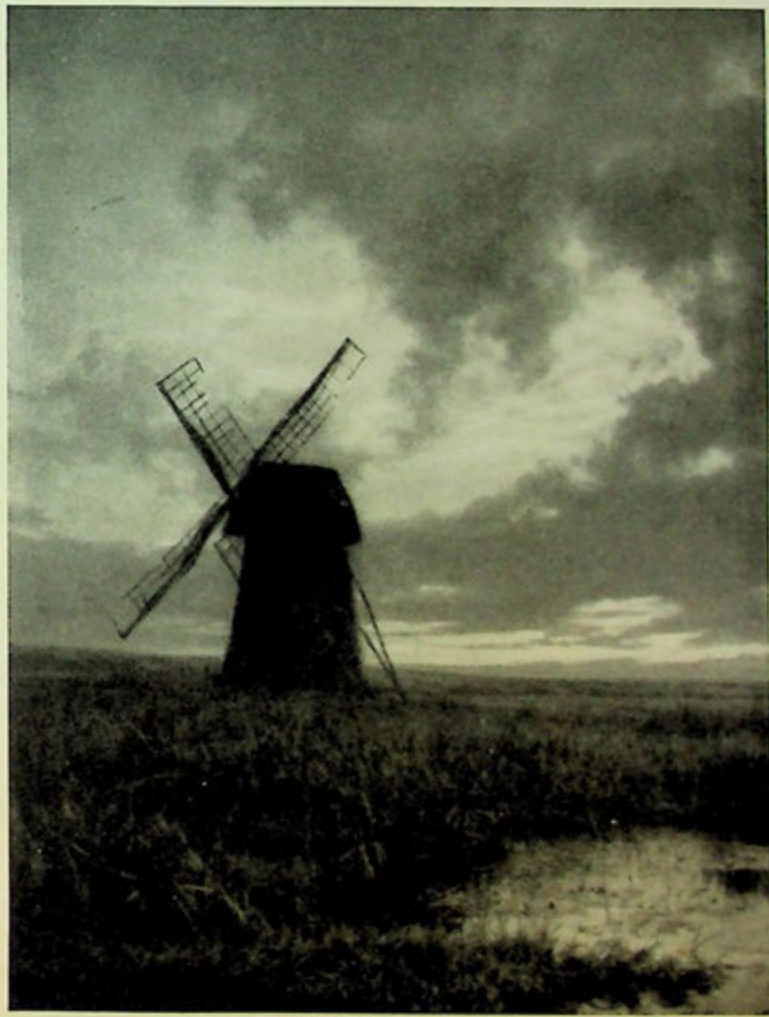


# The Northwestern Miller

LIBRARY,  
THE RESEARCH ASSOCIATION

BRITISH FLOUR MILLERS

MAY 1930



THE MILL ON THE MARSH

APRIL 30, 1930



## *Seal Towers Above Them All*

**T**HERE is one product in every field of industry that towers above its competition. Such pre-eminence is earned by years of strict adherence to a high standard of quality and business integrity.

Seal of Minnesota flour is nearly 40 years old. It is a flour milled by an organization commanding the esteem of bakers in every corner of the globe. It has outdistanced competition in an Age of Restlessness where only the best survives.

Bakers who build for permanency look up to Seal as the "Standard of Excellence" in flours. It towers above them all.

INTERNATIONAL MILLING COMPANY  
 Minneapolis, Minnesota Buffalo, New York



# SEAL OF MINNESOTA

FLOUR MILLED FROM TESTED WHEAT



*Kansas Grows the Best  
Wheat in the World*

**"RED STAR"**

*Honest comparison*

*Increases*

*Its reputation*

*Total Capacity  
4700 Barrels*

*Elevator Capacity, 4,500,000 Bushels*

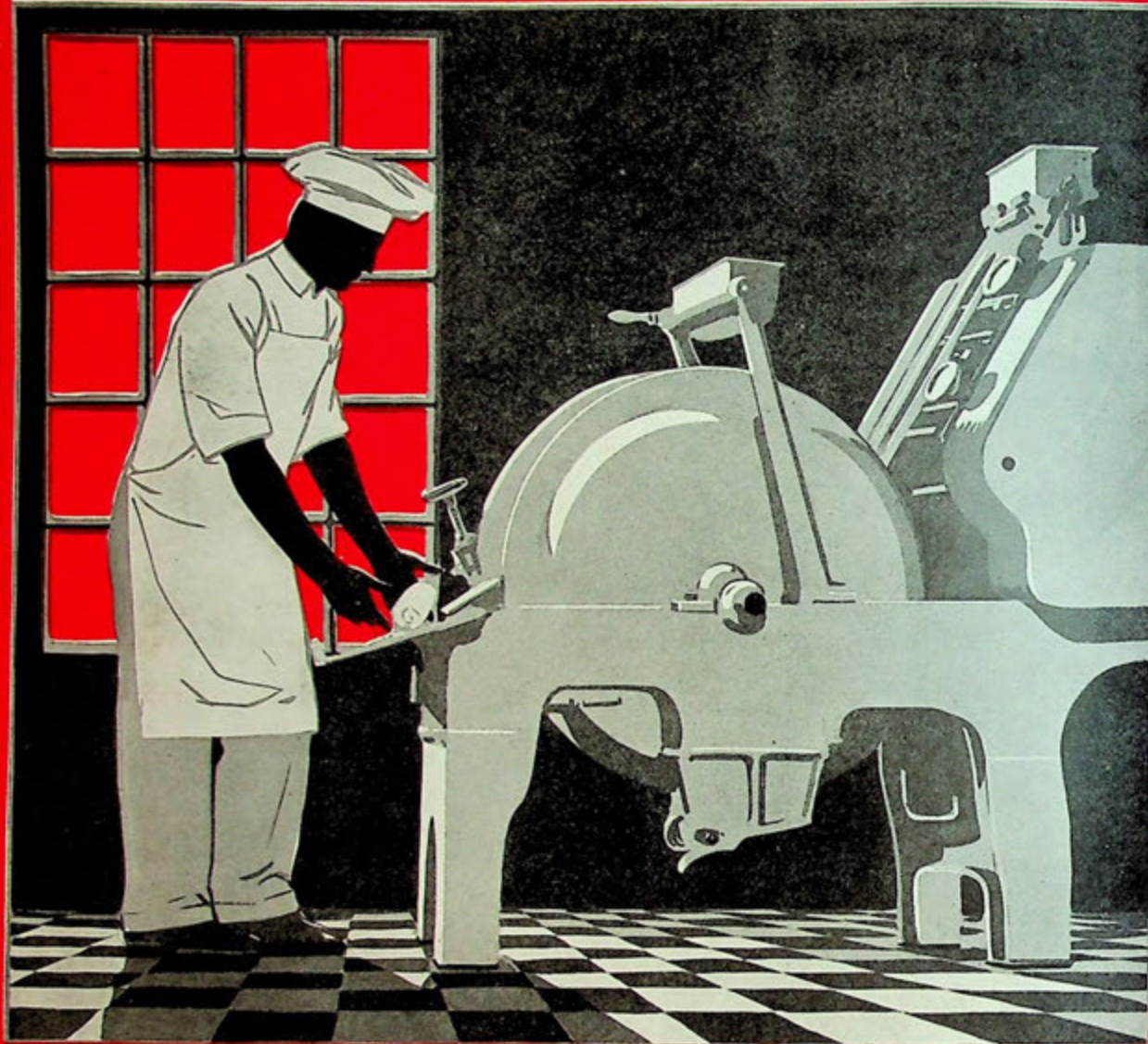


WORLD'S FINEST  
FLOUR MILL

# RED STAR

*The RED STAR MILLING CO. - WICHITA, KANSAS*

R. S. HURD, President



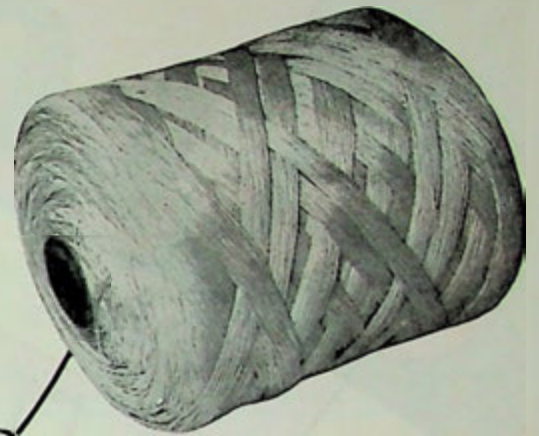
Every time the baker works with irregular doughs his labor costs go up. Investigation shows that many shops of the average three oven size can save  $37\frac{1}{2}$ c. per barrel of flour in labor costs by using only uniform doughs from uniform flour.

The uniformity of Pillsbury's Bakery Flours can add a good item to the baker's profit by cutting out this labor waste. And this is only one of the savings—this same uniformity of Pillsbury's enables the baker to cut costs at every step in the production of bread.

**PILLSBURY'S**  
**F L O U R S**

# DIXIE

*Cotton Sail twine*



*Speeds  
packing*



**STRENGTH**—with smooth, even finish permits the steady sewing operation that piles up the results of the day's work.

For sewing cotton and burlap bags use Dixie Cotton Sail Twine in 8, 10 or 12-ply. For tying paper, and cotton bags order 14-ply. Put up in 50-pound tubes—50 ends.

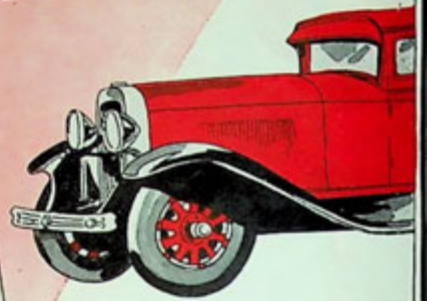
Place your order for Dixie Cotton Sail Twine with your next bag order.

*There is a Chase Twine for every Bag closing purpose.*

Factories: Buffalo, Toledo, Goshen, Milwaukee, Minneapolis, St. Louis, Kansas City, Memphis, Dallas, New Orleans  
Sales Offices: Chicago, New York, Cleveland, Detroit, Denver, Hutchinson, Louisville, Charleston, Los Angeles.  
Affiliated Company THE ADAMS BAG COMPANY, Chagrin Falls, Ohio.  
Manufacturers of NEVER BURST Paper Bags.

# CHASE BAG CO.

# COLOR



# COLOR



TRADE MARK REG. U.S. PAT. OFF.  
**Raymond**  
*Rope Paper*  
**Bags**



*The* **RAYMOND BAG CO.**  
MIDDLETOWN, OHIO.

# BAKERS SING IT'S PRAISES



## Spring Wheat Flour..

**DANIEL WEBSTER**  
SHORT PATENT

**GOLD COIN**  
STANDARD PATENT

**BLEACHED OR UNBLEACHED**

**WHOLE WHEAT and GRAHAM**

**PURE SILVER**  
Fancy Clear

**RYE FLOURS**  
All Grades and Blends

---

**A Flour for Every Purpose**

---

**EAGLE ROLLER MILL CO.**  
NEW ULM, MINNESOTA

Daily Capacity—5000 barrels wheat flour; 1000 barrels rye flour  
Elevator Capacity—2,600,000 bushels

... *Depend Upon* **BEMIS**  
**PRINTING** *for*



**SHARPNESS**  
**BRILLIANCE**  
**ATTRACTION**

Bemis printing on paper or cotton bags makes your brand or trade mark *stand... right... out!*

Constant study and experiment have brought outstanding improvements to our specially designed presses, to our inks and to our printing plates. Friendly competition among the seventeen Bemis factories is steadily increasing the excellence of our pressmanship.

These are the reasons why Bemis Printing on Bemis Bags will give your flour prominent display in any store—and make it sell better.

---

**BEMIS BRO. BAG CO., 601 SO. FOURTH ST., ST. LOUIS, U. S. A.**

---

BOSTON  
 BROOKLYN  
 BUFFALO  
 CHICAGO  
 CLEVELAND  
 DENVER  
 DETROIT

E. PEPPERELL  
 HOUSTON  
 INDIANAPOLIS  
 KANSAS CITY  
 LOS ANGELES  
 LOUISVILLE  
 MEMPHIS

MINNEAPOLIS  
 NEW ORLEANS  
 NEW YORK CITY  
 OKLAHOMA CITY  
 OMAHA  
 PEORIA  
 ST. LOUIS

SALINA  
 SALT LAKE CITY  
 SAN FRANCISCO  
 SEATTLE  
 WARE SHOALS  
 WICHITA  
 WINNIPEG





*We Make More  
High Patent*

flour than most mills of our size. That is the result of more than 50 years of high quality milling. Kelly trade wants quality whatever the cost.

*Daily Capacity 2,500 Barrels...*

*Grain Storage Capacity, 1,000,000 Bushels*

*The*  
**WILLIAM KELLY MILLING CO.**  
 HUTCHINSON, KANSAS  
*William Kelly, President*



*Make your own tests—  
the baking will tell*

**P**OUND for pound — barrel for barrel, you will find that Commander Flour bakes evenly; no variations because we absolutely control our selection of wheat and our manufacturing process.

**W**HEN we say “make your own tests” we mean just what we say — make your tests with anything you bake. *Commander* will take a lot of punishment, and come out on top.

# COMMANDER

*“Better Flour—Reasonably Priced”*

COMMANDER MILLING CO.  
MINNEAPOLIS - - MINNESOTA

# THE STANDARD OF STANDARDS



# CERESOTA FLOUR

PURE—WHOLESOME—NOT BLEACHED

MADE BY

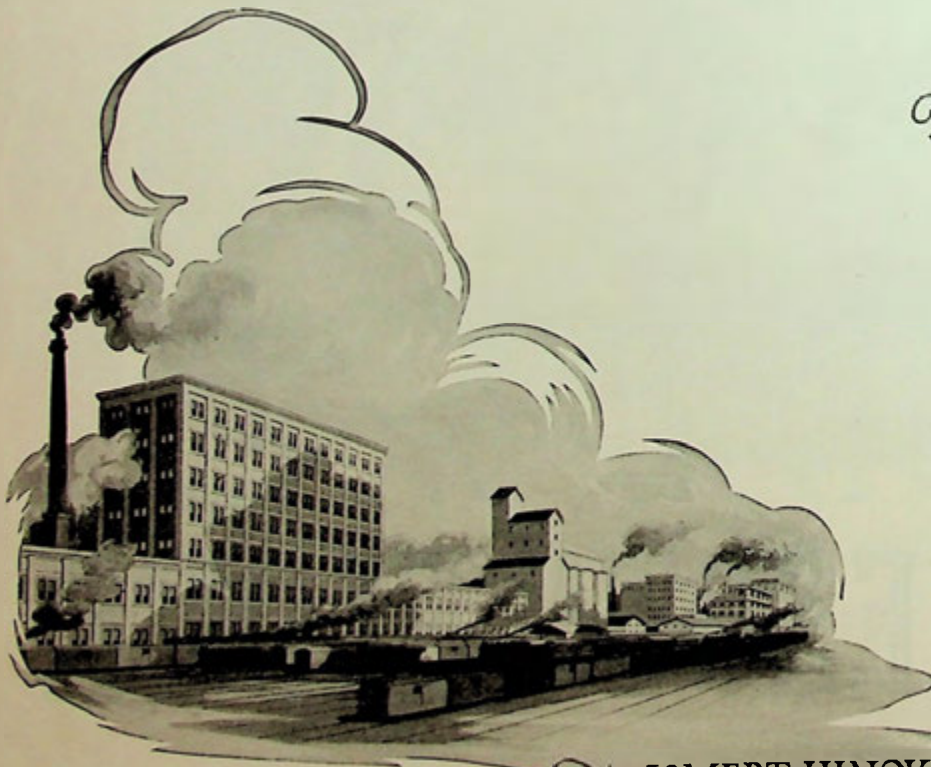
THE NORTHWESTERN CONSOLIDATED MILLING CO.

H. P. GALLAHER, PRESIDENT

MINNEAPOLIS, MINN., U. S. A.



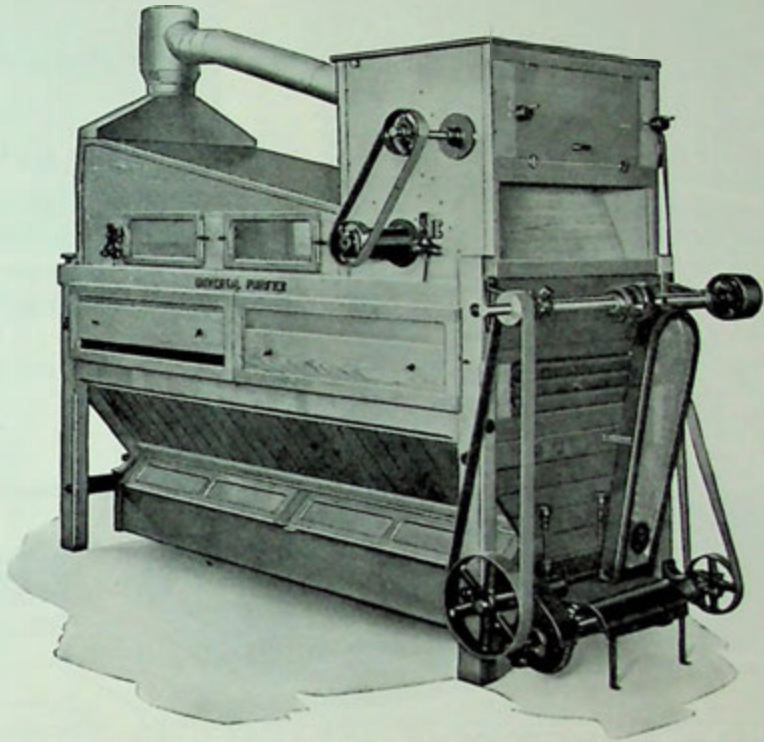
NO MILLER ever succeeded for long in making big talk take the place of good flour. We know the flour *has to be good*, for not only does it have to meet fine quality competition but it has to *beat it* at least a part of the time. So we make "I-H" as good as we can because we know we have to.



