

"Yes, this is the little Market Paper the Farmers swear by, and the Market Gamblers swear at!"

Michigan Business Farming

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

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DETROIT, Saturday, January 4th, 1913

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RIGHT AFTER THE MIDDLEMEN

NEW YORK COMMISSION MERCHANTS AND RETAILERS CHARGED WITH THE HIGH COST OF LIVING.

Anti-Middlemen's Association Already Organized—Expect to Have a Capital of \$500,000 and Will Ask For a State Appropriation—Commission Men Claim Plan Will be a Failure.

There is going to be something doing when the new half-million dollar corporation just formed in New York gets down to active operations. The leader in the movement, John J. Dillon, chairman of the New York Agricultural Society, has the preliminary organization well under way and the sale of the stock will commence very soon.

It is said that the new company will ask for a state appropriation to assist in establishing markets in the congested districts of New York city. The Anti-Middlemen's Association proposes to save the consumer from 40 to 60 per cent on the cost of perishables, which represents the profits which they claim to be made by the commission merchants, jobbers and retailers. The slogan of these people will be, "Food from the Farm," and they have taken up the proposition with the determination to succeed.

Tuttle, who is a Long Island farmer, says: "I raise Lima beans. This year the price went down to 40c and I paid the freight. At the same time I was down to the Washington market and found my beans, for which I had received a little more than 30c a bushel, selling at 15c a quart, or \$4.80 per bushel." There is no telling just how much the commission man made, but between the commission man and the retail dealer, the expense and profit amounted to \$4.40.

The "Produce Bulletin" asks the following pertinent questions: "Who is to furnish the money to run these markets?" "Who will be responsible for the risks assumed?" "Will the railroad companies furnish this stuff free of cost?" "If the farmer is to get the highest market price which he always seeks, and the association wants to sell as low as possible to the consumer, how are prices to be regulated so that the services of the middleman and the retailer will be dispensed with?"

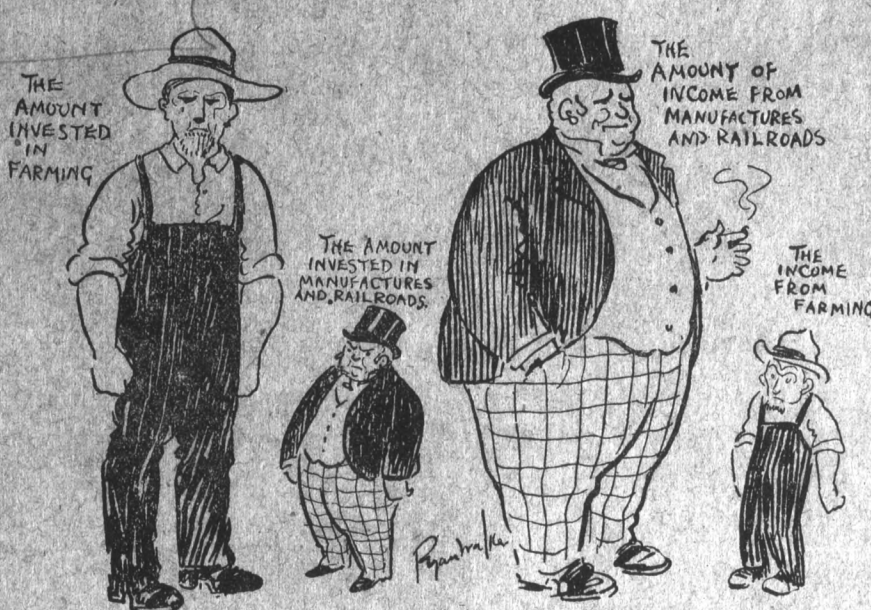
We should just like to reply briefly to these questions:

If a co-operative association is formed, the co-operators will furnish the capital stock.

If the right kind of a co-operative association is formed, the association will assume all of the risks and add a sufficient amount to the selling price of all commodities to care for this risk.

The co-operative association will also pay the railroad companies the actual cost of freight, the cost of cartage and all other expenses.

The last question, as to how the
(Continued on Page Four)



The farmer is a giant when we take into consideration the amount of money he has invested in his business. When it comes to actual returns from his labors and investment, he is mighty small pumpkins compared with other fellows.

EFFORT TO REPEAL GILES LAW LIKELY TO BE MADE.

Communities Which Have Been Unable to Get New 'Phone Companies Don't Like It.

The Giles act, which gives the state railroad commission authority over telephone companies, is sure to meet with bitter opposition at the coming session of the legislature and an effort will be made to repeal it. Under the act the commission can shut out new companies if they decide there is not business enough to warrant a new company.

The commission recently refused to issue a certificate to the Vermontville Mutual Telephone company. Since then the farmers and business men of several communities have desired to create new systems when the old ones raised the rates. Such situations prevail at Hartford, Ithaca, Vermontville and Owosso.

The patrons claim they must either

accept the rates of the old company or take out their telephones. However, they have the right to appeal to the commission if the rates are too high.

Raises Cotton in Ingham County.

A new crop has been added by Lewis Doyle, a farmer of Wheatfield township, Mich., to the Michigan list of products. He sowed a small quantity of cotton seed as an experiment last spring, and in spite of an unfavorable season he now exhibits several well-developed bolls of fleecy, long-stapled fiber as the result. Next year Mr. Doyle contemplates trying cotton-raising on a marketable scale.

"Grant Slocum has the happy faculty of putting what he preaches into practice!"

—Ex. Geo. Warner (Mich.)

UNCLE SAM AT YOUR SERVICE

NEW PARCELS POST LAW IN OPERATION—HARD TO FIGURE THE RATES.

Get a Map and a Guide Book and Put In Your Evenings Studying the New Proposition.

PARCELS POST RATES.

	First Pound	Each Additional Pound	Eleven Pounds
Rural and city delivery	5c	1c	\$0.15
Within 50 miles....	5c	3c	.35
Within 150 miles....	6c	4c	.46
Within 300 miles....	7c	5c	.57
Within 600 miles....	8c	6c	.68
Within 1000 miles....	9c	7c	.79
Within 1400 miles....	10c	9c	1.00
Within 1800 miles....	11c	10c	1.11
Over 1800 miles....	12c	12c	1.32

For more than a quarter of a century the people of the United States have been trying to secure the enactment of a parcels post law. A decade or more ago John Wanamaker, Philadelphia's merchant prince, said there were four reasons why the people secured—"some kind of a bill," parcels post service the same as the people of every other civilized nation, and then he proceeded to give the names of the four great express companies. Just as often as a parcels post proposition was brought before congress, just so often did the great express companies line up their lobbyists, and when the session closed, the proposed parcels post bill was found tucked snugly away in the desk of the committee to whom it was referred.

The citizens of this country are a persistent lot of people, and as a consequence they kept right after their servants down at Washington until the pressure became so great that some sort of a bill had to be enacted—and that is just what the people secured—"some kind of a bill." It doesn't take a very thorough study of the proposition to discern the manipulations of the express companies all through the bill that was hastily enacted in order that the party in power might secure the benefits that would accrue to them through the passage of this measure, at the fast approaching election. However, the new law is better than nothing, and as it goes into effect this week, let us be satisfied that we have such a law; that the first entering wedge has been driven, and that the final result will be a complete and satisfactory parcels post service throughout the whole United States.

In discussing the inauguration of the parcels post system today. Postmaster-General Hitchcock said he regarded it as a stepping stone to the acquisition by the government of the entire express carrying business of the country.

(Continued on Page Four)

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).....	\$1.10½
Wheat, No. 2 Red (large mills paying).....	1.11½
Oats, Standard .....	.36
Rye .....	.62
Beans	2.20
Hay (best market today, New York) at.....	21.00
Potatoes (best market today, Philadelphia) at...	.58
Butter .....	.34
Eggs .....	.32
Poultry .....	.13

COMPLETE REVIEW OF POTATO SITUATION—Read Page Five

THE MARKET SITUATION VIEWED FROM THE INSIDE

HAY

HOLIDAY WEEK: General market conditions this week can be attributed to the fact that we are passing through the Holiday season and does not show the actual conditions of the market of its future possibilities.

The situation as it confronts us at the moment and basing the future on the same, we would naturally come to the conclusion that the outlook was very dark. We have no right on basis of the results as shown at the moment to form any well based assurance of what the future is going to bring forth. We state this because Holiday Season and January 1st period always bring forth a depressed condition along the line of coarse feed stuffs, as well as many other commercial products. You will naturally conclude from the above that it is our opinion that the present depressed condition which actually faces us, is based on the periodical season through which we are passing. From a hay dealer's standpoint we would expect a depression to exist at this time. It is quite true that practically every outside market has shown as heavy receipts during this expected depressed condition as previous. It has just happened that railroad facilities have loosened up so that shipments could be made freely. The inexperienced shipper has taken a chance on the situation and let his shipments go forward at this critical time. The result is, from a general standpoint, that we have a most thoroughly depressed condition existing in every direction at the moment. Just what the future is going to bring forth is still a serious problem. Weather conditions, railroad equipment and the manner of disposition are three of the prime factors which will enter into the possibilities of current prices on hay. It is pretty hard to brace up when passing through a period like this. It will take a kink out of any one's make-up regardless of how strong you are constitutionally. A constant hammering, then a decided fall like the present, have an effect. From a market standpoint, a decrease in the market does not mean anything. It does not reflect on the real stability or the future possibilities of the commodity in question. Disposition, climatic conditions and car equipment, are the ones having the real and genuine influence. It is practically impossible for a market to stand at any given point. The law of supply and demand naturally governs the market thermometer, and it should. Whatever has its effect on the law of supply and demand in turn shows a change in the market thermometer. You must be most consistent and handle the hay situation in the best possible manner, or the outcome is going to be most disappointing. You will have to handle it different than ever before. Ninety-five per cent of our hay is of very common quality, only 5 per cent remaining of No. 1. With weather conditions very mild, not conducive of good demand, there is no use to dump your hay on the market. Review the

HAY—MICHIGAN ZONE PRICES.

