakes sold for 14 cents a pound. They averaged 1,189 pounds.

Fairfax, J. P. Cudahy's 2-year-old bull, won the world's grand championship of senior and junior young Heresford bulls. First and second places were won by Mr. Cudahy in another young bull contest. Mr. Cudahy again triumphed in the senior heifer calf class, his entry, Pearl Donald, drawing the ribbon.

Breeding Shires occupied the horse arena throughout the day. Many of these were American bred, others brought from England and Scotland, while several conspicuous exhibits were of Canadian breeding. The principal winning contestants were the Truman farm and W. E. Williams, of Bushnell, Ill., and the Burgess farm of Wenona, Ill.

MUTTON AND BEEF.

During the dipping season Chicago has sent only 474,808 feeding sheep and lambs to the country, a decrease of 215,038 head, compared with the same period in 1911. The Omaha output during the same period is but 830,590, compared with 1,093,283 last year. This means a winter mutton shortage, as none of the corn belt states, including Kansas and Nebraska, have been able to secure anything like the number of thin western sheep and lambs they put in last year. After the fall clean-up live mutton values will go to a higher basis, but there is danger of a series of glutted markets late in the winter, as most of the stuff has gone into feeders' hands at light weight, and nearly everybody expects the late market to develop a high level, as was the case last year, and markets have a habit of refusing to repeat.

Demand for feeders of all classes, bovine and ovine, continues strong at all markets. Feed is abundant and comparatively cheap, and while the country is not disposed to run into long feeds, it is equally indisposed to let roughage go to waste. A large percentage of the thin cattle now going into finishers' hands will merely be roughed through the winter to be thrown on grass next summer and are not to be counted in the prospective winter beef supply.

KEEP THE TESTERS OFF THE HIGHWAYS.

The automobile testers from Michigan factories are using up more roads than all other traffic combined. This is especially true near the large cities. A proposed law will be presented to the coming legislature, which, if enacted, will keep these testers, who have no regard either for life or for property, off the highways. The latest accident is reported from Monroe:

"William Bessner, an automobile tester from Detroit, was arrested here today, charged with damaging property. Bessner, with another auto tester, were on their way to Toledo with four cars from Detroit. Bessner ran his machine into two cows owned by George Chesmeyer, a farmer. The cows were so badly injured that both had to be killed. The car was so badly damaged it had to be taken to a repair shop."

In the last five years the consumption of commercial ice cream is said to have doubled. Ice cream is now recognized as a food as well as a confection.

I have been a very careful and interseted reader of the pink sheet and think it the best thing yet for the farmers. They should be greatly benefitted by it. I would rather pay $1 per year than do without it. Enclosed find 40c to balance year's subscription.—Ernest Truesdale, Manton, Mich., R. F. D. No. 5.