*For Bakers*  
 ORACLE  
*A Short Patent*  
 THUNDERBOLT  
*A Reliable Flour*

*The* ISMERT HINCKE MILLING CO.  
 KANSAS CITY, MO.

— announcing  
the new **Universal Purifier**



**Three  
 Salient  
 Features**

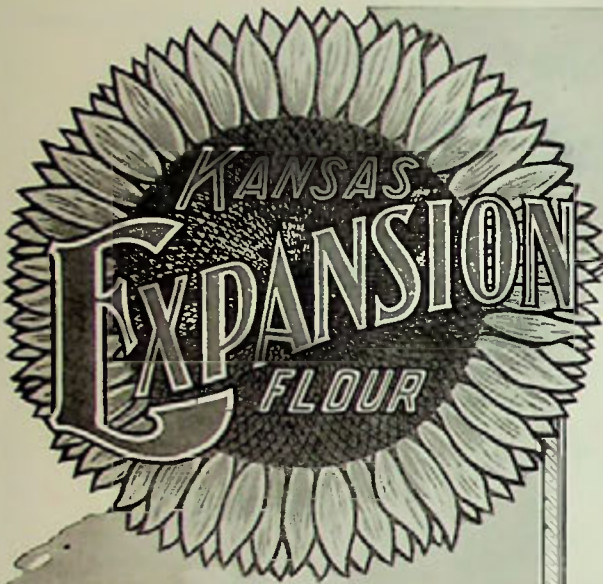
While this purifier is a new machine to the flour mill trade it has been in the process of development for some time and like all Allis-Chalmers machinery was given thorough tests in commercial operation — a tested and proved machine.

1. An aspirator using a feed roll to deliver the middlings in an even sheet to the action of the air current with a dead air chamber discharging the heavy impure stock into a stuffed conveyor discharge and also insuring an even feed across the width of the sieve frame.
2. Opposed ball bearing eccentrics, insuring a positively balanced purifier. One eccentric actuates the cloth sieve frame, and the other a series of "V" troughs at the tail end to intercept the material too heavy to be drawn into the fan and discharges it through a separate tailings spout.
3. The main suction pipe is located at the extreme tail end of the machine where the strongest air current is required, causing the air current to move in the same direction as the stock the full length of the sieve.

The main air inlet is through openings below the conveyor box doors, insuring an equal distribution of air, the entire width of the sieve. In addition to this, air controls are provided in the side and head end doors.

**ALLIS-CHALMERS**  
 — Allis-Chalmers Manufacturing Company, Milwaukee —

# LEADING MILLS OF THE SOUTHWEST



*The* Wichita Flour Mills Co.

Wichita, Kansas

WHEAT STORAGE CAPACITY  
ONE MILLION BUSHELS

CAPACITY, 2500 BBLs.

WE COULD SAVE \$2,500 A MONTH  
by buying wheat that cost a cent a bushel less  
money. But we would lose more than that  
in the end, because "KANSAS EXPAN-  
SION" would not be the quality leader it  
now is.

*So we don't do it.*



**Eastern Representatives**

ELLIOTT BROKERAGE Co.,  
Bluefield, W. Va.  
C. J. HANEBRINK & Co.,  
407 Merchants' Exch., St. Louis, Mo.  
BULEY-PATTERSON Co., Inc.,  
Cumberland, Md.

HARRY D. GARST, Huntington, W. Va.  
H. C. HAGERMAN,  
2103 Ferry St., Easton, Pa.  
S. R. STRISIK Co., New York City  
W. F. HUTCHINSON,  
Williamson, W. Va.

**Representative for Indiana and Ohio**  
HUGH MILLER, North Manchester, Indiana

**Southeastern Representatives**  
CHAS. M. BRITT Co., Asheville, N. C. R. H. ADDINGTON, Atlanta, Ga.  
FRED BURRALL, Field Manager

**BLAIR'S CERTIFIED**

For the Family Trade  
**ALGOMA** BAKERS  
BLAIR MILLING CO.  
1,800 Barrels Daily  
700,000 bushels storage capacity  
ATCHISON, KANSAS



**Flour Mills of America, Inc.**

KANSAS CITY, U. S. A.  
THE KANSAS FLOUR MILLS CORP., Kansas City, U. S. A.  
VALIER & SPIES MILLING CORP., St. Louis, U. S. A.  
Reg. U. S. Pat. Off. *Largest Millers of Hard Winter Wheat in the World*

**HALSTEAD BOSS**

*Cream of Kansas Halstead's Bakers*  
Halstead Milling & Elevator Co.  
(Mill at Halstead)  
Export Sales Office...Kansas City, Mo.



*The*  
**ROBINSON**  
MILLING COMPANY  
SALINA, KANSAS

## ROBIN'S BEST

A "jobber's flour," the kind that does not  
hang in stock but moves right out and  
brings back the repeat orders from the  
dealers who are always hardest to satisfy.

**ROBINSON MILLING Co.**  
SALINA, KANSAS



# "Polar Bear" FLOUR IS KING

We quote references as follows: The baker or housewife who ever has used "Polar Bear," and our own fine competitors among the millers of the Southwest.

*The* NEW ERA MILLING CO.  
ARKANSAS CITY, KANSAS

Founded by  
ANDREW J. HUNT  
1899



# Soothsayer

SOOTHSAYER is a very fine, short, strong, uniform family flour for those who want the very best flour that can be milled. Compared with ordinarily good patents, the price difference is not as great as the quality difference.

Daily Capacity  
1,200  
Barrels

*The* WILLIS NORTON COMPANY  
NORTH TOPEKA, KANSAS.  
*Quality Millers Since 1879*



The success of this enterprise over a period of more than twenty-five years is the surest proof that it pays to make the best flour that can be produced from good wheat by the use of the most modern machinery and methods.

*The* Kansas Milling Company  
WICHITA, KANSAS



Daily Capacity  
4,000 Barrels  
Elevator Storage  
2,000,000 Bushels

# "Sweetheart"

SHORT PATENT FLOUR

Others may vary with the wheat crop quality, but "Sweetheart" is always the same.

*From finest Turkey wheat*

**REA-PATTERSON MILLING CO.**

"SPARTAN".....Export Brands....."ARISTOCRAT"  
2400 bbls capacity  
COFFEYVILLE, KANSAS

## Discriminating Jobbers and Retailers

catering to FAMILY TRADE will find

# MOTHER'S BEST FLOUR

especially suited to their requirements.

MOTHER'S BEST is milled from the choicest of Nebraska's hard winter wheat, justly noted for its well balanced mellow gluten.

MOTHER'S BEST is designed especially to please the housewife who bakes her own bread, rolls and cakes.

MOTHER'S BEST will please the small baker who caters to the family trade.

MOTHER'S BEST is made right and priced right. Ask us more about it.

**Nebraska Consolidated Mills Company**

*Strictly Country Millers, Catering to Family Trade*

Branch Office: 305 Century Bldg., Milwaukee, Wis. 1513 Sherman Ave., OMAHA, NEBRASKA  
Mills at Omaha, Grand Island, Ravenna, St. Edward and Hastings, Nebraska

## "Gooch's Best"

Superior quality  
—to make all  
baked things  
better.

**Gooch Milling & Elevator Co.**  
LINCOLN, NEBRASKA

**Western Milling Company**  
*Specializing High Grade  
Bakers' and Pastry Flours*  
MILLS AT  
Pendleton, Oregon Salt Lake City, Utah

## "JUBILEE"

FLOUR  
One of the very best from Kansas

**The Aurora Flour Mills Co.**  
Successors to Tyler & Company  
JUNCTION CITY, KANSAS

## "KRAMER'S KREAM" and "K-Y"

TWO splendid flours  
from Kansas that  
are always competitive  
in QUALITY and PRICE.

**Topeka Flour Mills Corp.**  
Topeka, Kansas



*Better  
products  
and more  
profit!*



*Tested at the mill to insure perfect results  
in every kind of "home" baking*

**WACO MILL & ELEVATOR CO.**  
WACO, TEXAS

## "Heart of America" FLOUR

**The Rodney Milling Co.**  
KANSAS CITY, MO.

Eastern Representatives  
**Seaboard Flour Corporation**  
BOSTON, MASS.



## KEYSTONE MILLING COMPANY

Capacity, 750 Barrels  
LARNED - KANSAS

## "GOLD BOND"

**Central Kansas Milling Co.**  
LYONS, KANSAS

**Self-Rising Flour**—Milled from  
choicest wheat bought direct from  
farmers. Packed under our attrac-  
tive brand...**"OLD TRAIL"**

QUALITY ECONOMY READY SALES  
The Wilson Flour Mills  
Wilson, Kansas

## "PLAINSMAN"

WHOLE WHEAT FLOUR  
is sterilized and will keep  
indefinitely  
**HOYLAND FLOUR MILLS CO.**  
KANSAS CITY, MO.

## "WOLF'S PREMIUM" "GOLDEN KANSAS"

Wolf Flour Wins Favor  
**WOLF MILLING CO.,** Ellinwood, Kansas

## American Ace

—A very fine, short,  
strong patent, milled  
in one of the West's  
very finest flour mills.

**Goerz Flour Mills Co.**

Rudolph A. Goerz, Pres. Newton, Kansas



Still adhering to the  
high quality standards  
which made the name  
of "Page" an out-  
standing one in the  
Southwest half a hun-  
dred years ago.

**THOMAS PAGE MILL CO.**  
NORTH TOPEKA, KANSAS

*Mills: 1,200 Bbls. Capacity at Topeka & Marshallton*







# "KANSAS BEST"

COUNTRY MILLED. That can mean much or little. In the case of "KANSAS BEST" it means it is the product of five mills located in the heart of the central-southern Kansas wheat district—the great field which has made the name of Kansas synonymous with good flour the world around.

*"KANSAS BEST" is Kansas Country Milled*

4,350 Barrels Daily

## THE CONSOLIDATED FLOUR MILLS CO.

FRED F. BURNS, Vice President  
and Manager

WICHITA, KANSAS



### LYONS' BEST

From the very heart of Kansas and known for years as one of the very "top notch" short patents.

LYONS FLOUR MILLING CO.  
LYONS, KANSAS

*An Excellent Flour at a Fair Price Is*

### "WESTERN STAR"

Milled in the Heart of  
the Best Wheat Country

*The Western Star Mill Co.*  
SALINA, KANSAS

J. J. VANIER, Manager

### "CHERRY BELL"

Made exclusively from  
Central Kansas  
Turkey Wheat

N. SAUER MILLING CO.  
CHERRYVALE, KANSAS

### "ARCHER"

the Finest Short Patent

THE CAIN BROS. MILLING CO.  
LEAVENWORTH, KANSAS

*Open for connection in some markets*

*Manufacturers  
of Quality Flour  
since 1877*



NOTHING BUT THE CREAM . . . .

In manufacturing HUNTER'S CREAM, nothing but the cream is used. The best of the wheat is chosen, and after the milling has taken place nothing but the cream of the resultant flour is sold as HUNTER'S CREAM.



THE HUNTER MILLING CO.  
WELLINGTON, KANSAS

ESTABLISHED 1877—FIFTY-TWO YEARS IN BUSINESS

# Velvet

Strictly country-milled, in a country mill in the western country where the strongest and finest Turkey hard, high protein wheat always is bought best and cheapest.

*That's VELVET*

**The Walnut Creek Milling Co.**

1,000 Barrels Daily

GREAT BEND, KANSAS

JOHN H. MOORE  
PRESIDENT

G. M. LOWRY  
SECRETARY



## Old Squire FLOUR

Old Squire Says:

The wide, deep and secure foundation of every package of good flour is the sound, fine, strong wheat which the miller buys. And that kind of wheat costs good money. We know because it is the only kind used in "Old Squire."

The MOORE-LOWRY  
FLOUR MILLS CO.

KANSAS CITY, U. S. A.

ADDRESS MAIL TO ROSEDALE STATION, KANSAS CITY, KANSAS

### "SUNKIST" FLOUR

In milling Sun-kist Flour, the special needs of the baker are borne in mind. For family use it cannot be surpassed.

It is through the reputation of its fine, strong flours that the name of Maney has become celebrated.

The Maney Milling Co.  
OMAHA, NEBRASKA

### "OLD HOMESTEAD"

Capacity. Milled from Western Kansas  
1,200 Bbls. High Gluten Wheat

THE DODGE CITY FLOUR MILLS  
Dodge City, Kansas

Pure Soft Wheat Flour  
FOR

**CRACKER BAKERS**  
EISENMAYER MILLING CO.  
SPRINGFIELD, MO.

Established 1898

**Country Milled Flour  
of the Best Quality**

from the choicest hard winter wheat

Williamson Milling Company  
Clay Center, Kansas

### "AMBASSADOR"

Western Kansas Turkey Wheat Patent. OUR MILL at Larned is far out beyond the softer wheat sections of Kansas,—out where all of the wheat is strong and fine.

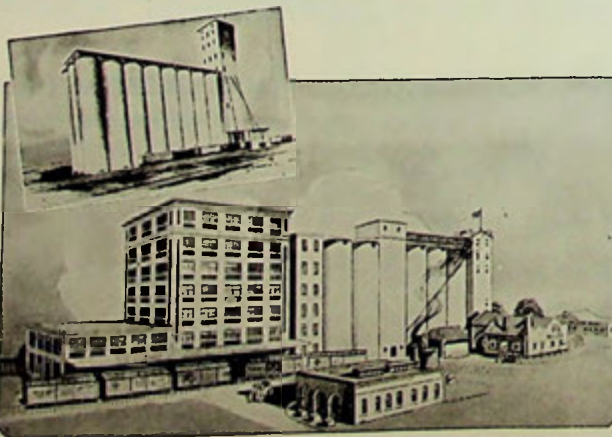
BOWEN FLOUR MILLS CO.  
Main Office: INDEPENDENCE, KANSAS



The uniform quality of our flours is insured by the largest wheat storage for milling capacity of any mill in the country.

"BIG S"  
"SPECIAL" "PEACOCK"

The Shellabarger Mills  
SALINA, KANSAS



Better flour for Baker,  
Jobber and Grocer.....

### "HAVASAK"

Security Flour Mills Co.

Operating SECURITY and  
MID-WEST mills

W. A. CHAIN, Mgr. ABILENE, KANSAS

### "Sasnak Flour"

For Discriminating  
Eastern Buyers

ENNS MILLING CO., Inman, Kan.

Designs on  
the opposite  
page were or-  
iginated and  
engraved by  
**HOLLAND**  
ENGRAVING CO.

KANSAS  
CITY  
MO.



**THORO-BREAD**  
THE PERFECT FLOUR

A not-very-large-mill in a great big wheat country invites your favor,—big enough to give good service and not too big to pay personal attention to even the smallest customer.  
*Where There's Turkey Wheat Everywhere*

**THE ARNOLD MILLING CO.**  
STERLING KANSAS

NEW ENGLAND OFFICE  
315 Read Building  
Providence, R. I.

MADE FROM KANSAS HARD WHEAT

**White Crest**  
*The Perfect Flour*

This company does not seek "quantity production." It makes a very high grade flour and sells it at a reasonable price to those who want that kind of flour.

**J. C. LYSLE MILLING COMPANY**  
LEAVENWORTH, KANSAS

**KANSAS DIAMOND**  
FLOUR

The majority of the wheat that goes to market we wouldn't let into our mill. The quality of "Kansas Diamond" demands picking and choosing wheat with care. "Kansas Diamond" trade is quality-wise trade,—not a part of the time, but day in and day out and on every ear and package.

*The* **KANSAS MILL & ELEVATOR CO.**  
FRANK KELL, President  
ARKANSAS CITY, KANSAS

Formerly  
ARKANSAS CITY  
MILLING CO.

CAPACITY  
2,000 BARRELS

**HUMRENO**

When the cheaper flour turns out not to be good enough come back to "HUMRENO"

*bakers bank on it!*

**EL RENO MILL & ELEVATOR CO.**  
EL RENO, OKLAHOMA

**BOSS PATENT**

There is no reason why our prices and quality should be beaten *anywhere* by *anybody*. We are prepared to contest grade for grade and dollar for dollar in any market.

**LUKENS MILLING CO.**  
CAPACITY 1000 BARRELS  
ATCHISON, KANSAS

**"SLOGAN"**  
*A strong flour made from the finest Oklahoma Hard Turkey Wheat*  
Canadian Mill & Elevator Co.  
El Reno, Okla.

The unsurpassed baking qualities of  
*"That Good Flour"*  
**Heliotrope**

are recorded in the ever increasing sales that come to the merchant stocking it—the soft wheat family flour of the south.