Zone No. 1 Michigan	\$11.00
Zone No. 2 Michigan	12.00
Zone No. 3 Michigan	13.00
Zone No. 4 Michigan	13.00
Zone No. 5 Michigan	13.00
Zone No. 6 Michigan	13.00
Zone No. 7 Michigan	13.50

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.

situation and put a price on your hay which seems in line with conditions. Hold back strictly high class hay for a premium. Not before the middle of January will we have a basis on which we can figure for the future of the market on hay.

DETROIT—Never in our experience have we witnessed the Detroit market in a more deplorable and glutted condition than it is at the moment. Practically no market whatever. Every side track, every local siding and practically every avenue of escape has been shut off. The arrivals are 95 per cent of very common quality hay, a world of No. 3 and no grade hay being offered at most any price to move it. The market is dull. There is no demand. Every sale is made at a discount in order to make it attractive. Most serious is the situation on the Detroit market at the present time. It cannot possibly get back on a normal basis under ten days' time.

HAY—DETROIT MARKET.

No. 1 Timothy	\$15.50
No. 2 Timothy	13.50
Light mixed	13.50
No. 1 mixed	12.00
Rye Straw	10.00
Wheat and Oat Straw	9.00

PITTSBURGH—In the face of heavy receipts and holidays, the Pittsburgh market has been affected accordingly. The outside roads have been in a congested condition up to the present week. Billings in transit were very heavy. These came on the market at a most inopportune time. Dumping this transit stuff onto the market at the worst moment of the year has had the result of finding the Pittsburgh market at the moment in a most unsatisfactory and disappointing condition. It is simply a matter of heavy receipts at the wrong time. It means nothing to the situation in general, but it does mean that these receipts must be cleaned up and from the outlook at the moment will be sold at a noticeable reduction in order to make movement possible.

HAY—PITTSBURGH MARKET.

No. 1 Timothy Hay	\$16.00
No. 2 Timothy Hay	15.00
No. 1 Light mixed hay	15.00
No. 1 Clover mixed hay	15.00
No. 1 Oat straw	10.25
No. 1 Clover hay	15.00
Fine Prairie Packing Hay	11.00
No. 1 Rye straw	11.50
No. 1 wheat straw	10.00

CINCINNATI—The buyers on the Cincinnati market were attacked by holiday spirit. They did not manifest any particular desire, instead demanded concessions on everything offered.

HAY—CINCINNATI MARKET.

Timothy No. 1	\$16.00
Timothy, Standard	15.50
Timothy No. 2	14.50
Timothy No. 3	12.00
Clover Mixed, No. 1	16.00
Clover Mixed, No. 2	14.00
Clover Pure, No. 1	16.00
Clover Pure, No. 2	15.00
Straw, wheat	9.00
Straw, oats	9.00
Straw, rye	10.50

The trade lacked interest and practically all sales will show a discount. The receipts were not exceedingly heavy. This market should react or get onto a normal basis sooner than some others, but at the moment the situation is just as we might naturally expect—very easy, practically no demand, all sales forced.

CHICAGO—Just prior to Christmas day the market was very quiet, all buyers holding off. This forced an increase in receipts so that immediately after Christmas all yards were filled to overflowing. In order to move the accumulation the meeting of buyers' prices was necessary. This means that everything was in the buyers' favor, that in order to move stocks hay was subject to the conscience of the buyer in all cases. As soon as receipts were worked down the situation naturally assumed its former pose. At the moment the situation is in fairly good shape based on Holiday week. It is quite possible that with weather in a normal condition or very closely, and on basis of a natural demand after inventory time, that something of a reaction

HAY—CHICAGO MARKET.

Choice Timothy	\$18.00
No. 1 Timothy	15.50
No. 2 Timothy	13.00
Light Clover Mixed	14.00
No. 2 Mixed hay	11.00
No. 3 Timothy	11.00
Clover	11.00
Threshed Timothy	9.00
Marsh feeding hay	10.00
Packing	8.00
Choice Alfalfa	18.00
No. 1 Alfalfa	16.00
Rye	8.50
Oats	7.50
Wheat	6.50

BOSTON—The Boston market, like practically all others, has taken on the Holiday spell and showed its true form accordingly. We hardly feel that the Boston situation is quite as critical as some others. In other words, we cannot appreciate that the last week has had the same proportionate effect on the Boston situation as on most others. However, the situation in New England this season is most unsatisfactory and disappointing from a Michigan shipper's or distributor's standpoint.

HAY—BOSTON MARKET.

	Large bales.	Small bales.
Hay, choice	\$22.00	\$21.00
Hay, No. 1	20.00	19.00
Hay, No. 2	20.00	19.00
Hay, No. 3	16.00	15.00
Hay, clover	18.00	18.00
Hay, clover mixed	18.00	18.00
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—The arrivals of medium-sized baled hay on the New York market has been very heavy during the last week. The percentage of this hay has run very heavy to low qualities. The New York market naturally shows preference to large or loose baled shipments. The heavy receipts have caused a noticeable change and effect on the situa-

tion in general. Very marked and pronounced has been the feeling manifest during the past week. Strictly bright No. 1 Timothy in large bales is still meeting with courteous reception and bringing as a result fairly decent prices, but still there is a manifest reduction in quotations all along the line.

HAY—NEW YORK MARKET.

New Hay:	Large bales, per ton.	Small bales, per ton.
Timothy—Choice	\$22.00	21.00
No. 1	19.50	19.50
No. 2	18.00	18.00
No. 3	15.00	15.00
Shipping	20.00	20.00
Light Clover Mixed	18.00	18.00
No. 1 Clover Mixed	14.00	15.00
No. 2 Clover Mixed	18.00	17.00
No. 1 Clover	15.00	
No. 2 Clover		

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

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

POTATOES

POTATOES—MICHIGAN ZONE PRICES.

Zone No. 2 Michigan	.32
Zone No. 4 Michigan	.35
Zone No. 5 Michigan	.33
Zone No. 6 Michigan	.33
Zone No. 7 Michigan	.35

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

DETROIT—The Detroit market is certainly in a very bad way at the present time. There is practically no tone to the situation whatever. During the past week there has been but very slight movement. There has been but a very slight demand. It has been impossible to draw any attention to potatoes during this period. All eyes and attention have turned to the movement of regular Holiday commodities. We are not satisfied, in fact disappointed, in the real tone of the situation that exists at the present time. Even with Holiday week visiting us, it does seem that the season of the year in general would bring about a better tone to the situation than we are able to experience.

POTATOES—DETROIT MARKET.

Bulk from car, per bu.40 to .45
*Sacked from car, per bu.50 to .55
*Sacks must be even weight, 150 pounds.
Price quoted includes cost of sack, about 10½¢ each.

CHICAGO—Much depends on the conditions of the Chicago market, not only at the moment but at every moment during the season. There has not been a time when the Chicago market has been able to hold out an inviting hand for the shipment of potatoes from Michigan. As we have already advised, this market is the center of fire for Minnesota, Wisconsin and Michigan. Wisconsin having such an enormous crop this year has turned its attention to this market, and we as Michigan shippers, producers and distributors have not been able to get in.

POTATOES—CHICAGO MARKET.

Bulk from car, per bu.40 to .45
*Sacked from car, per bu.40 to .50
*Sacks must be even weight, 150 pounds.
Price quoted includes cost of sack, about 10½¢ each.

CINCINNATI—From a general standpoint we can state to you very plainly that the Cincinnati market is in a most disappointing condition. This has been caused by the offer-

ings from Wisconsin. To be a little definite, Wisconsin shippers have sold potatoes on the Cincinnati market to regular users at 45c to 47c during the last ten days. They can be bought there today on this basis and possibly a little lower. Understanding as most of you do what it means to get to the Cincinnati market which is practically 13c per bushel from most shipping centers in the state of Michigan you can at once figure just where this brings the situation back to as based on a net price possible to obtain. The constant hammering of the low prices from Wisconsin shippers has gradually drawn our regular receivers from us. The Cincinnati market is being crowded to overflowing constantly and accordingly does not form a favorable avenue of escape for us as Michigan producers.

POTATOES—CINCINNATI MARKET.

Bulk from car, per bu. 45 to .50
*Sacked from car, per bu. 50 to .55
*Sacks must be even weight, 150 pounds.
Price quoted includes cost of sack, about 10¢ each.