**Oklahoma City Mill & Elevator Co.**  
OKLAHOMA CITY, OKLAHOMA

**THE ACME FLOUR MILLS CO.**  
OKLAHOMA CITY, OKLA.  
**BESTOVAL and GOLD DRIFT,**  
BAKERS FLOURS OF QUALITY

OPERATING ELEVATORS  
**1000 barrels daily**  
Write FOR SAMPLES  
**ENID MILLING CO. ENID, OKLA.**

**"Whitewater Flour"**  
Ground Where the Best Wheat is Grown  
**WHITEWATER FLOUR MILLS CO.**  
Whitewater, Kansas

**Chickasha Milling Co.**  
Capacity 800 bbls CHICKASHA OKLA. Cable Address "Washita"  
Manufacturers of High-Grade Hard Wheat Flour  
Foreign and Domestic Trade Solicited  
Member Millers' National Federation

**"Betsy's Best"**  
Milled to Make the Bread Better  
**ROSS MILLING COMPANY**  
Ottawa, Kansas

1,500 Barrels Daily

**ZEPHYR FLOUR**

AS FINE A BAKING FLOUR AS A BAKER CAN BUY AT ANY PRICE

**BOWERSOCK MILLS & POWER CO.**  
LAWRENCE, KANSAS

**HOGAN'S  
"BEST YET"**  
As fine a family flour as you'll get from Kansas.  
**THE HOGAN MILLING CO.**  
Junction City, Kansas

**"GOLDEN EAGLE"  
Short Patent**  
The Lindsborg Milling & Elevator Co.  
LINDSBORG, KANSAS

**Majestic Milling Co.**  
AURORA, MO.  
Millers of Soft and Hard  
**WINTER WHEAT FLOUR**  
Live connections wanted in all markets.  
Capacity, 1,000 Barrels

**"KansasSunshine"** A short patent for family trade  
**"Red Belt"** Milled especially for the baker  
Milled from hard Turkey wheat  
The Attica Mills, Attica, Kansas

**Washington Flour Mill**  
Millers of Missouri Soft Wheat Flour  
Kansas Hard Wheat Flour  
Domestic and Export  
WASHINGTON, MISSOURI

**CEDRO**  
MADE IN KANSAS  
**MOUNDRIDGE MILLING CO.**  
MOUNDRIDGE, KANSAS.

**"MERIDIAN"**  
More and Better Loaves per Barrel  
Newton Milling and Elevator Co.  
NEWTON, KANSAS

**AROMA FLOUR**  
A most satisfying flour for bakers' use, Milled in an up-to-date country mill.  
**BUHLER MILL & ELEVATOR CO.**  
500 Barrels Capacity BUHLER, KANSAS

**Blackburn's Best—Elko—Golden Glory** Three flours of pre-dominating quality. High Class connections solicited.  
**BLACKBURN MILLING CO.**  
Mills at Elkhorn, Neb. Omaha, Neb.

**"Wichita's Imperial"**  
A flour for particular bakers made from Strong Kansas Turkey Wheat.  
**THE IMPERIAL FLOUR MILLS CO.**  
GENERAL OFFICES: WICHITA, KANSAS

**KANSAS MAID—**  
A fancy high patent flour milled from strictly dark Turkey Wheat  
1,200 Barrels  
Hays City Flour Mills Kansas

**Hard Wheat Flour** milled from the famous eastern Colorado hard Turkey red wheat.  
**Soft Wheat Flour** with distinctive flavor and unsurpassed quality.  
Our self-rising "Pike's Peak" is a trade builder. Representatives wanted. Write us.  
**THE CRESCENT FLOUR MILLS, Denver, Colo.**  
Daily Capacity, 1,000 Barrels.

Frank M. Cole, Gen'l Mgr.  
**FLOUR and FEED STORAGE**  
Costs little more than in your own warehouse  
**RADIAL WAREHOUSE CO.**  
Refer to any banker KANSAS CITY, MO.  
or miller in Kansas City


**BLACK BROS. FLOUR MILLS, BEATRICE, NEBRASKA**  
FLOUR 1,000 BBLs. 1803-1920 STOCK FEED 250 TONS

**Store Flour in Transit**  
Avail Yourself of the Thru Freight Rate  
Insure Prompt Deliveries  
All Buildings Strictly Modern, Clean & Dry  
Capacity over 1,200 Carloads  
**CROOKS TERMINAL WAREHOUSES**  
CHICAGO KANSAS CITY

**Riverside Code** FIVE LETTER REVISION Issued in 1923 Per Copy \$12.50  
For sale by all its branches and THE NORTHWESTERN MILLER, Minneapolis, Minn., U. S. A.

**LEADING EASTERN MILLS**

Established 1774 **UNIFORMITY** Mills—Ellicott City, Md.



**The Continental Milling Co.**  
Specializing in  
**Fancy Cake Flour for Quality Bakers**

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Highest Baking Efficiency  
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*New advertising in this issue follows, a page reference being appended to the firm name:*

Page

The Hogan Milling Co., Junction City, Kansas 363

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PURE SPRING WHEAT FLOURS FOR BAKERS

*It Will Pay You to Get in Touch With Our Representatives!*



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MILLED FROM SELECTED HARD WHEAT  
SUNSHINE FLOUR  
QUALITY STANDARD PATENT

"A BAKER CANNOT RAISE THE STANDARD OF HIS LOAF ABOVE THE STANDARD OF THE FLOUR HE USES"

# Town Crier

## FLOUR

Some one told us  
 He would rather have the brand  
 "TOWN CRIER"  
 Than any other flour brand  
 In the world.  
 But what would the name  
 "TOWN CRIER"  
 Be worth  
 If it were not known  
 To be the mark of  
 Good flour?  
 That's what makes  
 "TOWN CRIER"  
 A good flour brand.



*If there were dreams to sell,  
 Merry and sad to tell,  
 And the crier rung his bell,  
 What would you buy?*

*J. L. Beddoes - 1840*

THE MIDLAND FLOUR MILLING CO.  
 KANSAS CITY

# The Northwestern Miller

Established in 1873

MINNEAPOLIS, MINN., U. S. A., APRIL 30, 1930

Volume 162 Number 4

## The Flour Trade of Denmark

By C. F. G. Raikes

**I**MPORTS of flour into Denmark during 1929 again showed a decline, but this could only be expected, with prices in the United States and Canada above a world's parity for so many months during that year. Meanwhile the Danish mills, like those in other parts of Europe, were obtaining plentiful supplies of Argentine and other wheats that were giving them a milling mixture with which American and Canadian flours were unable to compete. If conditions such as these had not prevailed, the volume of imported flour would probably have shown no decline. However, it is no good crying over spilled milk, and it is to be hoped that the experience of the past season has taught both the United States and Canada a lesson that it does not pay to hold up the price of wheat above the world's level—that is to say, when there is a surplus available for export.

The imports of flour into Denmark during 1929, compared with 1928, were as follows, in quantities of 100 kilos:

From—	1929	1928
Canada	152,983	247,142
United States	435,900	444,559
Germany	22,599	37,407
Great Britain	1,439	2,943
Norway	453	833
Sweden	47,977	59,875
Russia	1,347	160
Holland	1,347	3,736
Belgium	663	209
France	663	209
Czechoslovakia	5	60
Hungary	553	5
Argentina	922	1,166
Australia	1	116
Finland	1	1
Poland	134	1
Estonia	111	1
Uruguay	111	1
Latvia	1,193	1
Totals	666,286	797,411

It will be seen from the above table that while the imports from all countries decreased, the volume of imports from the United States proportionately showed the smallest decrease.

During May and June of last year a very satisfactory business was done, especially in Kansas flours, but as soon as prices went up in July and August business became more difficult, for the home milled flours became cheaper and it was impossible to compete with them in price. Now that prices in North America have come down to a level more in line with the world's price, the trade in imported flour is again increasing, and provided crops are normal in North America this season the imports of flour should show an increase during the year 1930.

Swedish flours imported into Denmark were very cheap, as the mills in that country not only had cheap wheat for grinding but also benefited by the export bounty that they receive on exported rye.

### Enormous Surplus of Rye

**L**IKE other northern continental countries, Denmark is feeling the effect of the enormous surplus of rye that exists in Germany and Poland. The cheapness of rye flour obviously must have an effect on the consumption of wheat flour, but it is impossible to foresee what will become of the huge surplus of rye. An extraordinary situation exists as far as rye is concerned, for rye grain can be bought from Germany at cheaper prices than rye feed. This is due to the fact that German exporters receive an export bounty on rye grain, but there is none on exported rye feed. As a result, it is impossible to sell rye feed, and rye grain is being imported into Denmark and crushed for feeding pigs raised to supply the important export trade in bacon and ham, of which England is the largest buyer.

At present, rye flour imported from Germany is

around \$3@3.50 per 100 kilos, and Polish rye flour is being offered at as low as \$2.85, while rye grain can be obtained for \$2 per 100 kilos. I merely mention these prices to show the competition that rye flour is creating with wheat flour. Needless to say, shippers of rye and rye flour in the United States are quite unable to meet such prices, and, consequently, the stock of rye in the United States will have to be consumed in that country.

While I was in Denmark, Canadian flours were the best value, and most of the business passing was in Manitoba wheat flours, which, of course, include flour made by Buffalo mills which grind Canadian wheat in bond. Kansas flours were too high, for the time being, compared with Canadian flours, and on an average were, roughly, 50¢ per 100 kilos over Canadians.

The Danish flour millers are exceedingly well organized, and lose no opportunity to make use of propaganda against the use of foreign flour. One of their recent schemes was to try and get the government to prohibit the import of bleached flour, but I think the Danish millers—most of whom use bleaching processes themselves—came to the conclusion that if they succeeded in getting the government to take the desired action it would also prohibit the bleaching of home milled flour, so the agitation was dropped.

### Home Milled Flour Publicity

**A**NOTHER great drive was made to get the Danish people to use home milled flour, and a great deal of publicity was devoted to the subject, both in the press and by means of the radio. It was similar to the attempt made by the British millers in respect to their "National Mark" flour. In Denmark this flour was known as "Hjemmemel," meaning "home flour," and I

am told that an amazing amount of propaganda was made in its behalf, and as it appealed to the patriotism of the people there was a big demand for the product. Unfortunately, the millers, flushed with the success of their enterprise, tried to secure too big a profit on "Hjemmemel," and, as a result, the large distributing wholesalers refused to pay the fancy prices asked by the mills, and in the end resolved not to handle the flour at all. In this way the goose that was laying the golden egg was killed, and thus another attempt to prevent the use of foreign flour failed. I understand that the trouble started by the millers charging about two or three kroner per 100 kilos more for the flour marked "Hjemmemel" than for the same flour not so branded.

At one time the Danish millers were employing the vicious system of guaranteeing the price to buyers on sales for future delivery. They, however, very wisely, have agreed among themselves to stop doing this, the matter being officially dealt with by the millers' association.

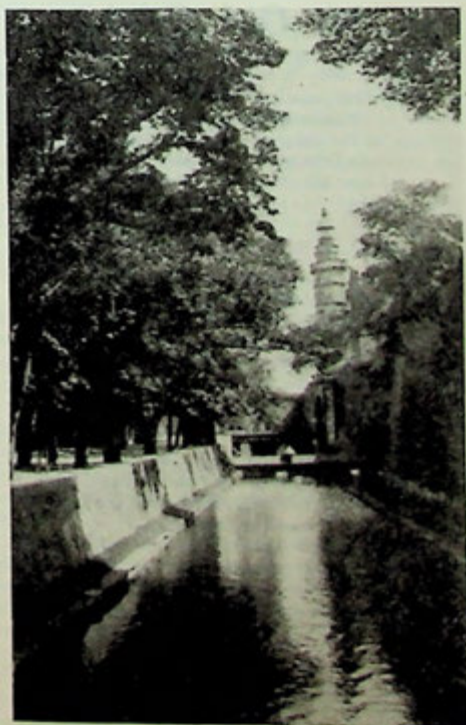
Owing to the exceptionally good quality of this year's wheat crop in Denmark, which exceeded in quality the five years' average by about 11 per cent, bakers were not obliged to use so much of the stronger imported flours as they were in the habit of doing, and this had an unfavorable effect on the import flour trade.

In view of the trouble that certain mills have experienced in the past in having their brands registered by agents, the Danish Flour Dealers' Association has introduced an excellent plan, which should be adopted in other countries, where resort is made by agents to registering mill brands.

When the Danish Patent Office receives an application to register a flour brand it informs the Danish Flour Dealers' Association that such an application has been received, and if it is found that a brand is registered by a mill—even in some other country—the Patent Office is informed of the particulars and the application is refused. The plan is an excellent one, and the Danish association, of which Rud. Madsen, of Copenhagen, is president, is entitled to great credit for employing such a method to protect the brands that are the property of mills and not of the agent that represents the mill in some special market.

### Delayed Insurance Adjustments

**D**URING my trip I have had my attention called to several instances of delay in settling marine insurance claims. These delays are most annoying to receivers, and there is no real necessity for them. There are a number of insurance companies nowadays that cover export flour shipments and, judging from the cases that were reported to me, there is a tendency on the part of adjusters, representing some of the insurance companies, to be most dilatory in settling claims. In fact, I could only come to the conclusion that some of the adjusters ran their business on the lines that by delaying payment the receiver would either get tired of pressing his claim or might forget about it. Anyway, such cases are creating bad feeling, and I know of one instance where an importer doing an important business is buying on a cost and freight basis instead of c.i.f., and is placing his own insurance with a local insurance company. An agitation is being made in Finland to get buyers to buy on a c.i.f. basis and place their insurance with a Finnish company, and to a certain extent there is a similar movement among Danish buyers. Therefore, if the American companies wish to hold this business it will be necessary for them to pay attention to settling all just claims as promptly as possible.



Castle at Kronborg, Denmark

# The Trend of the Japanese Flour Trade

By M Maruyama

**W**HEAT flour has come into prominence in Japan's export articles, claiming for itself the rank of sixth in importance among the 30 leading commodities shipped out in 1929. Moreover, it promises to be among the five highest exports in 1930, according to Magoichi Tawara, Minister of Commerce and Industry, in a special statement to The Northwestern Miller.

The probable predominancy of Japanese flour on the Chinese market in competition with American and Canadian flour is a feature of the future upon which Mr. Tawara lays great stress. Although these latter two great countries have had their field of activity in China for many years, Japanese exporters are gradually outstripping them both. In Manchuria, Japanese flour has secured its position beyond dispute, ousting foreign products of any nationality. This field has been extended to North Manchuria very rapidly, merchants of Japan taking advantage of the partial suspension of the Russian flour milling in Harbin, caused by the prolonged business depression, and the Chinese suppression of Russian economic activity there.

Japanese flour exporters also have sole control in Mongolian districts beyond the Great Wall. Last year witnessed large shipments to interior towns and villages by camel caravans and carts. These vast and sparsely populated districts are supplied with a hundred and one commodities from Jehol, the frontier center. The trade was carried on by Chinese middlemen closely related to Japanese merchants in Tientsin. Even beyond the Manchurian-Siberian frontier, Japanese flour found its way among Siberian natives last year. The time is not very far away when exporters from Japan will find themselves master in oriental markets, Mr. Tawara believes.

## Effects of 1929 Depression

**L**IKE all other lines, the Japanese flour industry went through a severe ordeal during 1929 in the universal financial depression. Even large mills were not exceptions to the rule. An output limitation was brought up for discussion among seven mills composing the Japan Flour Mill Association to counteract the market slump, but, due to divergence of opinion between large and small mills, the matter was shelved. One or two of the small mills are now in straightened circumstances financially and bordering on bankruptcy.

For the dual purposes of self-protection and to prevent further failures of small mills, the Nisshin Seifun and Nippon Seifun, leaders in Japanese milling circles, have entered into an agreement to shift their products entirely to exports after supplying stocks necessary for domestic consumption. This is a result of the failure to enforce the output limitation among all mills. The prevailing situation in China, however, proves most advantageous to these large companies in carrying out their agreement, since the activity of American and Canadian exporters is not so pronounced as it used to be, due to short crops. The situation has been helped further by the fact that six out of nine milling plants belonging to the Foo Hsin Flour Mill, Shanghai, the largest firm in China, have suspended operations.

As might be inferred, the year 1929 marked the largest volume of exports of Japanese flour in history, with 9,250,000 49-lb sacks, at a total value of about \$15,270,000, being shipped out. This eclipsed the previous record, set in 1928, by 2,904,000 sacks and \$3,500,000. Last year's export figure meant the realization of cherished hopes of Japanese millers to ship out 10,000,000 sacks, although the actual amount is a little short of the desired quantity.

The year 1930 holds promise of being an even better period for flour exports, and with the co-operation of the two large mills it is hoped that shipments will exceed 12,000,000 sacks, worth \$20,000,000. However,

Kyushu Seifun Kaisha was forced to totally suspend operations during last year under the growing business depression. With at least three out of seven mills of the Japan Flour Mill Association destined to close up, even though only temporarily, the business of the Nisshin and Nippon interests will be brought into a bolder relief in the country's flour industry. The taking over of minor mills by more powerful interests may be unavoidable sooner or later in Japan.

A peculiar situation exists between these two leading mills. The Nippon Seifun Kaisha is a firm of longer standing and consequent higher prestige in the home market. However, the Nisshin Seifun is the stronger in foreign trade, having exported 2,450,000 sacks in the last half of 1929, or about 900,000 more than the Nippon firm. For Japanese consumption the latter sold 6,600,000 sacks, which was 450,000 sacks more than their competitor.

The Nisshin Seifun Kaisha declared a 14 per cent dividend per annum for the last six months of 1929, the same as for the previous six months, while the Nippon Seifun declared a 6 per cent dividend, the first since 1927, when the company was nearly bankrupt but was saved by Mitsui Bussan Kaisha. Since that time the Mitsui Bussan has financed it, and the Nippon Seifun has been paying large sales commissions. This amounted to \$135,000 during the last six months, besides which it was possible to pay \$250,000 for debts, leaving a profit of \$110,000. As against this, the Nisshin Seifun realized a net business profit of \$533,000, indicating the comparative positions of the two firms.

Failures, as a whole, have far outnumbered successes in the Japanese flour business so far. The Toa Seifun Kaisha, which used to wield considerable influence in Tokyo, failed and was merged with the Nippon Seifun several years ago. The Nippon Seifun itself faced bankruptcy in 1927, as previously mentioned, and although it is now backed by Mitsui, the

blow was so heavy that many believe its complete recovery is a matter of remote possibility. The potential cause of most of these failures is the great risk in the purchase of foreign wheat. For this reason, the Japanese mills watch the market conditions at Chicago, Winnipeg and Sydney very closely.

The increase in exports of flour from Japan is reflected in higher imports of wheat. For the first 11 months of 1929, \$33,000,000 worth of wheat had been received, and the total for the year is expected to be over \$40,000,000. The increase over imports of 1928 is estimated to be about \$3,000,000, and wheat now ranks seventh in the list of 30 principal import commodities. Of this total, Canadian wheat occupies the foremost position, and the amount shipped into Japan from this country in 1929 amounted to about \$25,000,000, which is \$10,000,000 more than is estimated to have come from the United States. While imports of Canadian wheat have been increasing yearly, the reverse is true with the United States. One of the best reasons for this swing is the belief that American flour is of a softer quality and not as convenient as the hard varieties of Canada. Furthermore, it is believed that production of wheat in the United States has come to a standstill, partly due to the increased cost of raising the crop as compared to production costs in Canada. These factors provide the background for the larger importations of Canadian wheat, Shinichiro Matsumura, vice minister of agriculture and forestry in Japan, asserts.

The world's wheat crop for 1929 is about 500,000,000 bus shorter than for the preceding year, and, in an ordinary state of affairs, prices should be high. Despite this, however, the prevailing low quotations still rule, seemingly as a result of the large carryover and smaller buying orders for Canadian and American wheat subsequent to bumper crops in Europe. This condition is expected to last for the best part of the first six months of 1930, Teichiro Shoda, president of Nishin Seifun Kaisha, observes. Little can be predicted concerning the domestic consumption of flour, this executive states, but the general economic slump can be expected to have its effect. Co-ordination of flour milling companies is needed to meet the circumstances. He places great hopes on the export trade to China, because of the risk engendered by fluctuation of exchange rates as the result of gold embargo lifting. Nisshin Seifun will adopt a conservative policy on the home market, he stated, where consumption is rather limited, whereas it will take an inflationist policy on export trade.

## Japan's Mill Capacity

**J**APAN'S total daily productive capacity of wheat flour at the beginning of 1930 was 45,725 bbls, of which just 43,000 were the product of the seven mills belonging to the Japan Flour Mill Association and 2,725 bbls that of all outside mills, according to an official report. This means an increase of 700 bbls over the year before. During last year the Nisshin Seifun increased the capacity of its Tsurumi plant by 400 bbls, and the Nippon Seifun its Yokohama plant by 300 bbls. No other increase was made in other mills, but, on the contrary, some minor plants had to temporarily suspend operations due to the slackening demand for flour at home. The Nisshin Seifun still leads all other mills with a capacity of 20,500 bbls, and the Nippon Seifun comes next with 17,200 bbls. The status of the five other association mills remains unchanged from the year before. The Masuda Seifun has a capacity of 2,500 bbls, Matsumoto Beikoku Seifun 1,300 bbls, Nagoya Seifun 700 bbls, Osaka Seifun 500 bbls and Nippon Seinal Seifun 300 bbls. Water mills in Japan still play an important part in the supply of flour in the out of the way districts where people use products of a cheaper price. At present there are about 1,900 such mills in the country. These are mostly operated by farmers. Their combined capacity is about 1,000,000 bbls a year.



## The Old Mill

By Thomas Dunn English

*HERE from the brow of the hill I look,  
Through a lattice of boughs and leaves,  
On the old gray mill with its gambrel roof,  
And the moss on its rotting eaves.  
I hear the clatter that jars its walls,  
And the rushing water's sound,  
And I see the black floats rise and fall  
As the wheel goes slowly round.*

*I rode there often when I was young,  
With my grist on the horse before,  
And I talked with Nelly, the miller's girl,  
As I waited my turn at the door.  
And while she tossed her ringlets brown,  
And flirted and chatted so free,  
The wheel might stop, or the wheel might go,  
It was all the same to me.*

*'Tis twenty years since last I stood  
On the spot where I stand today,  
And Nelly is wed, and the miller's dead,  
And the mill and I are gray.  
But both, till we fall into ruin and wreck,  
To our fortune of toil are bound;  
And the man goes and the stream flows,  
And the wheel moves slowly round.*

—Harper's Magazine, 1880



# EDITORIAL

## TAXING AMERICAN INDUSTRY

**A**DUTCH flour importer requests The Northwestern Miller to urge millers to renew and make more vigorous their protests against the continued discrimination against flour and in favor of wheat in Atlantic steamship rates. The current Gulf flour rate of twenty-three cents is, he points out, nearly two and a half times the rate on wheat.

Unfortunately, aside from constant protest, there is little that millers can do. To a very large degree the matter is in the hands of the government, which, because of the commanding position occupied by United States flag lines, has a predominant influence in determining the flour rate. And the government, because it is so largely concerned with politics, appears not to realize, or perhaps is not concerned, that the merchant marine, which it has labored years in creating at cost of hundreds of millions of dollars, is so actively aiding foreign millers to strangle trade in an American manufactured product.

The Federal Farm Board has recognized milling to the extent of giving it preference in the sale of wheat at the export price. But the trifle per bushel thus saved to milling is multiplied many times in the unprecedented spread between the transportation cost of wheat and its products. While Congress, in its political wisdom, is enacting a tariff bill favoring raw materials and protecting domestic manufactures, it is, at the same time, party to an exactly inverse process in permitting a direct and discriminatory tax, exacted in the form of ocean freight rate charges, on the products of United States flour mills.

The Northwestern Miller cannot undertake to say that the Shipping Board is responsible for this condition. Like numerous other administrative bodies, it only can do its best with the laws it has to work with and under the constantly carping criticism and "investigations" of Congress. The Shipping Board probably has done a very good job of digging out from under the mass of waste and confusion dumped on its premises by stupid legislation. It has, indeed, made marked headway under authority of the Jones-White law. Yet somewhere there rests responsibility for participation by the United States merchant marine in a program of discrimination against flour vastly greater than any experienced in pre-war years, when shipping rates were wholly controlled by foreign owned lines.

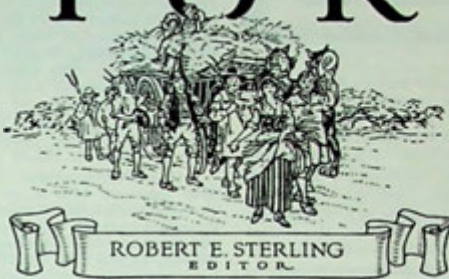
## VOLUNTARY AND REGULAR CHAINS

**A**RECENT survey of the retail grocery field made by the American Institute of Food Distribution reveals the rather astonishing fact that there are 51,797 retail members of the 421 voluntary grocery chains in the country as compared with but 49,367 units of regular grocery chains. The total of retail grocery stores independent of both types of chains is 296,232.

Of the voluntary chains listed in the survey, 216 have been organized and are managed co-operatively by the members themselves. Of the remaining 205, sponsored and directed primarily by wholesalers, 138 are reported tied together in sectional or national organizations. In the results of the survey, each group or wholesale grocery company was regarded as a unit regardless of affiliation with other groups.

The report, which was summarized in a recent Department of Commerce Bulletin, says that the fundamental weakness of the voluntary chain is claimed to be lack of central control. Pressure of competition and the fact that manufacturers are willing to deal on more favorable terms when such central control is exercised are cited as reasons for efforts to bring about stronger central direction of voluntary chain members.

To the layman it rather appears that, with voluntary chains already developed beyond the regular chains and evidently more than holding their own, the need for stronger control is not clearly evident. Reg-



ular chains admittedly are having their troubles with reductions in sales per unit, while grocery wholesalers are everywhere attaining marked success in their development of jobber directed chains.

*"It seems," said an observer of the course of wheat prices under the influence of government interference, "that the farm board is supporting the market downward."*

## THE WEEK'S WHEAT NEWS

**B**Y a coincidence last week a galley proof of several news stories from Europe appearing in this paper carried the following headings:

FRANCE EXPORTS TO  
MOVE SURPLUS WHEAT

GERMANS TO EAT MORE  
RYE, GROW MORE WHEAT

SOVIET PLANS EXTENSIVE  
GRAIN EXPORT PROGRAM

LOAN TO AID GROWING OF  
MORE AUSTRALIAN WHEAT

Here, in a single week's news from four countries, is presented a world picture of the growing concern of politics with bread. Importing countries are moving to protect their own interests, to create artificial conditions which best will serve their own needs. Exporting countries, on the other hand, are striving to use their surplus wheat to improve their financial status, Russia to trade it for machinery and Australia to restore its trade balance and protect its shrinking gold supply.

Who started it? Which among the nations first used the power of government to impede the century old freedom of the natural flow of wheat? Canada? The restrictive efforts of that country were not initiated by the government but by producers to better their own position. The United States? This country can lay undisputed claim to originating political interference with the normal movement of wheat to market, to exercising the authority of government and employing public funds to advance the cost of bread to its own people and summoning the rest of the world to stand and deliver.

Can we, then, blame others if they follow in the steps of this great, rich, fat and foolish nation; if surplus countries set out to beat us at our own game and importing countries take measures of protection against our attempted exactions? Who but ourselves will be responsible if eventually we find that the world has discovered how to do without our wheat and that both our international trade balance and our agriculture is worse off by the three hundred million dollars normal annual return from our surplus wheat production?

There are at least three fables which we may some day read with new understanding. The first has to do with the dog which, crossing the stream, grabbed at the reflection of the meat which he had in his mouth and so lost both. The second tells of the boy and girl who quarreled about who saw the nut fall and who picked it up until the stranger appealed to settled the quarrel by eating the meat and giving each of them half the shell. The third is the pertinent tale of the cats of Kilkenny.

## THE CONSTITUTION AND CONGRESS

**I**N the course of the disgraceful outbreak of political rowdiness in the United States Senate following the nomination of Mr. Hughes for Chief Justice, Senator Brookhart, of Iowa, said:

"The United States is the only country of the first magnitude in the world where a court has the power to set aside a legislative enactment as unconstitutional; and it is out of that power that this whole trouble has grown. If the Congress were not limited by that power and by decisions of the Supreme Court it could settle the question of capital return at once."

While these words are quoted from the blatant Brookhart, they have a larger significance, for they fairly represent the views of the demagogic faction of the Senate which, at the moment, occupies so important a place in the government of the United States. This element, not content with a long series of Supreme Court decisions extending the authority of federal government over both states and individuals and impatient with the slow process of securing unwise amendments to the Constitution, now openly urges that all constitutional restraints be set aside and the authority of Congress be made supreme.

The necessity of restraining Congress to the limitations established by the Constitution never was greater than now, when a coalition of radicals and the minority party in the Senate openly and flagrantly sets political advantage above the good of the nation. The Agricultural Marketing Act admittedly is constitutional by the thickness of a hair, yet these minority groups are ready and eager to enact still more radical measures if the administration does not use the present law to "put up prices."

The country is not, as some insist, headed toward socialism and ultimate destruction, but it undoubtedly is inclined toward dangerous adventures. The Constitution and the Supreme Court have been tested by a hundred and fifty years of faithful service. The people as a whole have faith in them. Congress, in recent years, has miserably bungled almost every job it has undertaken and is mistrusted on every side, most of all when it hints at setting aside the Constitution and applies its disgraceful political tests to appointments to the Supreme Court.

## THE HOUSE THAT JACK BUILT

**T**HE Ford Motor Co., having discontinued the manufacture of tractors in this country and built a great plant for their production in Ireland, now is shipping them to this country at the rate of two thousand a month. We thus have the somewhat complex situation of exportation of American capital to Ireland to be used in employing Irish labor—barred from immigration to this country for the protection of American labor—to produce machinery, which enters this country in competition with domestic products of American capital and labor, but which is admitted free of duty as an aid to American agriculture.

To clarify this involved statement, the steps may be listed as follows:

We limit immigration from Ireland to protect our capital and labor.

We export capital and management to Ireland to employ Irish labor.

We import the product of American capital and Irish labor to compete in our domestic markets with the products of our own duty-protected capital and immigrant-restriction-protected labor.

We admit the competing machinery product free of duty as a special benefit to American agriculture.

We set up a special government agency to force Irish labor to pay a higher price for American agricultural products to rebenefit the American farmer who uses machinery made by Irish labor with the aid of American capital—and the dog that worried the cat that caught the rat that ate the malt that lay in the house that Jack built.

# THE WEEK IN MILLING

**Domestic Demand.**—Brisk early spring buying of flour developed as wheat prices reached low levels. Sales averaged 60 to 65 per cent of the capacity of mills, and, at times, reached capacity in the Southwest and 200 to 300 per cent of capacity in the Northwest. The central and southern group, and the eastern mills, also booked a good volume of business. Demand on the Pacific Coast, however, continued quiet. Bakers were more active than distributors of family brands, the latter staying close to requirements. Most of the orders were for shipment within the next month, although a fair volume specified May-June-July delivery. Round lot buying was the exception, but some large orders were placed. A considerable portion of the business was made possible by the decline in prices, which uncovered resting orders. Aside from the bookings made, millers were cheered by the numerous inquiries received on the dips in the market, indicating that a fair amount of flour will be needed before the new harvest.



**Export.**—Northern Europe, and particularly Holland, the United Kingdom and Latin American markets all were active purchasers of United States flour. Buffalo and southwestern mills took the most of this business, but other sections also received a share. Some of the export bookings were for as much as 5,000 bbls. This increase in sales abroad results to some extent from the government storage arrangement recently promulgated by the Grain Stabilization Corporation and millers in this country, it is believed, although definite information on this was not forthcoming. At any rate, while United States millers were selling increased volume to foreign markets, Canadian companies reported but meager bookings. Oriental exchange is still demoralized, which continues to restrict the export trade of Pacific Coast mills.

**Clears.**—Demand for clear grades is subnormal, and, with offerings increasing, prices are weaker. Even at the reduced quotations, clears are difficult to move in domestic channels.

**Prices.**—For the third consecutive week, flour quotations declined sharply, going 10¢@25¢ bbl lower. All grades reflected the drop.

**Production.**—Output of flour is increasing in all of the principal milling territories with the exception of Buffalo, which lost about 28,000 bbls. The aggressiveness with which millers are going after shipping instructions was reflected in the production figures of mills reporting to The Northwestern Miller in the week ending April 26. In that period, 1,443,221 bbls were manufactured, compared with 1,422,226 in the preceding week, 1,436,241 in the corresponding week of a year ago and 1,476,669 two years ago. The largest gain was made in the Northwest, amounting to 26,000 bbls. The Southwest gained 16,000 bbls, the Pacific Coast 5,000 and the central and southern group 4,000.

**Millfeed.**—Keen demand for bran and shorts for immediate shipment, combined with a shortage of stuff available, is keeping the millfeed market around the top levels of the year to date. Many mills are behind on contracts. Buying for later delivery has improved somewhat, but does not compare in volume with the spot demand. Mixed feed manufacturers are experiencing a good business in their products, and are the principal purchasers of millfeed. Jobbers, dealers and the small mixed car buyers have also been active in the market, however. Heavy production by mills, plus the lighter feeding as the summer advances, probably will cause some weakening in values. The situation is stronger at present in the Northwest than in other markets.

## European Markets by Cable

**LONDON, ENG., April 29.**—(Special Cable)—A fair trade in flour is being done. Some sales of Canadian and Kansas export patents have been made at 29s @ 29s 6d (\$4.93@5.02 bbl). Prices are slightly firmer now. Today's quotations: Canadian top patents 32s@32s 6d per 280 lbs (\$5.44@5.53 bbl), Canadian export patents 29a@30s (\$4.93@5.10 bbl), Kansas export patents 30s (\$5.10 bbl), American milled Manitobas 31s 6d (\$5.36 bbl), Australian patents 28s 6d (\$4.85 bbl), Argentine low grades 15s (\$2.55 bbl), home milled straight run 28s (\$4.76 bbl), Minnesota export patents 31s (\$5.27 bbl).

**Liverpool.**—Fair sales of French and Australian flour have been made, but all other varieties are dull. Today's quotations: Canadian top patents 32s per 280 lbs (\$5.44 bbl), Canadian export patents 29s 6d (\$5.02 bbl), American soft winter patents 33s 3d (\$5.64 bbl), Kansas export patents 30s (\$5.10 bbl), Australian patents 28s (\$4.76 bbl), American low grades 24s (\$4.08 bbl).

**Glasgow.**—Demand for spot and near-by parcels is improved. Today's quotations: Canadian export patents 29s 6d@30s per 280 lbs (\$5.02@5.10 bbl), Kansas export patents 30s (\$5.10 bbl), American winters 32s (\$5.44 bbl), Australian patents 28s 6d (\$4.86 bbl).

**Belfast.**—A fair business in American milled Manitobas was done at lowest prices which were around 30s 3d (\$5.13 bbl). American soft winters attracted buy-

ers at 32s (\$5.44 bbl). Today's quotations: Canadian top patents 33s per 280 lbs (\$5.61 bbl), Canadian export patents 30s 6d (\$5.19 bbl), American milled Manitobas 30s 3d@30s 6d (\$5.13@5.19 bbl), American soft winters 32s (\$5.44 bbl), home milled, delivered, 35s (\$5.95 bbl).

**Amsterdam.**—Several important sales of Kansas flour have been made. Prices are attractive and on a competitive basis compared to home milled. Today's quotations: Canadian export patents \$6 per 100 kilos (\$5.33 bbl), Kansas top patents \$5.70 @ 5.95 (\$5.06@5.29 bbl), Kansas straights \$5.60 (\$4.97 bbl), home milled, delivered, \$5.80 (\$5.15 bbl), Belgian flour \$5.80 (\$5.15 bbl).

**Hamburg.**—The wheat duty has been raised unexpectedly to 15 marks per 100 kilos and the wheat flour tariff to 31.50 marks. This action was taken on April 25, and as a result demand for imported flour is at a standstill. Today's quotations: Canadian top patents \$6.35 per 100 kilos (\$5.43 bbl), Canadian export patents \$6.25 (\$5.54 bbl), Kansas patents \$5.60 (\$4.97 bbl), home milled, delivered, \$10.75 (\$9.55 bbl), rye flour \$6 (\$5.33 bbl).