PITTSBURGH—It has been practically impossible to make sales of potatoes on the Pittsburgh market during the last week. All receivers of potatoes on this market have thrown up their hands or in other words prepared themselves for the Holiday period through which we are passing. The disposition of the buyers on this market seems to be for lower prices to prevail. In other words, they are making a fight sup-

POTATOES—PITTSBURGH MARKET.

Bulk from car, per bu. 45 to .54
*Sacked from car, per bu. 50 to .58
*Sacks must be even weight, 150 pounds.
Price quoted includes cost of sack, about 10¢ each.

posedly on the basis that potato sales will be in favor of the buyer instead of the seller from now on. This is brought out from the fact that sales for the future cannot be made. The trade is working on a hand to mouth basis. We know of but few sales being made on the Pittsburgh market to the regular receivers in a carlot way at over 50c during the last week. We absolutely know of many quotations being refused at 51c.

POTATOES—NORFOLK MARKET

Bulk from car, per bu. 45 to .55
*Sacked from car, per bu. 50 to .55
*Sacks must be even weight, 150 pounds.
Price quoted includes cost of sack, about 10¢ each.

WHEAT

It is natural to expect that the wheat market would be somewhat narrow and quite limited just at this particular time. We are pleased to note that on basis of the same the market is holding comparatively firm. It is beginning to be manifest that the hammering and knocking based on heavy crops and conditions abroad have had their run and no real excuse seems to bob up to take its place. It really proves that the situation from a big angle is healthy; that regardless of the dope they are constantly trying to give this patient and in the past have made possible, it has gradually improved instead of its opposite. Foreign markets all report a good demand for cash wheat. The report that the Southwest is still entirely without snow protection will have a "bullish" influence. The general feeling among traders seems to be on a heavy order at the present time. These large angles to the situation only tend to form a foundation and

give us some little idea of the manner in which the large handlers are operating. We must, however, at all times try to understand just what they are getting at because the black-

WHEAT—DETROIT MARKET.

No. 1 White. \$1.10½
No. 2 Red. 1.11½

Speculative Prices.

*December delivery. \$1.11½
*May delivery. 1.15½
*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.

board game is either working or trying to be worked constantly. When stocks are in the proper condition results may be worked out that are not influenced by general conditions and which should have no reflection on the outcome. We feel that the wheat situation is most healthy at this writing.

WHEAT—CHICAGO MARKET.

No. 2 Red. \$1.09½

Speculative Prices.

*December delivery.86
*May delivery.91½
*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

Not from the angle of handing ourselves any bouquets, but simply to show you the possibilities and results that can be brought out through a market medium like this. We wish to call your attention to the last three issues of the Pink Sheet on beans. You remember well when the market made its decline, when every one of your local buyers advised you of the most dilapidated condition of the bean market. You remember the gloomy conditions surrounding your local market from all angles. You know there was no encouragement given you from any other source in the world than this paper. Your local dealers did not advise you why the market happened to be easy at that particular time. They were not interested in your welfare. They knew that the general condition of the bean situation was most healthy; that it was simply an overfeeding of the market which caused its condition. We took up the situation in a good clear, straight manner and told you plainly that there was absolutely no reason for the decline in prices other than the manner in which you had made disposition up to that time, in other words, had overcrowded the market, had filled every elevator in the state to the roof, that there was nothing else you could naturally expect but a depressed condition to exist. We advised you that just as soon as holdings were cleaned up the bean market would show a reaction and come right along back to its former basis. We told you not to sell beans at the prices then being offered and repeated it in our next week's issue. Today we can advise you of a most healthy, in fact a spirited tone to the bean situation. Inquiries are coming in from every outside market center at the present time. That is one of the most healthy elements possible to note, because without this there is no market. This is the angle which governs the market thermometer on any commodity. The bean market is all right. We only wish every other commodity was as safe as beans. At most points over the state we understand they have advanced their prices to a \$2 basis. We would not even sell beans on a \$2 basis because they will bring more money. You haven't got to

half fight or handle the situation even one-third diplomatically to get better results than this. With any kind of handling of the situation beans over the state of Michigan could be put to \$2.40 per bushel to the producer. You have the opportunity in your hands. It's up to you how you are going to manipulate it.

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 are raising Flag No. 1 on oats because the situation continues to improve. We don't mean by this that oats have attained their highest market standard, but we do mean that the situation is most healthy from every angle you may view it. Whether oats are going to advance beyond their present level is a question for you to figure on. It is not our mission to set a standard on every one of these commodities. We wish to work with you, cooperate with you, to the extent that you may be able to figure out the situation for yourselves. The hay situation and the corn crop are the only two factors which could keep oats on their present basis. We feel that oats will still advance. The writer looks for oats to make an advance of 8c per bushel within sixty days. The advance above mentioned may be a little long. Time will tell, but we can see no reason for feeling other than secure on the general

OATS—DETROIT MARKET.

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

situation as reflects on the future possibilities of oats.

CINCINNATI—After Holiday week there was a cutting off in demand with buyers feeling independent as to the situation. A feeling of indifference would express it more truly. The supply of holdings was manifest, not much trading going on with only normal receipts to offer. The situation from a general standpoint shows no change over one week ago.

OATS—CINCINNATI MARKET.

Standard.36
No. 3 White.35½
No. 4 White.34½
No. 2 Mixed.35
No. 3 Mixed.34½

PITTSBURGH—There is but little change to report on the Pittsburgh market over one week ago. There is the usual feeling of indifference on the part of the buyers but still we feel that conditions on this market were more than satisfactory during the last week. Receipts were only normal and practically everything taken care of on basis of last week's quotations.

OATS—PITTSBURGH MARKET.

Standard.37½
No. 3 White.36½
No. 4 White.35½
No. 2 Mixed.35
No. 3 Mixed.35

CLOVER SEED

There has been but very little trade the past week on seeds. In fact, the movement from day to day and week to week is light. The movement we look to be only gradual from now on until seeding time. Just before this period we look for a spirited movement, which is only natural to expect; but from now on with the healthy conditions that continue to exist we do not feel that holders of seed, whether they be the producer or the local dealer will tend toward disposition. It is thought by some that we may still see an advance over present quotations. We can hardly understand why this should be looked for. It might be

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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—Kalamazoo.	
New York City. . . . .	.34½
Pittsburgh. . . . .	.22
Cincinnati. . . . .	.19½
Chicago. . . . .	.16
Detroit. . . . .	.14
Zone 3—Bay City.	
New York City. . . . .	.27½
Pittsburgh. . . . .	.17
Cincinnati. . . . .	.16
Chicago. . . . .	.13
Detroit. . . . .	.10
Zone 4—Greenville.	
New York City. . . . .	.29
Pittsburgh. . . . .	.17½
Cincinnati. . . . .	.16
Chicago. . . . .	.13
Detroit. . . . .	.11
Zone 5—Sandusky.	
New York City. . . . .	.27½
Pittsburgh. . . . .	.22



Cincinnati. . . . .	.18
Chicago. . . . .	.15
Detroit. . . . .	.13
Zone 6—Vicksburg.	
New York City. . . . .	.29
Pittsburgh. . . . .	.17
Cincinnati. . . . .	.15
Chicago. . . . .	.10½
Detroit. . . . .	.11
Zone 7—Pontiac.	
New York City. . . . .	.27½
Pittsburgh.17
Cincinnati.15
Chicago.13
Detroit.06½

Michigan Business Farming

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EDITORIAL

A HAPPY AND PROSPEROUS NEW YEAR" to every blessed one of the Ten Thousand who have helped to establish "Michigan Business Farming"; better known among market manipulators as the "detestable Pink Sheet." We are only a few weeks old, but thanks to the likes of you, we feel as fine as a fiddle; lively as a cricket, strong as a young buffalo; determined as a bull dog; aggressive as a two-year-old bull and as progressive, as—as; well, Teddy.

HERE'S TO YOU AND YOURS

We didn't start out with the expectation that we could revolutionize market conditions in a few months or a year. We had no idea that we could drive the market manipulators out of the market by giving them a few lashes from the whip of publicity. We don't claim to have a particular gift for peering into the future; neither are we the seventh son of a seventh son;

But we did say that there were many things in connection with the marketing of farm products, that the farmer did not know, simply because he had no means of knowing. We realized that the fellows who make their money in handling the products of the farm, had altogether too much to say about the price the farmer should receive. In a word we felt that the farmer should at least have a "look-in" while the other fellow played the game.

To that end we have been doing our best. Just how much value our services have been to you, we have no means of knowing; that you are at least satisfied with what we are trying to do is evidenced from the remarkable increase in our subscription list. Four months ago not a single subscriber—to-day.

Ten Thousand farmers, who have paid cash in advance for their subscriptions, are reading "MICHIGAN BUSINESS FARMING." And, best of all Brothers, we are going to keep right on growing. And as we gain in strength, in experience and in knowledge of market affairs, we are going to render you a greater service. So you see, that after all, we intend to return the good seed you have helped us to plant; full measure, heaped up and running over.