**Copenhagen.**—Some sales were made during the past week for immediate and May shipment but, in general, buyers have little confidence in the present values. Today's quotations: Canadian top patents \$6.40@6.50 per 100 kilos (\$5.69@5.87 bbl), Canadian export patents \$6.10@6.30 (\$5.42@5.60 bbl), Kansas patents \$6@6.70 (\$5.33@5.96 bbl), Oklahoma patents \$5.95@6.50 (\$5.27@5.78 bbl), home milled, delivered, \$5.25@5.75 (\$4.61@5.09 bbl).

**Oslo.**—The government monopoly last week purchased a few hundred tons of Canadian straights at \$5.75 per 100 kilos (\$5.09 bbl).

### WHEAT

There is a quiet tone to the London wheat market, and prices are relatively steady. At Liverpool demand is better, and there have been large offerings of Canadian wheat at reasonable prices. There is some pressure to sell American winters. At Hamburg the increased duty is preventing sales for the present at least.

### MILLEED

Sales of millfeed at London are very slow, and prices are lower again. Middlings are quoted at £5 7s 6d ton, and bran £4 12s 6d, ex-mill. Plate pollards, afloat, are offered at £4 10s and for forward shipment at £4 15s, c.i.f. The Liverpool market is steady, and there is a fair demand, while at Belfast the tone of the market is easier, and mills are pressing sales. Bran is quoted at £7 ton.

### OLL CAKE

The London oil cake market is quiet, with homemade cottonseed cake quoted at £5 10s ton, ex-mill, and Egyptian at £4 17s 6d, ex-ship. The quiet tone also prevails at Liverpool, where American linseed cake is quoted at £9 5s and Plate at £10 for May shipment.

### OATMEAL

Dullness prevails in the oatmeal market at London, but prices are firmer. Scottish rolled oats are quoted at 31s 6d per 280 lbs, ex-store, and continental rolled oats and oatmeal at 29s, c.i.f. American and Canadian rolled oats are offered at 37s 6d and oatmeal at 36s. Demand is better at Belfast, especially for home milled products. Irish rolled oats are quoted at 40s@42s 6d and meal at 35s, while German rolled oats are priced at 35s.

## Flour Output and Percentage of Operation

The following table shows the flour output at principal milling centers, by weeks ending on the indicated dates, together with figures covering a group of representative interior mills in each district, in barrels, as reported to The Northwestern Miller:

	NORTHWEST—				SOUTHWEST—				CENTRAL AND SOUTHERN—				PACIFIC COAST—			
	Apr. 26	Apr. 19	Apr. 12	Apr. 5	Apr. 26	Apr. 19	Apr. 12	Apr. 5	Apr. 26	Apr. 19	Apr. 12	Apr. 5	Apr. 26	Apr. 19	Apr. 12	Apr. 5
Minneapolis	189,372	181,068	195,330	203,289	152,912	150,060	145,468	137,068	38,900	32,100	31,200	31,100	21,118	21,475	22,971	30,078
Duluth-Superior	21,815	13,210	20,130	17,860	34,752	32,461	35,944	26,872	43,400	38,500	41,100	41,900	21,118	21,475	22,971	30,078
Outside mills*	197,080	188,299	220,168	221,305	152,912	150,060	145,468	137,068	43,400	38,500	41,100	41,900	21,118	21,475	22,971	30,078
Totals	408,267	382,577	435,628	502,454	438,576	432,181	426,880	391,905	125,700	109,100	113,300	113,900	63,354	64,425	68,913	82,557
Average	46	43	47	54	46	43	47	54	66	64	66	62	61	61	62	62

The following table shows the percentages of activity of mills at various points. The figures represent the relation of actual weekly output of flour, percentages weighted to capacity of mills reporting, to possible output when operating 24 hours daily on six days per week.

	NORTHWEST—				SOUTHWEST—				CENTRAL AND SOUTHERN—				PACIFIC COAST—			
	Apr. 26	Apr. 19	Apr. 12	Apr. 5	Apr. 26	Apr. 19	Apr. 12	Apr. 5	Apr. 26	Apr. 19	Apr. 12	Apr. 5	Apr. 26	Apr. 19	Apr. 12	Apr. 5
Minneapolis	45	44	42	57	81	80	73	69	64	53	56	51	45	46	49	44
Duluth-Superior	60	36	51	48	91	92	93	53	60	50	47	48	45	46	49	44
Outside mills*	47	43	50	52	19	19	19	19	67	69	69	69	61	61	62	62
Average	46	43	47	54	66	64	66	62	61	61	62	62	61	61	62	62

\*Minnesota, Dakota, Iowa and Montana mills outside of centers named. †Mills outside of St. Louis but controlled in that city. ‡Mills of Indiana, Michigan and Ohio, including Toledo.

### SUMMARY OF FLOUR QUOTATIONS

Flour quotations reported to The Northwestern Miller as of Tuesday, April 29. (Pacific Coast prices as of previous day.) Unless otherwise noted, flour per bbl of 196 lbs, packed in 98-lb cottons or 140-lb jutes. All quotations on basis of carload lots, prompt delivery.

	Chicago	Minneapolis	Kansas City	St. Louis	Buffalo	New York	Baltimore	Philadelphia	Houston	Columbus	Nashville
Spring first patent	\$5.50@6.10	\$6.05@6.45	\$5.85@6.20	\$5.85@6.20	\$6.35@7.00	\$6.00@6.60	\$6.00@6.25	\$6.30@6.55	\$6.20@6.70	\$6.30@6.60	\$7.00@7.50
Spring standard patent	5.25@5.90	5.80@6.05	5.50@5.85	5.50@5.85	6.30@6.45	5.80@6.20	5.50@5.75	5.80@6.20	5.80@6.50	6.00@6.30	6.00@6.30
Spring first clear	4.50@5.10	5.00@5.10	4.50@4.75	4.50@4.75	5.75@5.85	5.65@5.85	5.75@6.00	5.75@6.00	5.50@5.80	5.80@6.00	5.80@6.00
Hard winter short patent	5.25@5.75	5.60@6.20	5.20@5.40	5.20@5.40	5.80@6.20	5.80@6.20	5.75@6.00	6.00@6.25	5.50@6.10	5.85@6.10	6.25@6.75
Hard winter 95 per cent patent	4.85@5.40	5.30@5.70	4.85@5.00	4.85@5.00	6.10@6.20	5.50@5.80	5.25@5.50	5.60@5.80	5.50@5.80	5.60@5.90	5.60@5.90
Hard winter first clear	4.40@4.60	4.20@4.45	4.20@4.40	4.20@4.40	5.80@6.20	5.80@6.20	5.80@6.20	5.80@6.20	5.50@5.80	5.50@5.80	5.50@5.80
Soft winter short patent	5.50@6.25	5.55@5.95	5.10@5.35	5.10@5.35	6.20@6.30	5.20@5.55	5.25@5.50	5.25@5.50	5.00@5.40	5.95@6.25	7.25@7.75
Soft winter straight	5.00@5.40	4.10@4.50	4.10@4.50	4.10@4.50	5.00@5.20	5.00@5.20	5.00@5.20	5.00@5.20	5.25@5.50	5.20@5.50	6.00@6.30
Soft winter first clear	4.60@4.80	4.00@4.35	4.00@4.35	4.00@4.35	4.90@5.10	4.90@5.10	4.90@5.10	4.90@5.10	4.90@5.10	4.90@5.10	4.90@5.10
Rye flour, white	4.60@4.75	4.50@4.65	4.50@4.65	4.50@4.65	4.00@4.20	4.00@4.20	4.00@4.20	4.00@4.20	4.00@4.20	4.00@4.20	4.00@4.20
Rye flour, dark	3.50@3.80	3.35@3.50	3.35@3.50	3.35@3.50	3.35@3.50	3.35@3.50	3.35@3.50	3.35@3.50	3.35@3.50	3.35@3.50	3.35@3.50
Family patent	\$6.50@7.00	6.50@7.00	6.50@7.00	6.50@7.00	7.00@7.50	7.00@7.50	7.00@7.50	7.00@7.50	7.00@7.50	7.00@7.50	7.00@7.50
Straight	1.20@5.00	1.20@5.00	1.20@5.00	1.20@5.00	1.20@5.00	1.20@5.00	1.20@5.00	1.20@5.00	1.20@5.00	1.20@5.00	1.20@5.00
Cut-off	4.90@5.50	4.90@5.50	4.90@5.50	4.90@5.50	4.90@5.50	4.90@5.50	4.90@5.50	4.90@5.50	4.90@5.50	4.90@5.50	4.90@5.50

\*Includes near-by straights. †Nashville prices basis f.o.b. Ohio River points for soft winter wheat flour. \*\*In Jutes, Fort William basis. ‡98-lb jutes. §Second-hand jutes. ¶140-lb jutes. ††Hard winter straights.

NORTHWEST SEEDING WORK WELL ADVANCED

Favorable Conditions General—Acreage Reports Conflicting, but Some Decrease Expected—Increase Predicted in Montana

MINNEAPOLIS, MINN.—Northwestern farmers had another good week in which to rush spring planting. Wheat seeding is virtually finished in Minnesota and the Dakotas, and is well advanced in Montana. In the main, the seed has gone into the ground under very favorable conditions. There was plenty of moisture in the soil and scattered rains have helped surface conditions. Early sown wheat fields are turning green in southern Minnesota, with stand and color good. Reports concerning acreage are conflicting, but Minnesota millers feel that there has been a decrease, ranging from 10 to 25 per cent. Farmers are showing a preference for feed grains. A good, soaking rain, while it would delay late seeding, would prove beneficial. Pastures are in poor condition.

The outlook in South Dakota is equally good. Wheat is up and looks good, while there is plenty of moisture for the time being. Acreage reports run all the way from same as last year to 20 per cent decrease.

In North Dakota, some sections report increases in bread wheat acreage, others decreases of 10 to 20 per cent. Wheat seeding is better than 80 per cent completed. Conditions thus far are good, but generous rains will be needed before long. The weather now is cloudy, with scattered showers over the state.

Montana, apparently, is going to have an increase in bread wheat acreage this year. Weather has been unusually favorable for field work. Some winter wheat fields have been plowed under and reseeded to spring wheat. The state as a whole reports better subsoil moisture than a year ago.

To date, the precipitation in the Northwest has been below normal. The general outlook for the crop, however, has seldom been equaled at this date, but frequent, heavy rains will be needed to maintain this condition.

FURTHER REDUCTION IN ARGENTINE WHEAT ESTIMATE

WASHINGTON, D. C.—Further reduction in the wheat production for 1929-30 in Argentina is reflected in the third official estimate as cabled to the foreign service bureau of the United States Department of Agriculture. The 1929-30 season production now is placed at 137,420,000 bus, a decrease of 2,462,000 from the second estimate, and nearly 170,000,000 below the official estimate of the 1928-29 crop.

Even a larger decrease in the Argentine flax production is indicated by the third estimate. The total for the 1929-30 crop now is placed at 52,244,000 bus, which is 2,874,000 less than the second estimate, and 36.9 per cent below the 1928-29 production.

The third estimate on oats and barley increases these totals. The oats crop is placed at 68,274,000 bus, or 1,300,000 more than the second estimate and about 3,100,000 more than the final estimate on

the 1928-29 crop. Total production of barley for 1929-30 now is estimated at 16,121,000 bus, an increase of about 500,000 over the second estimate, but a decrease of about 700,000 from the 1928-29 harvest. The Argentine rye crop now is placed at 4,409,000 bus as against 7,666,000 in 1928-29.

The Department of Agriculture calls attention to the fact that "the wheat estimate for 1928-29 was probably about 10,000,000 bus too low. Trade reports indicate that the estimates for the 1929-30 season are also probably too low and the crop may turn out to be about 160,000,000 bus.

KANSAS GRAIN MEN REPORT WIDE RANGE IN PROSPECTS

WICHITA, KANSAS.—Farmers and grain men from seven Kansas counties, at a meeting at the Wichita Board of Trade last week, painted a gloomy picture of

the wheat outlook in their part of the state. Since then, there has been some rainfall to help the situation, but considerable acreage already had been abandoned.

Crop conditions in the seven counties, all of which are located in the south central part of the state, varied widely. Reports indicated that even in the same county the difference was as much as 30 per cent, Sedgwick County men reporting the crop variously at 60 to 90 per cent of normal.

The meeting was called by E. J. Smiley, of Topeka, secretary of the Kansas State Grain Dealers' Association, who presided. Mr. Smiley made the trip to Wichita by motor car, and said he found wheat along the way in poor condition.

A preliminary survey is being made for constructing a tunnel under the Straits of Gibraltar.

GENERAL RAINS HELP SOUTHWESTERN WHEAT

Precipitation Irregular, but Nearly Every Section Greatly Benefited—More Rains Needed to Insure Complete Recovery

KANSAS CITY, Mo.—General rains over the entire southwestern wheat territory during the past several days have greatly improved wheat prospects. Precipitation varied from light to as much as two inches. It was insufficient in several districts, but virtually the entire area was greatly benefited by surface moisture. Reports of substantial improvement in wheat regarded to be in very poor condition are now being received. More rains are needed to insure full recovery, but the situation at the moment is very satisfactory.

RAINS BENEFIT OKLAHOMA WHEAT; TEXAS CROP GOOD

OKLAHOMA CITY, OKLA.—Scattered rains over Oklahoma this week have benefited the wheat crop, though they have not provided as much moisture as was needed, according to reports from Oklahoma City mills.

Oats in the east central part of the state were already so severely damaged that the rains were not of any material benefit. The general program of that section is to plow up the oats and plant grain sorghum, cow peas or soy beans.

Rains in the eastern part of the state have been heavy and crops in that section are more promising than in other areas of the state.

A recent survey of the Texas panhandle by the Rock Island railway shows the condition of winter wheat in that section to be generally good. Rains and snows throughout the winter and spring have brought the wheat through in fine shape. Wheat is almost knee high and is beginning to form for heading, reports from that area indicate. It is believed that harvest will begin by June 15.

While it is too early to predict a heavy yield, prospects are excellent.

INDIAN WHEAT CROP TOPS AVERAGE BY 7.6 PER CENT

ORRAWA, QUE.—The Dominion Bureau of Statistics reports the receipt of a cablegram from the Indian director of statistics at Calcutta stating that the preliminary estimate of the production of wheat in India for the season 1930 is 368,293,000 bus from 30,468,000 acres, as compared with 347,595,000 bus from 32,011,000 acres, the final estimate for 1929, and with 312,317,000 bus from 31,181,000 acres, the annual average for the five years ended 1927. The yield now reported is 15.9 per cent greater than that of 1929 and 7.6 per cent greater than the five-year average. The acreage of 30,468,000 is 1.8 per cent less than that of 1929 and 2.2 per cent less than the five-year average.

WASHINGTON CROP SEASON TWO WEEKS AHEAD OF NORMAL

SEATTLE, WASH.—The weather in the wheat growing sections of this state has been mild with light showers, and the season continues from one to two weeks ahead of normal. Some additional acreage of winter wheat has been reseeded on account of poor condition, bringing the reseeded area in excess of 50 per cent, according to government estimates. Spring grain is in good condition.

RAINS BRING GOOD SOIL CONDITIONS IN MONTANA

Practically the entire state of Montana during the week had showers in sufficient quantity to make excellent soil conditions for the planting of the spring crop. Some reseeded is being done owing to winter wheat having been winter killed throughout that belt which is best adapted to the growing of the winter variety.

Our Argentine Crop Cable

BUENOS AIRES, ARGENTINA, April 29.

Heavy rains, which are widespread in Argentina, will prove to be of great benefit to the newly sown wheat and an aid to field work.

Food Stocks Slump

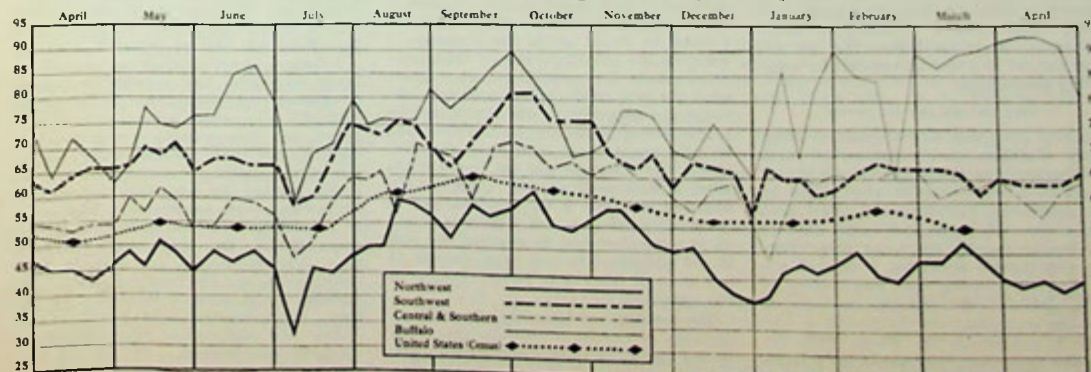
STOCKS suffered a general sharp setback during the past week, and the general list lost more ground than at any time during the current upswing. Almost unanimously, food shares participated in the general retreat, only four issues—Pillsbury, Globe Grain & Milling, General Foods, and General Baking preferred—showing net gains for the week. Early in the week when moderate upturns were made, Corn Products, General Foods, Procter & Gamble, and United Biscuit set new highs for the year, but only General Foods showed a net gain for the period. The strength in this stock was the result of a favorable earnings statement and announcement that a large block had been sold privately to Bancamerica-Blair Corporation. Corn Products beat a fast retreat, helped by its quarterly report which showed earnings below a year ago, and shared with Safeway Stores the laurels for the largest net loss. The statement of the United Biscuit Co. showed larger earnings than a year ago. New lows were set by the three Continental Baking issues on estimates that earnings would be below those of a year ago, while Kroger Grocery & Baking also slipped to a low point, on weakness caused by losses shown in a revised earnings statement. Other low levels were touched by Quaker Oats and Safeway Stores.