So you see we stand at the threshold of the New Year confident of our position; anxious and willing to serve; with a desire to do that which is best for the common good; determined to take a whack at greed, graft and dishonest manipulations whenever or wherever they show their heads; and down deep in our hearts grateful that we have joined resources with you, in the warfare which shall finally result in returning to the farmer his own.

With this creed; with this determination to do right; to conscientiously follow the path as it leads to better things, no matter at what sacrifice, we ought to succeed;

And by the eternals, with your help, we are going to: KEEP RIGHT ON KEEPING ON UNTIL WE DO SUCCEED.

UNCLE SAM AT YOUR SERVICE

(Continued from Page One)

"From what study I have given to the subject of parcels post rates in the limited time permitted," said Mr. Hitchcock, "I am satisfied that they are higher than we shall be able to make them after the service has been established and has passed through the experimental period.

"My view is that ultimately the government should take over the entire business of the express companies. I think also that it should be done promptly. The express companies should receive a fair price for their business and equipment and their entire plant should be transfer-

red to government control."

You can purchase at your local postoffice, a parcels post map, which pictures every zone and gives every unit in the country, also the mail rate. You can also secure a parcels post guide, which is as large as a big mail-order catalog and is said to weigh more than three pounds—the map and the guide will cost you but 75c. Let us suggest that you make the purchase, and during these long winter evenings you will have time to post yourselves sufficiently on the new law to be able to send at least a few packages under the new-fangled plan.

The law requires that on and after January 1st, 1913, the postage on matter of the fourth class must be prepaid by distinctive parcels post stamps affixed. The postmaster cannot receive for mailing parcels that do not bear such stamps. Included in the fourth class mail will be farm and factory products not now embraced by law in either the first, second or third class. Farm and factory products must not exceed eleven pounds in weight, not be greater in size than seventy-two inches in length and girth combined, nor in a form likely to injure the person of any postal employee or damage the mail equipment of matter, and not of a character perishable in a period reasonably required for transfer and delivery.

Here is a section of the law that is going to cause the postmasters considerable trouble, as the ordinary person is not adept at doing up a package. We predict that many is the package that will have to be returned to the sender to be done up in mailable shape.

Parcels weighing four ounces or less are mailable at the rate of one cent for each ounce or fraction of ounce, regardless of distance. Parcels weighing more than four ounces are mailable at the pound parcels post rates.

Here are a few things in connection with the new parcels post law that should be remembered:

Seeds, cuttings, bulbs, roots, plants, can be sent by parcels post.

Cut flowers, dried plants and botanical specimens are transmissible at parcels post rates.

Samples of wheat or other grain in its natural condition, potatoes, beans, peas, chestnuts, acorns, etc., when intended for planting, must be sent at a special rate—one cent for each two ounces or fraction of ounce, regardless of distance; but when intended to be used as a food, the parcels post rates apply.

Parcels must be mailed at the postoffice or delivered to the rural or other carrier duly authorized to receive such matter.

Parcels must be prepared for mailing in such shape that the contents can be easily examined and must not be accepted for mailing unless they bear the name and address of the sender, preceded by the word "from."

In addition to the name and address of the sender, it is permissible to write or print on the cover of the parcel, or on a tag attached to it, the occupation of the sender, and to indicate in a small space, by means of mark, letters, numbers, or other brief description the character of the parcel.

Inscriptions such as "Merry Christmas;" "Please do not open until Christmas;" "Happy New Year;" "Best wishes," and the like may be placed on the cover in such manner as not to interfere with the address.

No spirituous, malted, fermented or other intoxicating liquors or poisons of any kind can be sent by parcels post. Provision, however, is made whereby medicines composed wholly or in part of poison and anesthetic agents can be sent from the manufacturer or dealer to licensed physicians, surgeons, pharmacists and dentists.

If you want to send poisons, animals, insects, reptiles, explosives or any kind of inflammable material including matches, kerosene oil, gasoline, naphtha, turpentine, benzine, alcohol or infernal machines, or pistols or revolvers, or rawhides or pelts or any article having a bad odor you will have to use the express companies, as such articles are not accepted under the parcels post law.

Butter, lard, and perishable articles, such as fish, dressed fowls, vegetables, fresh meats, fruits and articles which decay quickly, when so packed or wrapped as to prevent damage to other mail, will be accepted for local delivery. When inclosed in an inner covering and a strong outer covering of wood, metal or heavy corrugated pasteboard and wrapped so that nothing can escape from the package, they will be accepted for mail to all offices within the first zone from the place of mailing. Such articles when intended for delivery at offices beyond the first zone must be packed in such manner that until satisfactory shipping cases are provided their transmission through the mail is practically impossible.

Eggs will be accepted for local delivery when packed in a basket or other container. They will be accepted for any distance when each egg is packed separately and surrounded with excelsior and placed in or contained in such shape that each egg is on end. All such packages must be labeled, "Eggs."

Salted, dried, smoked or cured meats are mailable. Fresh meat in

(Continued on Page Seven)

AESOP'S FABLES WITH PRESENT-DAY APPLICATION

A WOLF, clothing himself in the skin of a sheep, and getting in among the flock, by this means took the opportunity to devour many of them. At last the shepherd discovered him, and cunningly fastening a rope about his neck, tied him up to a tree which stood hard by. Some other shepherds happening to pass that way, and observing what he was about, drew near and expressed their admiration at it. "What," says one of them, "brother, do you make hanging of sheep?" "No," replies the other, "but I make hanging of a wolf whenever I catch him, though in the habit and garb of a sheep." Then he showed them their mistake, and they applauded the justice of the execution.

DRESSED in the height of fashion, with pleasant manner and easy grace, a man entered the farm yard. Introducing himself to the farmer, he stated his business and offered a goodly sum to be driven about the neighborhood and introduced to the farmer's many friends. So elated was the farmer with the stranger's many words of flattery, that he readily consented and drove the stranger from farm to farm, introducing him. Taking advantage of the farmer's introduction, the stranger made of it a recommendation for his wares. Time proved the stranger a scoundrel; the farmers lost the amounts paid, and asked the farmer who introduced the agent to make his friend's promises good. "Friend!" said the farmer, "Why he was a stranger to me; I merely drove him from place to place." "A stranger, indeed!" said the victims. "For livery hire you not only sold your own honor, but bargained our friendship and helped to steal our money as well."

Moral: "Don't be a 'Bell-Wether.'"

POTATO SITUATION DESERVES CLOSE STUDY

MICHIGAN BUSINESS FARMERS WHO WILL CAREFULLY DIGEST THE INFORMATION COLLECTED ON THIS PAGE WILL PUT DOLLARS INTO HIS OWN POCKET AND PERHAPS KEEP SOME OF THE MARKET GAMBLERS

We have been studying the potato situation for the past month, and have covered practically every possible source of information. Right at this moment those who have potatoes to sell are confronted with a very serious problem, and unless the whole situation is handled very carefully, it is our opinion that we are going to have a slump in this commodity that will work havoc all along the line. It is time right now that this information should be in the hands of every farmer who has potatoes to sell, and while we may be wrong in our predictions, we believe that the carrying out of a policy in line with our suggestions will prove beneficial to all interested.

You are entitled to such information as we have secured, so let's get right down to brass tacks. Unfortunately, the most reliable figures that we can secure on the 1912 crop are those furnished by the government. We claim, and can prove, that the government reports are not reliable, and that they cannot be used as a basis when trying to arrive at a definite conclusion. However, taking the country over, they are the most reliable figures at our command, and therefore we will take for comparison the bumper crop of 1909, the light crop of 1911 and the bumper crop of 1912. The figures below give the number of bushels of potatoes raised in the states named for the years 1909, 1911 and 1912:

	1909 Crop Bushels	1911 Crop Bushels	1912 Crop Bushels
Maine	29,250,000	21,240,000	22,240,000
New York	26,280,000	27,750,000	39,008,000
Pennsylvania	23,790,000	15,120,000	28,000,000
Ohio	16,926,000	12,350,000	20,332,000
Indiana	9,025,000	5,162,000	9,118,000
Illinois	14,924,000	6,900,000	14,248,000
Michigan	36,540,000	31,020,000	34,650,000
Wisconsin	26,724,000	32,480,000	33,465,000
Minnesota	18,400,000	25,875,000	31,850,000
Iowa	12,905,000	12,876,000	18,444,000
Nebraska	8,190,000	6,032,000	9,440,000
Montana	4,500,000	4,050,000	5,780,000
Colorado	10,400,000	3,150,000	8,075,000
Idaho	5,000,000	5,220,000	6,475,000
Washington	6,970,000	9,440,000	11,356,000
Oregon	7,360,000	5,980,000	10,385,000
Totals	257,184,000	224,645,000	303,336,000

Let us first consider the yield during these years from a Michigan standpoint. Michigan in 1909 furnished 36,540,000 bushels; in 1911 only 31,020,000 bushels; while in 1912 the total production was estimated at 34,650,000 bushels. From these figures you will see that the excess over 1911 in this state is but 3,630,000 bushels. From confidential reports received, we are satisfied that the production of potatoes in Michigan is more than 1,000,000 bushels less than the estimated government reports, and our investigation also verifies the statement that by deducting the percentage of unmarketable potatoes, the production in this state for 1912 does not equal in the total number of bushels the actual production of 1911.

But, the trouble is, we have more than Michigan to deal with; therefore we must take the production of the several states. According to the government report, the crop of 1912 is 46,182,000 bushels larger than the crop of 1909, and 78,421,000 bushels more than that of 1911. But we must remember, in caring for this surplus, that the prices ranged so high in 1911 that 20,000,000 bushels of potatoes were imported from foreign countries. Maine, New York, Pennsylvania, Ohio and Michigan have all reported a high percentage of unmarketable potatoes. With these figures and facts in mind, we believe we are safe in saying that the actual production of potatoes in the states named in 1912 was not more than 20,000,000 bushels greater than the actual production in 1909.

Now the question arises as to how much we can figure for the increased consumption of potatoes in the three years? It would seem that one was safe in saying that taking all of these facts into consideration that the actual production of potatoes in the states named for the year 1912 would not exceed 280,000,000 bushels. If we are fair in this assumption, then we can turn to the 1909 prices as reasonably safe as a basis upon which to set our figures for the present year.

The highest point reached for potatoes in the Chicago market in 1909 was 58c per bushel, in December; the lowest price 10c, in June. The highest and lowest prices ranged as follows:

Month.	Crop of 1909. Low. High.	
October	\$0.35	\$0.55
November .....	.15	.50
December .....	.50	.58
January .....	.40	.54
February .....	.30	.48
March .....	.20	.46
April .....	.15	.31
May .....	.16	.34
June .....	.10	.28

Just compare the above high and low prices very carefully, and you can follow the traces of an overfed market very clearly. The prices quoted for April, May and June do not figure to any great extent in the average, because of the fact that these were the clean-up prices—a time when the potatoes were placed upon the market regardless of the price.

Let us look a moment at existing conditions. The prices in Chicago this year have thus far been just about the same as they were in the fall of 1909. Prices have remained comparatively normal because of the fact that there was a question about the keeping quality of this commodity. The dealers have put but very few potatoes in storage for fear they might rot on their hands. The consumers are buying potatoes by the peck and bushel. There is no question but that we have had a hand-to-mouth market thus far during the season. And, again, the car shortage has had something to do with keeping prices normal and has undoubtedly prevented the repetition of a slump in prices similar to that which occurred in November and December of 1909.

Another fact to be taken into consideration right here is that while the crop of 1911 was only 32,539,000 bushels shorter than the 1909 crop, that it was supplemented by 20,000,000 bushels imported from foreign countries, leaving only about 12,500,000 bushels less than for 1909, the price went to \$1.00 a bushel at Chicago before the end of the year. From all reports received, more than half of the 1912 production has been marketed. The moment January is ushered in, for some unaccountable reason people begin to look for spring, and the farmer is very liable to feel a little shaky about future conditions and dump his potatoes on the market. That is just the reason why we are sending this note of warning.

If we knew the situation generally as well as we know the situation in Michigan, we would promptly advise every farmer who has potatoes to sell to hold them for an even 50c per bushel at his own station. Today potatoes are being shipped to farmers in many counties in this state which have in the past been extensive shippers. A careful study of the figures given will show, however, that increased production is noted in most states. Some of the far western states will not compete with Michigan potatoes to any extent, but many of the other states are right now supplying some of our larger markets.

It is unquestionably true that the farmers of Maine and New York as well as Michigan have been slow in disposing of their potatoes. Potatoes from Wisconsin which have heretofore been sold in Chicago have this year been shipped to Cincinnati and Pittsburgh and other eastern markets. For some unaccountable reason Wisconsin farmers have been persistent sellers, regardless of prices. From information at hand we believe that the bulk of the crop in that state, which was estimated at but one million bushels greater than the previous year, has been disposed of. With one-half of the year's production in the hands of the growers you can realize what is liable to happen if care is not taken in marketing potatoes during the next sixty days.

Our advice, then, is for you, Mr. Farmer, to watch conditions very carefully. Last week we suggested a price at average Michigan points of 40c per bushel, which only equals the lowest price in January, 1909. No man can tell just how many potatoes are in the country, how many have been consumed, or how many are in storage, or what the probable price will be, but we give it as our opinion, based upon facts and figures secured direct from the farmers themselves, from dealers, and from conditions in the larger markets, that if the potatoes which remain in the farmers' hands are carefully marketed, profitable prices can be secured for the entire crop.

We are equally as confident that a plan is being hatched up right now by the dealers, large and small, to open the flood gates and allow the avalanche of potatoes to reach the market, and so demoralize conditions that stable prices cannot be regained during the balance of the season.

To sum up the situation, we would advise every reader of Michigan Business Farming to keep very closely in touch with general market conditions. We are willing and anxious to send special reports at any time, and shall do our utmost to keep you posted. The only thing for the farmer who has potatoes to sell to do is to watch his local market carefully and sell just as often and just so long as a price can be secured which will net a reasonable profit. Don't look for a long profit for the 1912 crop; those who have already sold did not secure it, and unless something of a miraculous nature happens, you cannot get a long profit on potatoes during the remainder of this year.

So be satisfied with a reasonable profit. If the price is reduced to a point where a profit is not left for you do not get frightened or excited; hold your potatoes. You might better sell half of the potatoes you have on hand at 40c a bushel and the other half at 10c a bushel, than to overfeed the market and sell all you have at from 10c to 20c a bushel.

We have given you the situation and our very best advice. We do not claim that our judgment is better than yours; we don't ask you to hold your potatoes for a single moment on our advice. We have given you a plain statement of the case with the hope that it may help you to decide on your future course with reference to the disposition of the potatoes you have on hand.

WOULD YOU BE SO FOOLISH

As to let ONE-CENT-A-WEEK stand between you and the DOLLAR-MAKING information contained in every single issue of

MICHIGAN BUSINESS FARMING

There is not a farmer in Michigan so rich or so poor that he can afford to be without this weekly that is already gaining fame as the "salesman" of every Michigan farm factory.

SEND THIS COUPON, OR COPY IN A LETTER

RURAL PUBLISHING CO., 95-97 FORT ST. WEST, DETROIT, MICH.

DEAR SIR:

I enclose fifty cents in stamps, money orders or currency, for which send "MICHIGAN BUSINESS FARMING", fifty weeks to—

M.....

P. O. R. F. D. State

THE MARKET SITUATION VIEWED FROM THE INSIDE

Continued from Page Three

all right to make something of a stand along this line, but we hardly believe that there is a good substantial foundation for its expectancy. We think you will find when the show-down time comes that the large handlers of seed have very liberal supplies on hand. It will not be their disposition to break the market because it would reflect directly on their profits. Therefore, to expect a healthy condition about on a present basis is what we should look for, but on the other hand, if the market should make a spirited advance some of these large holders would at once step in and fill the gap made.

CLOVER SEED—DETROIT MARKET.

June	\$11.30
Mammoth	11.30
Alsike	13.00
Timothy Seed	2.10

CORN

No avenue of escape has yet turned up in favor of this commodity. Up to the present time we cannot see that we can expect very much of an advance over our present market level. We appreciate of course that there are possibilities for the same. If we increase the possibilities we are later bound to make an avenue of demand. We have an abundant crop to consider and up to the present time only a normal demand. Weather conditions are against us. This mild weather is not conducive of a big demand, or of a better market, or of a good tone to the situation. We are forced to admit that from a feeder's angle conditions have not been just right. Up to the present time weather conditions have not been right for feeding sheep, and now the prices on feeders and fat sheep are so close that there is absolutely no profit in sight. Considering cattle, the situation is very much the same. The price of stockers is too close to cattle ready for the market, not forming a difference enough to warrant a profit in feeding. However, we realize that natural conditions should keep this commodity on at least its present basis. The situation is healthy but not spirited.

CORN—DETROIT MARKET.

No. 2 white	
No. 3 white	
No. 4 white	
No. 2 yellow .....	.50
No. 3 yellow .....	.48
No. 4 yellow	
No. 2 mixed	
No. 3 mixed	
No. 4 mixed	

CORN—CINCINNATI MARKET.

No. 2 white .....	.50
No. 3 white .....	.48
No. 4 white	
No. 2 yellow .....	.49
No. 3 yellow .....	.47½
No. 4 yellow	
No. 2 mixed .....	.48½
No. 3 mixed .....	.47
No. 4 mixed	

CORN—PITTSBURG MARKET.

No. 2 white .....	.53
No. 3 white .....	.52½
No. 4 white	
No. 2 yellow	
No. 3 yellow	
No. 4 yellow	
No. 2 mixed	
No. 3 mixed	
No. 4 mixed	

APPLES

There has been absolutely no demand whatever this last week. But very few barrels of apples have been moved. In fact the movement continues to be light. Possibly we should modify this some because the trade is being hammered

constantly and continuously to take on barreled stock. However, the movement would naturally continue but small as based on a day to day movement, receivers taking just enough for their immediate requirements. Nice high quality stock is meeting with courteous reception at comparatively satisfactory prices, but common stock of any description is being dealt with most severely. There is practically no salvation in sight as we view it for the disposition of anything excepting strictly high class fruit. It is a storage proposition and will continue to be. Most anything might happen and happen at most any time. This feature is entirely up to those handling apples in store. They can regulate and hold the condition on a most satisfactory basis if they so dictate, or some of them may get weak-kneed and dump their holdings at any time.