The highest and lowest prices for food stocks listed on the New York Stock Exchange registered in 1930 and the close on April 29, 22 and 15, 1930, are here shown (quotations by courtesy of Chas. E. Lewis & Co., Minneapolis):

Table with columns for High, Low, Dividend in dollars, and stock names (e.g., HALLID Mills, American Stores Co., Continental Baking A, etc.) with corresponding prices for April 29, Close April 22, and April 15.

\*Includes extra cash dividend. \*\*New York curb. †San Francisco Stock Exchange. ‡San Francisco curb. †Chicago Stock Exchange. †And extras.

Percentage of Flour Milling Capacity in Operation



# Reconstruction Proposal for the Milling Business

THE following proposal contemplates the formation of a millers' service company, owned and administered by millers, with very broad powers, which could engage in almost any activity for the good of the industry. Millers would own all the stock, issued at \$1 per share for each barrel of capacity of their mills, and would pay into its treasury a nominal amount on each and every barrel produced. This payment would be set up in the cost of production just the same as labor, fuel, or any other item.

On the total production of the country, a charge of 5c per barrel would mean approximately \$6,000,000 yearly. Accumulations in surplus could be paid back in dividends, after other purposes were accomplished, thereby forcing the millers to make a minimum per barrel profit on production.

Any number of things could be done by such an organization and with such a surplus, but Mr. Heath should be permitted to tell his story in his own way.

THERE is no use in my disguising the fact that the milling situation is a very serious one and that a crisis is impending for all the mills unless we rouse ourselves and do something. We cannot go on with an ever-increasing concentrated buying power and not unite to bring about a concentrated selling power. If the mills are to live they must unite in some way so that their selling power will be in the hands of a few capable salesmen who have back of them the combined output of nearly all the mills and can say to the purchaser: "We can furnish you a million barrels of flour, and the price is so much and no less." How can this be accomplished?

In reviewing the recent history of milling it would seem that there have been very few changes in manufacturing, in spite of some minor improvements, notably in cleaning machinery and in the use of bleaching agents. Now while the methods of making flour have remained practically the same, there has been a tremendous change in the way the mills are obliged to market their product, that is, in selling and distributing. A number of years ago there were a great many more buyers than there are today. Every time we hear of a merger it means that some heretofore buyers have gone out of existence. A few years ago the chain stores were not a decided factor, and through the rural district and in smaller towns there were very few chain grocery stores. This meant that there were more independent buyers, and the local mills were able to market their products to these independent grocers near home. Now the big bakeries deliver bread over a wide territory.

#### AS IT WAS OF YORE

Some years ago, the mills, as you will remember, beginning soon after the first of September each year would run seven days a week. In a good many cases mills operated anywhere from 10 to 15 consecutive Sundays, while now it is very seldom that you hear of a mill operating on Sunday. During the fall of each year the wholesale grocers and flour jobbers

*C. E. Heath, Secretary and Treasurer of the Fairchild Milling Co., Cleveland, Ohio, Presents Amusing Imaginary Solution for Ills of the Industry at a Meeting of Ohio Millers in Columbus, Ohio, April 18.*

laid in a big stock of flour because the housewife was buying her winter requirements. Most farmers bought a year's supply and used it during the coming 10 or 12 months. As it is today, the housewife is not buying, the farmer's wife is not baking bread, the independent grocers have largely disappeared, the wholesale grocer is handling very little flour, and the larger buyers, representing chain stores and bakery organizations, are drawing from their mills steadily and about the same number of barrels each month.

This has enabled the mills to rearrange their operating costs, and some are running day times only, while others are operating 15 to 18 hours. Some plan on running four days full each week, and every mill is striving to do the best it can under the circumstances. If laws could be passed prohibiting any mill from operating more than 12 hours each working day, it would, no doubt, be the best thing that ever happened for the flour milling industry. Every mill would immediately figure on operating 12 hours, and costs would be reckoned accordingly. As it is now, in selling flour, most of the mills, I believe, figure their costs on about 80 per cent capacity production, and at the end of the year find they have operated only from 50 to 60 per cent.

#### THE IMMEDIATE OUTLOOK

In the meantime, if we do nothing, what have we to look forward to as we are? How to deal with destructive competition by some control of production and some restraint on price cutting is the problem with which the commercial world is face to face.

The Food Institute says that the government is evidently perplexed to know what to do about this situation, and that the immediate questions in front of American business are: "How closely should distributing units work together to prevent destructive competition? How can manufacturers co-operate to protect themselves against the selfishness of concentrated buying power?"

Gentlemen, with 4,700 flour mills in the country; with, say, 10 very large companies and possibly 20 more very good-sized ones; with another group of 50 or 60 with capacity above 1,000 bbls daily, and another lot averaging around 300 to 500 daily, you will see that the smaller mills predominate enormously in number, and collectively they do produce a large percentage of the total flour made. I mention this to bring out how impracticable it would be to merge or combine so many mills, even if Washington would permit it. I do not believe the law will ever permit of price agreements or regulating production.

#### THE IMAGINARY SOLUTION

Now I am going to deal with an imaginary situation, purely fiction, no justification for even thinking seriously that it could be done,—but with what might be the result and how it would affect each and every mill, large and small, and every one in exactly the same proportion. So, with humble apologies, I will tell you of the new company that was formed in 1930,—this is 1936 and the company is now six years old.

Well, gentlemen, the Flour Mills Co. was incorporated under the laws of Dela-

ware with 500,000 shares, no par stock. The charter was very broad and covered about everything. The company was to do business in flour and grain, operate mills, do an export business, buy and sell mills, real estate and machinery, and loan money. This 500,000 shares of stock was all sold to flour mills, and no mill could have more than one share for each barrel of daily capacity, and the price was \$1 per share.

For instance, a mill of 500 bbls daily capacity bought 500 shares of the stock for \$500, and some of the large companies took 50,000 and more shares and paid more than \$50,000; and it turned out, as you know, a mighty good investment for them, as I will point out to you. The Flour Mills Co., I believe, has seven, possibly nine, directors, one director from each zone, and the directors are elected by the stockholders in the various zones and are all millers; of course, the directors elect their officers from among themselves.

There is a finance committee, an arbitration committee, and several others. The directors meet the first Monday in each month, and the result of the meeting is given to every stockholder immediately. The by-laws provide that every stockholder pays a certain amount per barrel, on the last day of the month, on the actual number of barrels produced during that month, with a sworn statement of its correctness and a check for the amount due.

Let us assume that the amount paid per barrel is only 5c. This 5c is, of course, a milling charge; it must be included in figuring cost because it must be paid. Being small, it does not change the selling price much, because if the selling price is \$5.55 this additional cost would only make it \$6.

The money paid into the company was used for different purposes, among others it was loaned by the finance committee to stockholders on approved collateral. I understand loans have been made as high as \$500,000 to one company, and any stockholder can get money on a slightly lower rate than from his bank, of course provided his collateral is good.

#### THE COMPANY BUYS MILLS

Another thing the company does, and I think it is the greatest thing that ever happened, is this: after you are a stockholder one year and have paid for your stock and are in good standing, you can sell your milling property to the company for cash. As I understand it, suppose I have a mill and want to discontinue, all I have to do is notify the company I want to go out of business. The company sends its appraisers who figure what the real estate, mill, warehouse, elevator and all property are worth, and on a very liberal basis, and that is what will be paid me just as soon as I can give title. The company will not buy a mill's good will, brands or any quick assets, and will not help it to liquidate, and if the price it offers is not satisfactory and an agreement cannot be reached, the mill is not obligated in any way, except to pay a small amount to cover expense of the appraisal.

The arbitration committee handles all disputes or any little troubles that arise among the stockholders and millers, and

in most cases is successful in straightening them out.

Another thing I understand the company does is actually deal with the matter of increasing capacity. I believe that when a mill contemplates increasing its capacity, or plans on building a new plant, the matter is first referred to this company, which refers it to the arbitration committee, so you will see this point has been taken care of. Contemplated increases are often abandoned.

Another matter that I think it would be well to mention is the fact that because member millers can always dispose of their property, it has been most agreeable and satisfactory to the banks with whom they do business. It enables a bank to know that there is a purchaser for the property at all times, and about what price it will bring. This has improved the standing of the mills with their bankers.

#### NO LOSS OF INDIVIDUALITY

There is no loss of individuality under this arrangement. Every miller conducts his business exactly as he wishes, figures the prices at which he will sell his flour, and operates his mill exactly as he did before he became a member and stockholder of this company. In other words, there are no restrictions upon him, no price agreements and no understanding as to output. The company keeps its members posted on all matters that they should know about, and is ready to advise them in many ways.

Since this company started there have been a good many mills from time to time that decided to retire, and I believe the figures today will show that there has been a substantial reduction in the number and total capacity of mills operating compared to a few years ago.

I do not understand that all the money paid in has been used in buying milling properties, and eliminating operating capacity, but a considerable amount has been used for this purpose, and I believe the figures show that the increase in production among the remaining mills averages from 3 to 5 per cent per year. In other words, while six years ago the mills were operating at an average of about 54 per cent of capacity, the last figures available show that they are now at about 70 per cent. Naturally, if the same amount of money is used for this purpose every year, the remaining mills are becoming gradually fewer and the increase in percentage of operation and economy of production will increase. I predict that in five years, if things go on as they have been, mills will be operating 80 per cent of capacity.

#### THE COST OF REDUCED CAPACITY

Roughly figured, and taking what the millers' company finally realized on the sale of mills, machinery and real estate that it had taken in or closed, I estimate that it cost the member mills not more than 5c per bbl, based on the actual number of barrels produced, to retire more than 3,500,000 bbls of capacity annually.

I believe, gentlemen, if any one of the large companies had refused to become a member and stockholder in the Flour Mills Co., the whole scheme would have failed, and the company would not have started, and that, because every one of the bigger milling companies did join, is the reason the company has been so harmonious and successful. The mills, as you know, have not been making any large profits, but they have, for some time, been earning 8 per cent on their investments, and the business seems to be working to a more solid basis all the time, as contrasted with hopeless conditions and unavoidable losses before the company was formed.



# A Federal Farm Board Debate

WASHINGTON, D. C.

*Alexander Legge and Daniel A. Millett give arguments for and against the government agency at the annual meeting of the Chamber of Commerce of the United States*

**R**UMORS and rumblings of war between the proponents of President Hoover's farm relief program as exemplified in the Agricultural Marketing Act and the Federal Farm Board, on the one hand, and the grain trade, reinforced by the Chamber of Commerce of the United States on the other hand, made the discussion of this issue the outstanding feature of the annual meeting of the Chamber of Commerce here this week.

The proverbial "two sides of the question" were ably presented to the chamber in formal addresses on April 30. Alexander Legge, former head of the International Harvester Co. and now chairman of the Federal Farm Board, spoke in behalf of that government agency and the Agricultural Marketing Act. Daniel A. Millett, investment banker and stockman of Denver, Colo., defended the evolutionary business agencies and asserted the efficacy of a very ancient and heretofore inexorable law—the law of supply and demand.

Chairman Legge did not hesitate to attempt to convict the Chamber of Commerce "out of its own mouth." Mr. Millett did not hesitate to assert that every artificial barrier to the free play of the law of supply and demand, including the American religion of high protective tariff, is unsound, and, ultimately, leads to disaster.

Mr. Millett's address proved to be one of the most formidable arraignments of the whole government-financed co-operative marketing program ever enunciated here. It was the more surprising because it not only challenged the economic soundness of the agricultural market law, an attitude which might be popular with the audience he addressed, but he challenged with equal vigor the soundness of high tariff rates, an attitude likely to be unpopular with his audience. In summarizing his position, Mr. Millett said:

"The farm marketing act is part and parcel of what is to me the fantastic dream, world-wide, of stabilization, with or without governmental agency, so that every producer in every line be assured a profit through control of production, and without the discipline of the economic law of supply and demand working through price, which eliminates the marginal producer.

## CRITICIZES GOVERNMENT INTERFERENCE

"I have tried to show that interference with the economic law, by private combinations, direct governmental control, and indirect action by government through tariff, tends to failure, but that such interference, in its attempt, brings not stability but unsettlement and distress in business, with disaster indicated, if continued.

"For myself, the conclusion has been reached, that as practical public policies, in the interest of the farmer and business alike we should:

"(1) Repeal the Agricultural Marketing Act and cease any such governmental attempts, and (2), revise our tariff downward, not upward, save in the few respects heretofore mentioned, as speedily as possible, as our ideal."

Chairman Legge called attention to the National Industrial Conference Board's report on agriculture in 1925 and quoted excerpts showing that the investigators had discovered agriculture needed "organization and system in the marketing processes." He then turned to the Nagel commission's report of November, 1927.

"On the subject of organized action by producers it was asserted," he said, that "co-operative movements which look to standardization of crops and more advantageous marketing may depend more immediately upon the farmer's own initiative; but, here too, private aid may prove to be effective, and certainly the state may give direction by providing suitable authority and conditions."

"The Nagel commission made a num-

ber of suggestions for giving assistance to agriculture," Mr. Legge continued. "A major one of these called for 'stabilizing agricultural income by government aid.' It was proposed that a federal farm board be created to assist in doing this job, somewhat in line with suggested legislation that had the approval of the Coolidge administration. It was proposed that these stabilizing efforts should be through corporations financed jointly by farmers' co-operatives, private business interests, and the federal government.

"Urging financial support from business, the report said it would be 'in the interest of business men to provide not only a share of the initial capital, but a part of the working credit because the successful operation of such corporations would tend to prevent sudden curtailment of the buying power of agriculture through unchecked price declines, and so would tend to stabilize general business and credit conditions.'"

Mr. Legge quoted other excerpts from the Nagel report, bearing on the establishment of co-operative marketing agencies, and then reminded the chamber that in its annual meeting two years ago it discussed the agricultural question at length, and a special committee was designated to prepare recommendations. These recommendations were submitted to the members as referendum 52, and committed the chamber to the creation of a federal farm board with authority to investigate and make recommendations to Congress, but none to go ahead with the solution of the agricultural problem, which had been characterized as such a serious one by both the Industrial Conference Board report and the report of the Nagel commission. The results of that referendum were announced on Nov. 14, 1928. The vote in favor of the co-operative principle was overwhelming, 2,816 to 117. With these facts as background, Chairman Legge said:

"I am sure that most of you will agree that you know more about the agricultural situation and how to meet it than I do. A considerable percentage of your membership has made that quite clear, and perhaps the best answer I can make is the statement that if this be true, and you really do know so much about it, that the situation presents a very severe indictment of the organization which, having full information of the fact, has made so little effort to remedy the situation. Certainly none of you have seen any evidence of constructive action on the part of the Chamber of Commerce or the part of any of its affiliated organizations, with the doubtful exception of taking a referendum two years ago, looking to a remedy for and permanent improvement in the situation, which, your own investigators had warned, required substantial assistance either from you or from the government.

"Perhaps I should mention the fact that, while your national organization did adopt a policy of silence when Congress was framing the Agricultural Marketing Act, spokesmen of some of your member organizations appeared before the House committee on agriculture and indorsed the principles of that legislation."

Mr. Legge took the lumbering industry as an example to show that farm depression has had its effect on other industries, holding that decreased buying power of the farmers was one of the chief factors in the depressed condition of the lumbering industry. He then took up the proposition that "it is rather difficult to have improvement in the agricultural marketing situation without some readjustment of existing conditions."

"I am sorry to say that there has been considerable evidence the past several months that entirely too many of your members were for the principle of co-operation only so long as it didn't work," Legge observed.

"When it became apparent that a

means had been provided that really would help the farmer get organized co-operatively, so that he, like other producers, would have some voice in determining the sale price of his commodity, the effort was branded as government price fixing, putting the government in business, etc. And all of this notwithstanding the fact they had declared unmistakably for the principle of co-operative marketing only a year previously. I do not recall in years gone by of hearing you business men making any such complaints against government aid that was extended to the manufacturing industry, to transportation, and to finance. And these all played their part in adding to the disadvantages of the farmer as did also the preferential treatment to labor, through immigration restriction and other measures."

Mr. Legge reviewed the activities of the Farmers' National Grain Corporation and the Grain Stabilization Corporation briefly and said that in the opinion of some very experienced grain men these activities had prevented a debacle in the grain market and, perhaps, a depression in sympathy in the markets for other agricultural commodities. In conclusion he said:

"We hear much to the effect that these operations are putting the government permanently into business. We wish to assure you that on this point every commodity organization is set upon a basis where, as it gains financial strength and experience, it can and will become entirely independent of government aid or supervision. In all these organizations provision is made for the farm board having a voice in their policies only so long as they are indebted to it."

## MR. MILLETT REPLIES

As a preface to his remarks, Mr. Millett paid tribute to the character and ability of the men on the Federal Farm Board.

"I am well aware," he said, "that there has been a considerable amount of what might almost be characterized as loose talk and editorial opinions, criticizing the members of the farm board for some of their activities, but even a hasty perusal of the act will, I think, lead fair minded men to the conclusion that they have in no way gone beyond its provisions, and that they are doing no more than was expected of them under it."

Mr. Millett briefly summarized the outstanding features of the Agricultural Marketing Act and sketched the causes which brought about its enactment. Asserting that one cause for the enactment of the law was the world-wide movement in practically every direction toward consolidation and stabilization, the speaker took up the notable movements in this field throughout the world and said: "What I want to urge on you today is that we need, not more combination, including farmers, but less interference with the economic law of supply and demand, functioning through price, because that is the only sure, inevitable, sound, scientific method of eliminating the marginal producers.

"What do we mean by 'supply and demand functioning through price'?"

"Why, we mean the total amount of goods and services in the world, meeting the effective wants of the world, as measured by money, with the resultant placing of exchange values on these goods and services. This exchange value, or price, fixes, for example, the number of bushels of wheat which shall be exchanged for an automobile. When a price is profitable for any product, its production increases; when unprofitable its production decreases.