APPLES—GENERAL MARKET.

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

ONIONS

We are not yet able to give any encouragement on this commodity. Every outside market has been overfed and in a glutted condition from the inception of the season. We have not experienced weather conditions suitable for a healthy situation on the same. Stocks in store have not been drawn on as heavily as we could naturally expect. Every time there is a mouth open for a car of onions, there are fifty cars ready to fill it. Every one is watching for an opening to put in a car. This has been the situation right along. The future of the onion situation depends very much on weather conditions. If we could experience good snappy weather from now on through March we believe that holdings of onions in Southern territory would gradually be exhausted and we in turn would be called upon to replenish. There is a world of onions back—no question about it. If they keep, there is but little encouragement to offer in the way of prices possible to obtain at any time during the season. The large and reliable commission dealers on the Southern markets are asking all their clients to wire them before letting a car come forward. When conditions are like this, you can appreciate that they are plenty serious enough. The situation on red stock continues to be the most serious.

ONIONS.

Detroit.

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

Cincinnati.

Yellow Globe, sacked, per cwt. ....	.70
Red Globe, sacked, per cwt.	
Yellow Globe, bulk, per cwt. ....	.50
Red Globe, bulk, per cwt.	

Pittsburg.

Yellow Globe, sacked, per cwt. ....	.70
Red Globe, sacked, per cwt. ....	.50
Yellow Globe, bulk, per cwt. ....	.50
Red Globe, bulk, per cwt. ....	.30

CABBAGE

It might be safe to state that there was just a little better feeling on the outside, but do not consider it to the extent of making disposition at the present time. It is not authentic enough to warrant. The situation has no tone to it whatever. The patient may be gradually improving, but at the best continues to be pretty sick. We still cling to our hope that the future will bring forth attractive conditions. Occasional cars are dropped in on standard markets like Cincinnati, Pittsburgh, etc., sell-

ing at from \$5 to \$8 per ton for good Danish stock. That means \$1.50 to \$4.50 per ton net to the shipper based on average Michigan points, or a most discouraging condition.

CABBAGE—GENERAL MARKET.

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

BUTTER

There is practically no change to the butter situation. It is very questionable if we will experience much of any change during the remainder of the season. It is in a most healthy condition with a demand for only the better qualities. There is no real dairy butter market, because the producers have changed their manner of disposing of their milk product. Only an occasional housewife today makes butter from a commercial standpoint. This gradual change has forced the consumers to creamery and substitutes. A demand can always be created, however, for high class dairy butter, because it's the only butter with a real flavor.

BUTTER—GENERAL MARKET.

Creamery No. 1, per pound .....	.35
Fancy Dairy, per pound .....	.34

EGGS

The egg storers continue to fight along the line of high prices, claiming that weather conditions, together with heavy receipts of fresh stock, combined with the heavy holdings in store must cause a reduction in the price of eggs. Based on this supposition some of the large storers have already taken action and along decided lines, practically dumping eggs on the market. We have held up the market from a fresh stock standpoint up to the present time. We have facing us three of the genuine winter months; there is no reason in the world why we should not be able to hold nice fresh stock up to its present standard through this most seasonable period. We think it is possible and that we will see present results or better existing.

EGGS—GENERAL MARKET.

Large Fresh .....	.32
Medium Fresh .....	.28

POULTRY

We hardly know just which flag to put up on poultry this week. We will put up No. 1 because the general situation is all right. Just as we wrote you last week the commission men on the Detroit market imported cars of live poultry here to the extent that the market was overcrowded and an easier feeling was the result. Had it not been for the importation in excess of normal, we would have experienced a most satisfactory condition. We cannot expect very much

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 .....	.11 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.

tone to the situation for a couple of weeks. Everyone at all able has been eating chicken or turkey during the Holiday period. It will be a few days before there will be a real demand for poultry. We would advise holding back your poultry for at least a couple of weeks. After that length of time we should again expect a most healthy condition. This should continue to exist throughout the season.

LIVE STOCK

Cattle—Chicago.

A moderate supply of receipts is ample for the demand and price levels were fairly steady, but with a slight tendency downward. Buyers are still the masters of trade, but in view of the fact that prices are still higher than a week ago by 30@40c makes sellers more or less optimistic. Some of the heavier beefs show 50c above the bottom poundings prices of ten days. Best steers here were found in a string of five cars of 1300-pound samples, and these sold at \$8.50 per cwt. Bulk of sales, however, consisted of 850@1200-pound cattle and prices ranged from \$7.00 to \$8.00. Butchers' stock held a firm basis with cows and heifers, these bringing from 30@50c advance over prices paid one week ago, and bulls 15@20c higher. Best veal calves showed strength and were in good demand, selling up to \$10.50 for best, and with averages resting around \$9.50@10.00, or 50c higher than one week ago. Due to holiday conditions, the demands for stockers and feeders was lessened, and prices dropped away from 15@20c. We quote for the week's close as follows:

CATTLE—CHICAGO STOCK YARDS.

Beef steers, good to prime heavy	8.00 to 9.50
Beef steers, medium to good	7.50 to 8.50
Beef steers, common to fair	5.70 to 7.00
Beef cows, common to selected	4.40 to 6.10
Fat heifers, good to choice	4.85 to 7.75
Feeders	4.00 to 7.75
Canners and cutters	2.05 to 4.15
Good to prime veals	8.75 to 10.50

Detroit—Cattle.

Conditions at the Michigan Central stockyards show an upward trend of prices, due to a very material falling off in receipts of cattle from that of one week ago, and with the lessening of quantity a noted increase in quality results, which in turn produces a like advance in prices. Receipts show fully one-half less cattle than that of a like period of one week ago. Best dry fed steers were in good demand, a few sales commanding an \$8.50 price with bulk of sales striking a \$7.50 average, and a range from \$6.50@8.25. Veal calves also show a marked falling off as regards receipts, the week's close showing arrivals of 347 carcasses against 737 of the week previous. Note quotations:

CATTLE—DETROIT STOCK YARDS.

Beef steers, good to prime heavy	7.50 to 8.00
Beef steers, medium to good	7.00 to 7.50
Beef steers, common to fair	6.00 to 6.75
Yearlings	4.25 to 4.75
Beef cows, common to selected	5.00 to 6.00
Heifers, selected	4.25 to 4.55
Stock steers	4.25 to 4.50
Feeders	5.50 to 6.00
Canners and cutters	3.00 to 3.75
Good to prime veals	10.00 to 12.10
Bulls	4.50 to 5.00

"I don't care what color it is as long as it keeps coming!"—Mr. Chas. Cork, Charlevoix, Mich.

CATTLE—BUFFALO STOCK YARDS.

Beef steers, good to heavy	8.00 to 8.50
Beef steers, medium to good	8.00 to 8.50
Beef steers, common to fair	6.50 to 7.00
Yearlings	7.50 to 8.00
Beef cows, common to selected	5.00 to 5.50
Fat heifers, good to choice	6.75 to 7.25
Heifers, selected	4.00 to 4.75
Stock steers	6.00 to 6.25
Feeders	4.00 to 5.00
Canners and cutters	3.00 to 3.85
Good to prime veals	11.50 to 12.00
Bulls	4.50 to 5.25

Chicago—Hogs.

A heavy run of hogs has depressing effect on the market. Receipts of 21,000 head on closing of week's business sent the price down 5¢ to 10¢ after a steady opening. Shippers were fair buyers, taking about 25 per cent of the offerings and speculators took an active part in the early trade, paying up to \$7.65 for prime butcher hogs. Packers as usual were a little tardy in taking hold of best grades and waited until late to mass their droves, doing so at a 10¢ to 15¢ decline below morning prices. Market was well cleared at decline and closed at following quotations:

Average price of hogs at Chicago, \$7.46, against \$7.48 on Thursday, \$7.23 a week ago, \$6.20 a year ago, and \$7.85 two years ago.

HOGS—CHICAGO STOCK YARDS.

Bulk of sales	7.35 to 7.55
Common to good mixed	7.30 to 7.40
Fair to medium weight	7.40 to 7.55
Lightweights	7.35 to 7.55
Selected 260-300-lb. packers	7.45 to 7.55
Stags, 80 lbs., deekage	7.40 to 7.75
Pigs	6.50 to 7.25

Detroit—Hogs.

Trade was spirited at the M. C. stockyard throughout the week. Declining receipts caused prices to climb hills and a healthy uplift in prices is anticipated from this on. The receipts for the week were 3700 head against 7500 head one week ago. Good grades were from 5¢ to 10¢ higher, and pigs and common were steady. Some best sorts walked the boards at \$7.75 on private sales while quotations ranged from \$7.40 to \$7.65. Quotations below give present range of prices:

HOGS—DETROIT MARKET.

Fair to choice butchers	7.30 to 7.65
Lightweights	7.25 to 7.40
Boars, according to weight	3.00 to 3.25
Pigs	7.25 to 7.30
Stags	One-third off

DRESSED HOGS.

Block Hogs	9 to 10c
Note—Dressed hogs weighing from 150 to 250 pounds bring best prices. Be careful in shipping.	

Buffalo—Hogs.

On closing day of week's business, receipts were 8000 head, and the market was slow and at down-hill prices. Packers as usual stood back for the promised decline and bids were taken rather than to carry surplus of stock over Sunday to conflict with a new week's business. The day's price range rippled back and forth from \$5.50 to \$7.90, with the average being around \$7.15. Buying was not spirited during the week, but better conditions are in promise now that the holidays have coaxed from the farm everything that would turn a quick dollar that is so much needed at the year's close. The story is told in the prices appended:

HOGS—BUFFALO STOCK YARDS.

Common to good mixed	7.70 to 7.75
Fair to medium weight	7.70 to 7.75
Lightweights	7.35 to 7.50
Fancy shippers	7.60 to 7.90
Stags	5.50 to 6.25
Pigs	7.80 to 7.85

Chicago—Sheep.

Live mutton trade was less gay, yet steadiness was the order. Receipts of 17,000 head was rather above normal for the last of the week, yet the demand was good for the handy weight classes from all sources. Heavy lambs and yearlings continued to share in severe discriminations, they being just outside the enchanted circle. Sales on prime fed western lambs on shipping account brought prices up to \$8.75, while the bulk of sales ranged from \$8.15 to \$8.60; and for the 100-pound class \$7.75 was about the order. Fancy yearlings were in good demand at \$7.50, a new high point for the season, and some of the heavier yearlings commanded but \$6.25. Most fat ewes were sold off at around \$4.65, while good choice wethers found ready sale at from \$5.00 to \$5.50. Feeder trade remained nominal. Quotations follow:

SHEEP—CHICAGO STOCK YARDS.

Lambs, good to choice	8.40 to 8.75
do, fair to good	5.00 to 8.40
do, cull to common	4.75 to 5.00
Yearling lambs, choice	7.75 to 8.00
do, cull to fair	4.25 to 5.00
Wethers, choice	5.25 to 5.50
Mixed sheep	2.75 to 3.50
Ewes, choice handy weight	4.75 to 5.00
do, choice heavy	5.20 to 5.50
Cull sheep	2.50 to 3.50
Bucks	2.75 to 3.50

Detroit—Sheep.

Receipts of sheep and lambs the past week at the M. C. yards were 3500 head as against 7750 head one week ago. Decline in receipts pushed prices up 10¢ to 15¢ higher than for the opening days of the week. Matured sheep were steady, the increase in price being confined largely to the lamb trade. Culls and common stock brought about usual prices, they forming the clean-up end of the week and were handed to the poorer trade at lowest levels in prices, the market standing at about following schedules:

SHEEP—DETROIT STOCK YARDS.

Lambs, good to choice	5.50 to 8.00
do, fair to good	7.50 to 8.20
Yearling lambs, choice	5.50 to 6.00
Mixed sheep	3.50 to 4.00
Cull sheep	2.80 to 3.10

Buffalo—Sheep.

Receipts for the closing day was 20 cars, and the market was relatively active. Top lambs went to \$9.40 and lesser grades shared in the big advance, according to their standing in sheepdom. Of course there were culls and common trash found among the arrivals and these slid through on poor sledding, the average for all grades being around \$7.50, as note the following:

SHEEP—BUFFALO STOCK YARDS.

Lambs, good to choice	9.35 to 9.50
do, fair to good	8.00 to 9.25
do, cull and common	7.00 to 8.50
Yearling lambs, choice	7.00 to 8.00
do, cull to fair	4.50 to 6.50
Wethers, choice	5.50 to 5.75
Ewes, choice handy weight	4.50 to 5.00
Cull sheep	2.25 to 3.75
Bucks	2.50 to 3.50

COAL.

There is very little, if any, change in the coal situation. The extreme mild weather has placed the dealer in a position to keep the trade supplied with enough coal to carry them along from the hand-to-mouth plan. The large jobbers are watching the car situation very closely and just the minute the car situation loosens up, we expect to see lower prices.

Car movements have been extremely slow and the mines report equipment scarce. Through the greater part of last week embargoes on coal shipments from Toledo to Detroit have been in effect on the M. C., Lake Shore and Michigan Southern,

and the Grand Trunk Railroads. Conditions of this kind have a tendency to keep prices firm and will so continue until the mines can get cars and the congestion at local terminals are relieved. Some firms are getting only seven or eight cars a week when under normal conditions from forty to fifty cars.

The anthracite situation is about normal. The supply is about equal to the demand, although the production is being badly handicapped due to strikes in various localities.

Soft Coal.

Kind of Coal.	F.O.B. Mines.
Hocking lump	\$2.20
Cambridge lump	2.00
Cambridge ½ lump	1.80
West Virginia Splint lump	2.20
White Ash block	2.20
Kentucky 4-inch lump	2.60
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	3.20
Anthracite egg, stove or nut	5.50

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

FLOUR AND FEED.

The sale on flour and feed has been slow and prices have not changed. The market in general is tuning up a little and the millers expect the sales will exceed that of the previous week.

Kind.	Price per bbl.
"Blend" flour, ½ paper sacks	\$ 5.15
Spring patent	4.55
Per ton.	
Coarse corn meal	23.30
Cracked corn	25.50
Chop feed	21.00
Coarse Middlings	23.50
Fine middlings	26.50
Bran (standard)	23.00

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

Cotton seed meal delivered to any point taking a Detroit rate at \$30.50 per ton in car lots not less than 20 tons.

Those interested can write our Bureau for information.

RIGHT AFTER THE MIDDLEMEN
(Continued from Page One)

farmers will get the highest market price and the consumer the lowest price, is easily answered. Let us take Mr. Tuttle's experience, for example. Now let us assume that the Anti-Middlemen's Association is operated on the right co-operative basis. Mr. Tuttle sends his beans to the association, and the wholesale price, the price paid by other commission men is 40¢ a bushel; that is the amount he receives. The consumers, who are co-operators, pay \$4.80 a bushel, the price charged by the retail dealers of the city. We have left after paying Mr. Tuttle for his beans, \$4.40. The expense of the transaction is 10 per cent; we have left \$4. Under present conditions that \$4 goes to the commission man or to the retail dealer, and is nothing more or less than a profit secured through grafting. Now, we will divide this \$4 profit between Mr. Tuttle and the consumer; surely both ought to be satisfied.

In many instances consumers have organized with the expectation of eliminating through their united efforts all of the expenses of the middleman and have attempted to conduct a business on that basis. Wherever such a plan has been tried, failure has resulted. The producer and the consumer must unite. The price set for the producer's commodity is the price that the commodity brings in the open market. The price that the consumer should pay is the price that other dealers charge. At the end of the month, whatever profit has been made in the transaction is divided between the two in proportion as to value of service rendered or commodity furnished.

The reply to the Bulletin's question may not be satisfactory to its editor, but it will work out all right, nevertheless.

TO UNLOAD STORAGE EGGS.**Dealers Are Sure to Lose Some of the Profits Made in Former Years.**

The eastern cities have over 300,000 more cases of eggs at the present time than there were in storage last year at this period. A dispatch to one of the leading produce journals says:

"Many leading fancy grocers are advertising fine storage eggs at 32¢. How many can be moved at such high prices? Storage eggs can be sold in large quantities at 25¢ a dozen to consumers, and if wholesalers, who have lots stored, believe they are going to sell them at anywhere near the price they paid last spring, they will find themselves mistaken, if present conditions continue. "The old, old story, of putting away April eggs that cost 24¢ to 25¢, storage included, and selling out at 13¢ to 15¢ will repeat itself, unless there is a general move made to sell at 17¢ to 19¢ and force a retail price for storage of 25¢ a dozen.

"There is no need for excitement in the egg trade. Even though the storage holdings are extremely large, the fine quality storage eggs will sell in good size lots, if the price is brought nearer to the views of those who eat eggs 'at a price.'

"The sooner the big egg holders 'come off their perch,' the sooner they will realize that \$1 a case loss is not as bad as a \$3 a case loss. To hold storage eggs, with receipts of fresh ample for current requirements, is a business proposition that only a 'bonehead' holds to firmly till he gets down too deep to be saved."

COMMISSION MERCHANTS SUED.**J. Ellis Slater and Elbert D. Ball Are Charged With Fraud.**

J. Ellis Slater, president of the Merchants' Fruit Exchange, and Elbert D. Ball, South Water street commission merchant, were made defendants at Chicago in a suit in which they are charged with defrauding Herman Peters out of thirty-seven carloads of Elberta peaches.

The case was transferred from Judge Scully's court to the court of Judge Goodnow because of a demand made by the defendants for a jury trial. Peters asserted that the peaches were shipped by him to the defendants and that they disposed of them and refused to pay for them.

The case was continued until March 17 on the plea of the defendants that in the continuance of their business it is necessary for them to be out of town in the near future for the purpose of purchasing fruit.

UNCLE SAM AT YOUR SERVICE

(Continued from Page One)

any form may be transported only in the first zone.

Flour of all kinds must be put up in such form as to prevent package breaking or cracking or the flour be scattered in mails.