"In this world market, of course, speculation plays an important part because man looks to the future. The speculator serves a real economic purpose in buying when products for future delivery appear too low, and selling when they appear too high.

"Only just recently there has been started in this country a futures market

(Continued on page 390.)

## Chain Fright

From the Wall Street Journal

**A** TRADE publication notes that two communities in Texas and Alabama are the most recent to form associations to drive chain stores out of their states. The reason for the formation of these associations is the same as that for all others—fear that the chain stores may drive out the local independent dealers. Intentions may be of the best, but if the people behind these movements investigated before acting they would find that their fears exaggerate the danger. As it is, they yield to something that can only be called chain fright.

Compared with the situation 15 years ago, in the grocery trade alone, there are more independent dealers now than then. What is more, the total of their business is about double what it was in the earlier period. There is no solid ground for chain fright. Those who yield to it are helping in the fight of inefficiency against efficiency, of antiprogress against progress. The chain store has made its appeal to the public through service entirely. What Emerson said about the world making a path to the home of the man who could make a better mousetrap than others finds its parallel here.

Purchasers of goods are not so much concerned about the ownership of a store as about the service it gives. If the chain stores have succeeded in getting a large share of the retail trade in different lines of merchandise, their success is due largely to the one fact of better service. But no chain store organization holds a patent on this. Neither is there any monopoly of store management, ability to make attractive displays of goods or alertness in finding out what people want and giving it to them. The independent store keeper has the same opportunities as the chain store to enlist these aids. If he fails in getting them it is due to his own inertia.

That many independent merchants thrive side by side with chains is evidence that success does not depend upon size so much as upon management. Said Nestor, when instructing his son how to handle his horses in a chariot race: "Tis art, not strength, that wins the prize. To be swift is less than to be wise." This is an age of progress in which all are running a race. The man who is wise enough to put good sense and management into his business and respond to public needs should win. For such a merchant there should be no such thing as "chain fright."

\*We apologize for the Wall Street Journal in attributing to Emerson what first was said by Elbert Hubbard. Editor The Northwestern Miller.

## BRITISH WHEAT PLAN UNDER CONSIDERATION

Government's Proposal for Controlling Distribution of Imported Flour Regarded as Critical to Flour Import Trade

LONDON, ENG.—While no further information has been announced regarding the scheme of the British government to control the distribution of imported flour in connection with its intention to compel the use of a certain percentage of home-grown wheat by home millers, the consideration of the scheme is still being continued. That the government is determined to devise means to increase the demand; consequently, the price of home-grown wheat is becoming more and more apparent, and there is no doubt that the situation, as far as the future of imported flour is concerned, is extremely critical.

An important meeting of the London Flour Trade Association was held on April 16, at which it is understood only actual importers were present. What took place at the meeting is known only to those who were present, as they were all requested to keep the proceedings strictly confidential.

Although no definite information could be obtained, it is quite evident that the importers are of the opinion that, should the present scheme of the government go through, it will seriously affect the importation of flour. In fact, some who were present at the meeting intimated that it would mean the end of the trade, but it is hoped that this is too pessimistic a view of the situation.

There is no doubt that the present government is anxious to make a gesture toward the agriculturists, not only to help it politically but also because it wishes to improve the agricultural situation. By forcing the consumption of English wheat in the nation's bread, the government is convinced farmers will obtain better prices for their wheat. The natural way to protect the farmer against competition from foreign countries, and more especially dumped wheat, would be through tariffs, but as the present Socialist government is out and out for free trade, it will not consider any tariffs, especially on foodstuffs. Another way to help the farmer would be by granting a subsidy, by fixing the price of wheat. In view of the financial situation and increased taxation, the government dares not increase the national expenditure by granting farmers a subsidy on wheat, so it would appear that it is attempting to provide them with a better price for their wheat and allow the increase to be paid for by the general public by making the latter pay more for flour and bread.

This is undoubtedly an ingenious scheme for "pulling the leg" of the British people, who, if the present government scheme goes through, will be paying a subsidy to the farmer in the form of an indirect tax without realizing it. Under such a scheme, imported flour would naturally have to be controlled, and it is quite possible that the government's intention is to insist that it must be blended with home milled flour, or perhaps, if an importer sells imported flour, he must also sell a specified proportion of home milled.

### LAWS MAY NOT PERMIT

It is an immense problem, and only time will determine how it will work out. Quite possibly the English laws concerning the restraint of trade may be such that the government will find it impossible to put through the present scheme. Some in the trade believe that the only possible way in which the control of foreign flour can be effected is through the passing of legislation that would either prohibit its importation or by the imposition of a heavy protective tariff. Without such legislation it is hard to imagine how any government could successfully draw up a scheme to control the distribution of foreign flour. However, no matter what plan is adopted by the present Socialist government, either for the compulsory use of English wheat by home millers or for the control of foreign flour, legislation would have to be passed, and it is then that the difficulties would be encountered.

An instance of this occurred with the

recent coal mining bill, which was going to provide higher wages for miners by charging home consumers an extra price for coal, which would be above the price of that for export. The bill, when it was first drawn up, seemed a very simple solution for the coal mining problem, but when it came up in Parliament for debate it was found that many of the clauses and conditions came into conflict with old-established laws covering restriction of trade. As a result, many of the clauses had to be eliminated.

### DUMPING OF BOUNTY FED WHEAT

It is quite possible that something of this kind would occur if an attempt were made to control the distribution of foreign flour. If the government only knew it, one of the main reasons for the plight of the English farmer is the dumping of bounty fed wheat, flour, oats and other grains into England by nations such as France and Germany. Through such a bounty, France has been able to sell French wheat which is practically the same quality as English, and, therefore, comes into competition with the latter at an advantage of no less than 14s per qr. Germany has also had an enormous advantage with wheat and oats. It is difficult to understand why the government, if it is sincere in its desire to help the farmer, should not pass legislation which would automatically impose an import tax on bounty fed imports equivalent to the bounty granted for the export of the goods. Surely this would not be taxing food, but only restoring the goods to their normal value.

In all probability a plan of this kind would help the British farmer far more than any scheme for the compulsory milling of his wheat. The more one thinks of such a plan the more unfeasible it appears. It is hard to imagine how the government could check the percentage of genuine homegrown wheat that was being used in the mills throughout the country. How can it determine whether the wheat is actually homegrown or not unless an additional board of inspectors and officials of all kinds is appointed to investigate the origin of the wheat, in order to note how much has been used, and to see that the wheat is not resold from one miller to another? Altogether the whole problem bristles with difficulties, which will probably defeat the scheme in the end, and once again government interference with natural supply and demand will prove a failure.

C. F. G. RAIKES.

### J. N. PRENDERGAST TO EUROPE

CHICAGO, ILL.—J. S. Prendergast, Chicago manager for the Read Machinery Co., Inc., left April 27 for Montreal, whence he will sail May 2, on the Duchess of Richmond, on a European trip.

Mr. Prendergast expects to visit in London, Berlin, Vienna, Munich and will also witness the Oberammergau Passion Play. He will travel through Switzerland, visit in Paris and make a tour of the battlefields where he spent two years during the war, and which he has not seen since 1919. Mr. Prendergast was with the 28th Division. He will be accompanied by his brother, T. L. Prendergast, of Philadelphia. They will sail from Le Havre, June 14, on their return journey.

## GERMANY INCREASES TARIFF LEVEL AGAIN

Third Increase This Year Brings Wheat Duty to 15.00 Marks and Flour to 31.50 Marks

LONDON, ENG.—Unexpected tariff increases in wheat and flour have been introduced in Germany. The new advance in duties, which became effective April 25, makes the wheat duty 15.00 marks per 100 kilos (about 97c bu) and wheat flour 31.50 per 100 kilos (about \$6.69 bbl). As a result sales of imported wheat and flour are at a standstill for the present at least. This is the third increase in these tariffs this year. The former duty on wheat was 12.00 marks per 100 kilos and on wheat flour 23.25.

## CANADIAN FACTORY PLANNED FOR NOVADÉL-AGENE FIRM

BUFFALO, N. Y.—The Lucidol Corporation, manufacturer of Novadélox and Novadé-Agene bleaching agents, has completed plans for a Canadian branch plant near Fort Erie, Ont. The building will be a two-story structure of brick and steel, 40x112 feet, representing an investment of \$60,000. Production will begin about July 15. The Lucidol Corporation has maintained a Canadian sales organization for some time, under the name of the Novadé-Agene Corporation, Ltd. The new factory will be operated under the same name. Dr. F. Visser 't Hooft will be in charge of the Canadian business.

## R. E. STERLING TO PICTURE INDUSTRY IN RADIO TALK

Robert E. Sterling, of Kansas City, editor of The Northwestern Miller, will speak over the national hook-up of the Columbia Broadcasting System on the night of May 24. This is one of a series of talks arranged by the Columbia to give a bird's-eye view of the principal American industries. Mr. Sterling will present a picture of the flour milling industry.

## PILLSBURY PLANT TO BE OPENED FORMALLY

New Springfield Mill Has Been in Operation Since Feb. 17—Company Officials to Be Feted May 3

MINNEAPOLIS, MINN.—The new mill at Springfield, Ill., of the Pillsbury Flour Mills Co., will be formally opened, May 3. It has been in operation since Feb. 17, but the formal opening has been deferred on account of the absence of several of the officials of the company.

A selected group of Springfield business men will be hosts at a dinner to be given at the Abraham Lincoln Hotel, in Springfield, the evening of May 3, to the officials of the Pillsbury company. Among those who will go from Minneapolis to Springfield will be A. C. Loring, president, Alfred F. Pillsbury and John S. Pillsbury, vice presidents, H. H. Whiting, vice president and general sales manager, and Max A. Lehman, vice president and general superintendent.

Construction of the new mill was begun in April, 1929, and in October the storage tanks were ready for use. Concrete framework with brick panel facing combine to give the mill both strength and beauty. The elevator storage consists of a battery of 28 concrete tanks 100 feet in height, having a total capacity of 1,300,000 bus. The mill proper is constructed so as to permit installation of two milling units of equal size having a combined potential daily capacity of 4,000 bbls. At present one unit is complete and under operation. The mill is nine stories high. Additional property rights will permit expansion of both storage and milling facilities when occasion demands. Adjoining the flour mill is the specialty or cereal unit four stories high, and at one end of it is a two-story warehouse.

## PHILIPPINE FLOUR IMPORTS UNDER LAST YEAR FIGURES

WASHINGTON, D. C.—Flour imported during March into the Philippine Islands totaled 260,000 bags (49 lbs), of which 218,900 were from the United States, 10,700 from Canada, and 31,200 from Australia, according to the American trade commissioner at Manila. The figures for March last year were 303,000 bags, of which 251,000 were from the United States, 18,000 from Canada and 33,000 from Australia.

The flour demand was about the same as during February, stocks were sufficient to supply the demand, but prices were low; for patents 15 pesos (\$7.50) per bbl; cut-offs 13.2 (\$6.60) and club straights 12.1 (\$6.05).



The Mill of the Pillsbury Flour Mills Co. at Springfield, Ill.

## OPERATIVES GATHER AT KANSAS COLLEGE

Experiments in Milling Practice and Problems of Fumigation on Program of Joint District Meeting

MANHATTAN, KANSAS.—Approximately 100 millers, mill executives and representatives of allied trades attended the annual joint meeting of districts No. 1 and No. 2, Association of Operative Millers, at the Kansas State Agricultural College here, April 26. The two district organizations joined with the members of the college department of milling industry in offering the day's program, attendance of which was curtailed by rainy weather.

The forenoon program, devoted to a tour of the experimental mill and reports on results of research made by the college, brought out differences of opinion on the breaking practices of some Kansas mills. An extensive study, made and reported by R. E. McCormick, showed wide variations in methods used by many mills covered in the study. The millers agreed that a correct or "ideal" breaking practice probably could be recommended if all mills were uniform in equipment, but lacking this uniformity, such a correct practice is difficult to define.

In the discussion, it was suggested by Philip Lawson, of the Kansas Flour Mills Corporation, that millers need to regulate their grinding and sifting so as to get a uniform product. It was observed also that despite the variety of equipment in use by many mills uniformly good flour results.

Professor R. O. Pence, of the college, reported the results of his studies into the rate of water absorption in wheat during tempering. Wheat immersed in water for the following periods of time, absorbed moisture as indicated: 10 minutes, 6.8 per cent; 30 minutes, 10.33 per cent; 40 minutes, 12.07 per cent; 15 hours, 46.40 per cent.

These results were at ordinary room temperatures. Calculations as to the absorption at different temperatures were made with the following results (in eight hours' time): 43 degrees, 23 per cent; 80 degrees, 38 per cent; 104 degrees, 49 per cent.

Mr. Pence's studies went into the matter of how the water enters the wheat kernel, and demonstrated that it penetrates all parts of the bran coat rather than only through the germ as many millers have contended. In the tests, wheat was immersed in water, which though different from the common practice of tempering, is subjecting the wheat to substantially the same principles of absorption. Mr. Pence pointed out that these tests dealt with the amount of absorption or water taken into the grain. Absorption, or the adherence of water to the surface of the grain, was eliminated by placing the grain in a centrifuge following immersion, thus throwing off water absorbed.

Dr. C. O. Swanson, head of the college department of milling industry, discussed experimental work relative to the influence of length of scouring and wetting before scouring.

That old bit of wisdom to the effect that "cleanliness is next to godliness" is not particularly out of place as a guide to the miller who wishes to keep his premises free of insects, the afternoon symposium on fumigation methods brought out. Cleaning of elevator hoots and other harbors of pests once a week will go a long way toward eliminating the trouble, visiting millers agreed. The success of any method of fumigation resolves itself into a case of proper concentration and diffusion regardless of the method used, according to Gilbert Schenk, of the George C. Gordon Chemical Co., Kansas City, Mo.

Though he discussed individual cases where fumigation with varying results was effected, and pointed out reasons for the results, Mr. Schenk maintained each mill is a particular problem unto itself because of conditions peculiar to each mill, or warehouse. Whether heating or one of many commercial fumigants is used, care must be taken to see that every elevator leg and spout, every nook and corner of the inclosure is reached by a killing concentration of the destructive

agent. With this in mind, studies now are being made to effectively distribute gas or heat, as the case may be.

Water in the River Main, Germany, is so low that the "Hunger Island" is now visible for the first time since 1893. This island is a gravelly reef about 165 feet long, and tradition declares that its appearance foretells a year of drouth and poor harvests.

## LEGG, MILNOR, LANG TO ADDRESS MEETING

Mass Meeting of Milling Industry to Consider Trade Practice Rules Will Follow Federation Convention

Alexander Legge, chairman of the Federal Farm Board, George S. Milnor, president of the Grain Stabilization Corporation, and Bert H. Lang, member of the farm board's advisory committee on grain, will deliver addresses at the annual meeting of the Millers' National Federation, which will be held at the Edgewater Beach Hotel, Chicago, May 22-23. Their talks will center around the relationships of co-operatives and mills, especially the new storage and export plan of the Grain Stabilization Corporation. They will speak on the afternoon of May 22. This session will be informal, and opportunity will be given for questions and answers.

The forenoon session on May 22 will be devoted to the transaction of routine federation business, election of officers and reports of committees.

On May 23 there will be a mass meeting of the milling industry, called by the federation at the request of the trade practice committee. The mass meeting will receive the report of the trade practice committee, including the rules proposed for the milling industry and the result of the referendum on these proposed rules.

Carl B. Warkentin, chairman of the board, has named the following as the resolutions committee for the annual meeting: David C. Morton, chairman Ballard & Ballard Co., Inc., Louisville; J. S. Pillsbury, Pillsbury Flour Mills Co., Minneapolis; O. D. Fisher, Fisher Flouring Mills Co., Seattle; George E. Hineke, Ismert-Hineke Milling Co., Kansas City; David Stott, David Stott Flour Mills, Inc., Detroit. Members of the federation who have suggestions for resolutions which should come before the convention are requested to get in touch with the men on this committee.

Reduced rates will be in effect for the convention—fare and a half—if 150 tickets are registered. Since this is much less than the average attendance, doubtless that number will be secured. The Edgewater Beach has made its convention rate of \$4 for single rooms, \$6 for double, for the millers' meeting. Reservations may be sent to B. B. Wilson, at the hotel, or to the federation.

## OFFICERS RE-ELECTED AT ILLINOIS BAKERS' MEETING

ROCKFORD, ILL.—All officers and directors of the Illinois Bakers' Association were re-elected on the second day of the annual convention here, April 22-23. Those who will serve a second term are William A. Zickgraf, Peoria, president; George W. Jonson, Danville, vice president; George Chussler, Jr., Chicago, secretary; George Geissler, Joliet, treasurer; Roger Hartley, Chicago, field secretary.

Production and equipment problems occupied the remainder of the session on the morning of April 23, talks being made by L. E. Caster, of the Kieg-Stevens Baking Co., Rockford; H. V. Anderson, of the DuVon-Brown Co., Galesburg; L. H. Davis, of the Davis Baking Co., Urbana; F. P. Siebel, Jr., of the Siebel Institute of Technology, Chicago.

At the afternoon session, addresses were made by C. E. Jones, Midland Baking Co., Peoria, on delivery cost factors; E. E. Kirkendall, of the Purity Baking Co., Ottawa, and Walter Geissler, of the O. K. Baking Co., Joliet, on sales; James

Hartley, of Chicago, on retail merchandising. Henry Stude, president of the American Bakers Association, talked on the national organization and trade practices.

A feature of the first day's meeting was a talk by W. E. Long, of the W. E. Long Co., Chicago, who said in part: "I am of the opinion that bakers would be much better off if they would all buy flour for no longer than 90 days ahead. Simply determine what price you can pay to insure your profit and then buy for only 90 days on that basis. Let the market then go up or down; your flour cost, at least, insures your normal profit. A study of last year's experience shows that conditions in the industry are better when flour costs are on a fairly equal level."