Candies, confections, yeast cakes, soap in hard cakes, etc., must be inclosed in boxes and wrapped to prevent injury to other mail matter.

A mailable package on which the postage is fully paid may be insured for a sum not to exceed \$50 at an additional cost of 10¢. When insured, the sender will be given a receipt, and a receipt must be signed by the person receiving the package. Because of the insurance clause of the parcels post law, packages cannot be registered.

Pink or White—Don't Matter.

"I enjoy the pink sheet and read every word of it. It matters not to me whether it is pink or white, just so long as it contains the facts. I wish you unbounded success in this great work. The pink sheet is supplying a long felt want."—Mr. A. J. Hamilton, Grand Lodge, Mich.

KICK ON PROPOSED RATES.

Several Cement Companies File Protest With Railroad Commission—
A Little Investigation Should be Made of the Companies' Plan of Doing Business.

The Peninsular Portland Cement company of Jackson, the Wolverine of Coldwater, the Omega of Bronson, and the Hecla and Aetna of Detroit, have filed a protest with the state railroad commission against the increase in rates which several roads have announced to become effective January 1. The companies complained against are the Grand Trunk, Pere Marquette, L. S. & M. S., Michigan Central, D. T. & I., and D. T. S. L. The cement companies claim the proposed rates will practically put them out of business. The commission has suspended the rates for six weeks and have granted the railroad and cement companies a hearing.

It looks as if the cement companies were going to be obliged to take a dose of their own medicine. It is a well known fact that during the past two years the cement companies or Michigan have had a "gentlemen's agreement," through which they have not only boosted the price of cement but held it at the high figures with very little trouble. A few years ago we had competition in this line, and cement was selling at from 25c to 50c per barrel less than at the present time. No matter what company quotes prices they are all the same, and even the freight rate to shipping point is so nicely figured that it is a very hard matter to save money by buying at the nearest factory. It is to be regretted that the railroad commission could not have authority to investigate the cement companies' methods of doing business at the same time they are looking after the manipulations of the railroad companies.

PLOWING WITH DYNAMITE.

Science Comes to the Aid of the Modern Trucker.

Southern truck growers are steadily becoming convinced that deep plowing is necessary to obtain the best results. The sub-soil plow, which has been freely used in many sections, is being replaced by the new and safe form of dynamite. The sub-soiler at its best will not go deeper than 14 inches from the surface. At this depth steam or gasoline power is frequently necessary to pull the plow. Again, the plow turns the sub-soil on top of the ground, and unless the farmer allows it to be exposed to the elements for some time, this fresh soil retards instead of increasing the fertility of the land.

Dynamite makers have overcome all this, and at a cost of \$10@12 per acre any farmer now has the means of doing better and more lasting work. Dynamite makers have at last succeeded in making a slow acting grade of dynamite for farm purposes, which lessens the danger of handling to a minimum. Its use is growing every day by leaps and bounds, since every user becomes a booster.

The dynamite charges are placed at intervals of 16 feet in each direction. A hole is drilled to the depth of three feet with an earth auger or a special bar made for the purpose. Into this hole a one-quarter-pound package of ammonia, low freezing grade dynamite is placed with a detonating cap and fuse attached. There are several grades of this dynamite used for various soils, and experience has shown that this work does not have to be done again for eight years. Experiments with lands treated with dynamite show an increase in production of 25@50 per cent.

Dynamite is especially adapted to lands which have a hard pan, shale or clay subsoil. It is usually difficult or impossible to reach such subsoil with a plow. After treatment with dynamite the land becomes porous, rapidly absorbing, and storing a large

surplus of water, which in turn prevents a drouth during the summer.

While splendid results are being constantly secured on heavy lands, equally as satisfactory work is being done in swampy sections, where there is a hard pan which prevents the land from being properly drained during heavy rainfall. Once the hard pan is broken, such land quickly becomes available for crop purposes.

LOOK OUT FOR YOUR DRESSED PORK.

The Detroit market is receiving daily large consignments of dressed pork, and so far prices have been very satisfactory. Farmers should remember in making shipments that every precaution should be taken at their end of the line to prevent trouble. A visit among the commission houses proves that the farmers are very careless, and many of the shipments are received in bad condition. We would suggest that attention be given to details, in the following order.

First: Use special care in dressing. If the carcass is neat and tidy, it will be a great aid to the fellow who must make the sale at the other end of the line.

Second: Don't ship any great distance unless the weather is cold, and be sure that a good, clean car is used. Where you can ship by trolley line, better service is usually secured. However, if you will call the attention of the local freight agent to your shipment, he will endeavor to see that the same is properly cared for.

Third: While the expense of doing up the carcass in sneeting is to be considered yet in nine cases out of ten, the extra price received will more than pay for the extra expense.

Fourth: Do not ship to any distant market without first getting prices; do not depend on your daily paper for quotations; many times pork will drop off from 1c to 3c a pound in forty-eight hours.

We shall be very glad to furnish information as to market conditions and quote prices to any of our subscribers—write or telegraph us for information. "An ounce of prevention is worth a pound of cure."

GRAND RAPIDS FRUIT COMPANY.

This is the title of a new organization whose bursting bud is seeking the light. Its start is hailed with delight, but where the scheme will end is yet in doubt. Whether its aims will conflict with those of the Michigan Horticultural Society is a question, but properly managed both should prove co-operatively beneficial. The meeting was called together by J. H. Skinner, in charge of farm demonstration work, and first steps were taken towards forming the Grand Rapids Fruit Co., with \$10,000 capital the object being—first, to raise better fruit, and second, to market same in a businesslike way. It will be an incorporated body, with articles broad enough to include the buying and selling of farm produce of every kind, the purchase of spraying material, baskets, etc., in a co-operative manner. Shares are \$10 each, and a committee composed of J. A. Whitworth, Henry Smith, C. F. Hale, J. P. Munson and Thomas Graham will canvass the growers for subscriptions to stock.

ONE OF MICHIGAN'S BEST.

During the last week dairymen and Holstein breeders throughout Michigan have been anxiously watching the herd of cows belonging to George H. Gillispie, of Alameda township, while efforts were being made for one of the number to win the state championship, which it did. A five-year-old pure-bred Holstein-Friesian cow made the remarkable record of producing 33.01 pounds of butter and 783 pounds of milk in seven consecutive days, the best day's production being 5.26 of butter from 108.3 pounds of milk.

THE DEAR EXPRESS COMPANIES.

The Cincinnati Star says: "A couple of weeks ago a citizen of this town ordered a box of Oregon apples from a Cincinnati commission house. They were big Hood River Spitzenbergs 72 to the box—the finest apples in the world. The cost of this box of apples, delivered in one of the suburbs of Cincinnati, was \$2.10. A few days later this same Cincinnati man received a box of grapefruit from a friend who owns a place down in Florida. The express charges were \$1.95.

"In other words, the express company charged almost as much for hauling the grapefruit a thousand miles as the total cost of the apples, including the money paid the grower and the packer, the freight covering the three-thousand-mile haul from Oregon, and commission and delivery charges in Cincinnati. Is it any wonder that Uncle Sam is about to inaugurate a parcel post?"

STOP DOCKING HORSES.

There is yet hope for the race when good men and women come forward and demand mercy for the dumb servants in the care of mankind. This is ably shown by the forward movement of the good people of Kalamazoo who see in the inhuman practice of torturing horses nothing but disgrace instead of grace—the claimed object of the sportsman in the amputation of poor horse's tail; and the humane society of this city has decided to take up the fight against the docking of horses and at a meeting recently held a campaign of education against the practice was started. President Carl Kilenstuck, who is also president of the state humane society, is leading the movement.

SUES AS RESULT OF POOR SEED.

A case that is unique in the courts of Michigan, and one that is attracting the attention of farmers all over the State, is up for trial in the circuit court of Gratiot county. Harry Tubbs is suing Henry Deane for breach of warranty on seed corn. The plaintiff claims to have been defrauded in the purchase of the seed, which, he alleges, the defendant warranted to grow and for which a high price was paid. The seed failed to grow and Tubbs now seeks to hold the defendant for the value of the crop.

Molasses

FOR FEEDING

THIS is what one big dairyman says about feeding molasses to dairy cows: "We find that a quart of your molasses mixed with tepid water and sprinkled on hay or grain will provide about two quarts more milk than the same feed without the molasses."

Molasses not only gives the stock a keener appetite, but enables them to digest and assimilate their food so that the same amount of feed produces a larger amount of flesh and blood. It means more milk, more beef, more lambs, more mutton, more pork, more shoats. Every hog a big hog, no runts. Your beef steers will weigh from ten to twenty per cent higher and bring from ten to twenty per cent more in cash. Fine for horses—fed molasses he takes on solid weight, develops energy and grows a glossy coat.

\$5.40 for 30-gallon half barrel
\$7.50 for 50-gallon barrel
\$2.50 for 10-gallon can

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STAWBERRY PLANTS 33 standard varieties, Senator Dunlap at \$1.66 per 1,000. Lowest prices on vigorous nursery stock in the state. 1913 illustrated catalog free. MAYER'S PLANT NURSERY, Merrill, Mich.

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