## PRODUCE EXCHANGE PICKS NOMINEES FOR OFFICES

NEW YORK, N. Y.—The nominating committee of the New York Produce Exchange has announced officially the following ticket to be voted upon by members at the annual election, June 2; president, Winchester Noyes, of J. H. Winchester & Co; vice president, A. C. Field,



Winchester Noyes, Nominee for Head of New York Produce Exchange

of Field & Morgan; treasurer, John E. Seaver, of Seaver & Seaver; board of managers, to serve two years, John A. Robinson, T. R. Van Boskerck, Arthur Dyer, R. W. Capps, L. C. Isbister; to serve one year, Samuel S. Lerner; for trustee gratuity fund, R. M. Morgan.

## ICE OUT OF LAKE SUPERIOR

DULUTH, MINN.—The ice barrier at Whitefish Point, at the eastern terminus of Lake Superior, which had boats bottled up for about a week, weakened on April 27 and released the fleet. The vessels started racing immediately for upper lake ports for the honor of opening the season's navigation.

## SOO LINE FLOUR MILL IN CANADA IS BEING REBUILT

WINNIPEG, MAN.—The flour mill of the Soo Line Mills Co., Weyburn, Sask., which was destroyed by fire last October is in process of rebuilding on the site of the old building. The new structure will cost between \$50,000 and \$60,000 and will have a daily capacity of 250 bbls, which is double the capacity of the former mill. It will be steam heated and electrically operated throughout and is expected to be ready for operation some time in July. The grain elevator attached to the mill, which was also destroyed in the fire, was rebuilt 10 weeks after the blaze and has been in use all winter. The proprietors of the Soo company are Messrs. Kanee, Waldman and Lercher.

## FEDERATION PROPOSES DEFINITION CHANGES

Committee on Flour Definitions and Standards Asks Alterations in Proposed Department of Agriculture Regulations

Changes in the flour definitions proposed by the Department of Agriculture were recommended by the committee on flour definitions and standards of the Millers' National Federation at the hearing in Washington, April 30. The federation's committee proposed the following recommendations to the Department of Agriculture in lieu of the department's proposals:

Whole wheat flour, entire wheat flour, unbolted graham flour, graham flour, is the clean, sound product made by grinding wheat, and contains in their natural proportions all of the constituents of the clean grain.

Bolted graham flour, bolted graham, is the clean, sound product made by grinding wheat, and contains in their natural proportions all of the constituents of the clean grain, excepting a portion of the bran.

Flour, wheat flour, white flour, is the clean, sound, finely ground product obtained in the commercial milling of wheat and consists essentially of endosperm. It contains not more than 15 per cent of moisture, not less than 1 per cent of nitrogen, not more than 1.5 per cent of ash, and not more than 1 per cent of fiber. Where a flour product contains more than 1 per cent of ash, the use of the word "flour" in connection therewith in branding shall be accompanied by the qualifying words "second clear."

The department's proposed definitions are as follows:

Whole wheat flour, entire wheat flour, unbolted graham flour, graham flour, is the clean, sound product made by grinding wheat, and contains in their natural proportions all of the constituents of the cleaned and scoured grain.

Bolted graham flour, bolted graham, is the clean, sound product made from wheat by grinding and bolting and contains all of the grain except a portion of the bran.

Flour, wheat flour, white flour, is the clean, sound, finely ground product obtained in the commercial milling of wheat and consists of the flour cells of the endosperm. It contains not more than 15 per cent of moisture, not less than 1.25 per cent of nitrogen, not more than 1 per cent of ash, and not more than 0.5 per cent of fiber.

This suggestion had the unanimous support of the members of the federation's committee on flour definitions and standards. Fred J. Lingham, Federal Mill, Inc., Lockport, N. Y., chairman of this committee, represented the federation at the hearing in Washington on April 30, and urged the department to adopt the federation's definitions instead of its own.

## FLOUR CLUB OF CLEVELAND HOLDS MEETING, APRIL 21

A meeting of the Cleveland Flour Club was held at the Cleveland Chamber of Commerce, April 21, with A. A. Lederer presiding. A feature of the meeting was a review of the work of the club during its first six months of existence given by the directors: R. H. Wiedt, of the Mohler Hubbard Flour Co., S. W. Newman, of the Newman Flour Co., C. Lichter, of the Commercial Milling Co., and O. W. Filkins, of the Bay State Milling Co. Ideas for future progress were presented also.

Practically all mill representatives and jobbers, selling direct to the trade, in Cleveland are members of the club, which numbers among its accomplishments during its short existence the promotion of good fellowship and mutual confidence among its members.

## ARGENTINE BRAN ARRIVING

SEATTLE, WASH.—Argentine bran, which has been worked to the Pacific Coast in considerable volume, has begun to arrive at various ports. Seattle has received 500 tons of the 2,000 scheduled to arrive in April, May and June.

# THE NORTHWEST

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## MINNEAPOLIS

From the standpoint of sales, April thus far has been very satisfactory to spring wheat mills. Early last week, when the market dropped to new low levels, many buyers came in for additional supplies for either prompt, or May-June-July shipment. It was rumored that one Minneapolis mill had sold four round lots, aggregating 100,000 bbls. but this was afterward denied. Some companies, however, did sell two or three times their capacity, on April 22-23, but, during the remainder of the week, they did very little. Total bookings average about 60 per cent of capacity.

**Advance Brings Business.**—On the sharp advance, April 28, buyers who did not get in on the low levels a week ago, sent in acceptances against mill offers. A few good sales were reported on that date but, on April 29, with wheat again showing weakness, inquiry ceased.

**Specifications Slow.**—Despite the fact that it is fairly easy to add new bookings, mills report continued difficulty in getting shipping directions. These are getting scarcer right along and, were it not for the fact that some companies are arbitrarily loading out cars, production would be materially curtailed.

**Clears Quiet.**—Demand for clears is not up to normal. In consequence, occasionally freakish low prices are heard of. Nominal asking prices for first clear are around \$4.80@4.90, bulk, Minneapolis. Most companies have first clear to offer and doubtless, to prevent accumulations, lower prices would be accepted for prompt shipment.

**Exports Improve.**—Exporters report better demand from Cuba. Several small lots of patents were sold to established trade there, as well as to Brazilian buyers. There is some inquiry from the United Kingdom, but the lower prices asked by Canadian mills prevent interior Minnesota mills from doing much business abroad.

**Flour Prices.**—Quotations, April 29, hard spring wheat flour, basis cotton 98's or jute 140's, Minneapolis: short patent \$6.05@6.45 hbl; standard patent \$5.80@6.05, 25c second patent \$5.60@5.80; fancy clear \$5.25@5.50, first clear \$5@5.10, second clear \$3.25@4; whole wheat, \$5.20@5.50; Graham, standard, \$5.15@5.20.

**Mills in Operation.**—Of the 26 Minneapolis mills, the following 15½ were in operation April 29: Atkinson, Everett, Aughenbaugh & Co., King Midas, Minneapolis, Northwestern Consolidated A and F, Pillsbury A (one half), A South, Anchor, Palisade and Phoenix, Washburn Crosby B, C, East A, F and Gold Medal feed.

### SEMOLINAS

The semolina market is still featureless. No inquiry, and judging by the volume of business on mill books and the scarcity of shipping directions, the trade will not be in the market soon, unless there is a sharp upward change in prices. No. 2 semolina, 3¼c lb, bulk, f.o.b., Minneapolis; intermediate grades, 3@3¼c; No. 3 semolina, 2¾@3c. In the week ending April 26, nine Minneapolis and interior mills made 53,981 bbls durum products, compared with 46,813 in the previous week.

### MINNEAPOLIS FLOUR OUTPUT

Output of Minneapolis mills, with comparisons, as reported to The Northwestern Miller:

	Weekly capacity bbls	Flour output bbls	Pct. of activity
April 20-26	407,100	189,372	47
Previous week	407,100	181,068	44
Year ago	460,800	195,330	42
Two years ago	460,800	263,289	57
Three years ago	460,800	193,682	42
Four years ago	529,200	181,657	34
Five years ago	518,700	171,249	31

### OUTSIDE MILLS

Flour output by the principal interior mills in Minnesota, including St. Paul, North Dakota, South Dakota, Montana, and Iowa, as reported to The Northwestern Miller, with comparisons:

	Weekly capacity bbls	Flour output bbls	Pct. of activity
April 20-26	439,950	197,080	46
Previous week	439,950	188,293	43
Year ago	436,950	220,168	50
Two years ago	428,700	221,305	52
Three years ago	448,700	223,171	51
Four years ago	434,890	230,427	54
Five years ago	423,890	212,959	49

### CROP YEAR OUTPUT AND EXPORTS

Flour output and foreign shipments by mills of Minneapolis, St. Paul and Duluth-Superior, also by "outside" mills in Minnesota, North and South Dakota, Montana and Iowa from Sept. 1, 1929, to April 26, 1930, with comparisons, in barrels (000's omitted):

	Output		Exports	
	1929-30	1928-29	1929-30	1928-29
Minneapolis	7,086	7,511	23	20
St. Paul	239	286	9	26
Duluth-Sup.	734	805		
Outside	6,479	8,169	119	329

### NOTES

Herman Steen, secretary of the Millers' National Federation, Chicago, was a Minneapolis visitor last week.

W. C. Horeau, of Toledo, while in the Northwest last week, made arrangements to represent the St. Paul Milling Co. in Ohio and Michigan.

H. P. Gallaher, president of the Northwestern Consolidated Milling Co., Minneapolis, returned April 28 from Florida, where he passed the winter.

Harold R. Ward, vice president and sales manager of the Russell-Miller Milling Co., left April 28 for Pittsburgh, and points in central states territory.

Miss Marie Hellickson, who for many years was connected with the Springfield (Minn.) Milling Co., on May 1 joins the auditing staff of the St. Paul Milling Co.

Charles F. Deaver, secretary-treasurer of F. H. Peavey & Co., grain, Minneapolis, who spent the winter in Florida, is motoring home ward, making a few stops en route.

H. J. Bergman, president of the Imperial Meal Co., Minneapolis, is attending the annual convention of the Western Grain Dealers' Association, in Des Moines, Iowa, this week.

A group of the office employees of the Pillsbury Flour Mills Co., Minneapolis, will stage a vaudeville show at the Jefferson Junior High School, the evening of May 6. The music will be furnished by the Pillsbury band.

Walter S. Coleman, in charge of southeastern sales for the Russell-Miller Milling Co., Minneapolis, left last week for a southern trip. He expects to attend the convention of the Southern Bakers' Association at Chattanooga before returning.

Charles S. Pillsbury, vice president of the Pillsbury Flour Mills Co., Minneapolis, accompanied by Mrs. Pillsbury, will sail from New York, May 7, on the Aquitania, to be present at the wedding of their daughter, which takes place in Paris on May 24.

The spring meeting of the northwest district of the Association of Operative Millers will be held in Minneapolis, May 10. J. M. Diegel, fire marshal for the Washburn Crosby Co., Inc., will give an illustrated talk on fire protection and prevention in mills and elevators. Lewis Klingberg, mechanical engineer for the B. F. Goodrich Co., will also give an illustrated talk on rubber belt problems.

M. A. Gray, general director of the production control department of the Pillsbury Flour Mills Co., and president

of the American Association of Cereal Chemists, plans to leave, May 3, for Chicago, to see that everything is in order for the annual convention of the association, which will be held at the Edgewater Beach Hotel, May 5-9. A representative group of chemists and their wives will leave the following evening to attend the meeting.

A party of three Finnish business men visited Minneapolis millers this week, after having made similar calls in Montreal, Buffalo, Chicago and Duluth. The trio comprises W. J. Hiltunen, one of the leading flour import agents in Helsingfors; Dr. P. Korpisaari, general manager of the association of wholesale dealers in Finland, and W. Karjalainen, managing director of Wiipurin Kauppa O/Y, of Wiipuri (Wilborg). From Minneapolis the visitors expected to go to points on the Pacific Coast, returning eastward by way of Kansas City.

## DULUTH-SUPERIOR

Demand for clear flour has been good for some time and still holds up as there is quite a bit of interest. Mills have not hesitated to sell ahead for the next several months and are not in a position to offer more now. Buyers are being turned down as a rule and business has fallen off. There has been little or no change in the demand or sale of patent flour. Local bankers, jobbers, and the grocery trade buy as sparingly as possible, with shipping sales outside also failing to show up. Offers from small lot buyers are generally out of reach enough to bar business being done. Shipping directions are reported fair.

Although a few more car lot buyers are coming in for fresh supplies the market for semolinas cannot be called active or materially broadened. The majority of buyers are still working off old contracts on which fair shipping instructions are being received.

Quotations, April 26, Duluth-Superior, f.o.b. mills, in 98-lb cottons: first patent, \$6.40@6.65; second patent, \$6.20@6.45; first clear, \$5.50@5.80; second clear, \$4.15@4.40.

Flour output at Duluth-Superior mills, with a capacity of 37,000 bbls, as reported to The Northwestern Miller:

	Output bbls	Pct. of activity
April 21-26	21,815	60
Previous week	13,210	36
Year ago	20,130	54
Two years ago	17,860	48

### NOTES

Henry Kuehn, of the King Midas Mill Co., Minneapolis, was a visitor in this market April 22.

John McCaull, J. P. Mitchell, and A. H. Anderson of Minneapolis were on 'change April 25.

N. M. Paterson, of N. M. Paterson & Co., Ltd., Fort William, Ont., called on the trade here April 23.

Piling for the new storage addition of the Occident Elevator Co. is progressing rapidly. As soon as this is completed work will be rushed for completion in time to handle the new crop next fall.

An indication of revived export demand for durum wheat was brought out April 23, with a little business locally and a good quantity booked at the seaboard. This shows that the market is getting close to a workable basis.

Grain stocks show a 303,000 bu increase for the week ending April 26, with total elevator holdings of 37,999,000 bus, besides 965,000 bus held afloat in boat bottoms. Last year at this time lake shipping was on and loadings of grain begun, reducing accumulations to 29,576,000 bus.

President H. S. Newell, vice president C. C. Blair, secretary-treasurer Charles F. Macdonald, and H. J. Atwood of the Duluth Board of Trade left April 25 for Washington, D. C., to be in attendance at the annual meeting of the Chamber of Commerce of the United States. W. J. McCaube, now in the East, will also attend the conference.

The Cleveland-Cliffs Steamship Co., operating a fleet of freighters on the Great Lakes, has filed notice in district court that it will appeal to the state supreme court to set aside a verdict of \$28,275 awarded the Cargill Grain Co. recently. Damage was recovered by the

grain company on complaint that a cargo of grain had spoiled by being carelessly handled at a lower lake port.

Two steamers cleared this port April 20 for Fort William, Ont., to bring back coal cargoes for a local dock. They were the first large lake freighters to depart this year or to arrive in the harbor from outside points. Several boats were under elevator spouts April 26 for cargoes of wheat and barley, but no vessels are scheduled to depart for the lower lakes until word is received that the ice situation at Whitefish Bay is cleared up, and free passage made possible.

## MONTANA

Montana millers are booking flour at prices which indicate that buyers are not confident of wheat values. Prices range a little lower.

Quotations, April 26, f.o.b. mill, car lots, cotton 98's: first patent \$5.50@5.70 hbl, standard patent \$5.30@5.50, first clear \$5.10@5.30.

### CO-OPERATION WITH FEDERATION

Greater co-operation by members with the Millers' National Federation is evidenced in the news items in a recent issue of the Hook-Up, house organ of the federation. First returns from the referendum and questionnaire on trade practice rules for the milling industry indicate that a heavy final vote will be cast. The largest number of companies ever to furnish cost comparisons to the federation sent in reports for the last half of 1929. Detailed data were submitted by 99 firms, representing approximately half the flour milled in the country during that period. Results are being sent to all members. Reports to the federation on wheat stocks as of March 31, also reached record proportions.

## MILLS ARE MORE ACTIVE THAN DURING MARCH, 1929

Department of Commerce statistics on wheat ground and wheat milling products for the month of March, 1930, show mills a trifle more active during the month than they were last year. Per cent of total capacity operated, calculated on preliminary figures, shows 54.7 per cent operation, as against 53.9 per cent in March, 1929. Less intensive operation during January and February of this year, however, brings the operation index for the quarter 1 per cent under last year's three months' average of 57.2 per cent.

For March, 1930, a total of 893 concerns reported 1,045 mills, of which 83, with a daily capacity of 36,545 bbls, were idle. Over 90 per cent of the milling production of the country is represented in the figures, which show 43,095,000 bus of wheat ground, 9,349,768 bbls of flour produced, and 763,593,000 lbs of mill offals. Wheat ground per barrel of flour produced during the month was 276.6 lbs, as compared with 273.7 lbs per bbl in March, 1929. In other terms, almost 3 lbs more wheat was ground to produce the average barrel of flour during March this year than last.

A comparative statement for 695 identical concerns shows a somewhat larger capacity operated by these companies, 56.2 per cent operation being recorded.

### NORTHWEST CHEMISTS MEET

MINNEAPOLIS, MINN.—At the regular bi-monthly meeting of the northwest section of the American Association of Cereal Chemists, in Minneapolis, April 25, Dr. Julius Hendel, head chemist and salesman for the Cargill Elevator Co., discussed in an interesting manner his experiences on the European trip from which he returned a month ago. He spent some time in Italy, Holland and Germany, interviewing millers, but, because of the apparent determination of European countries to tax and limit the use of imported wheat, he is not very optimistic over the future of wheat exports from this country.

A new harvesting machine which stacks the headed grain as it is cut has been developed and successfully used by farmers in the vicinity of Shelby, S. D.

# THE SOUTHWEST

ROBERT E. STERLING, SOUTHWESTERN MANAGER

612-614 Board of Trade, Kansas City, Mo.

Correspondents at Aichison, Hutchinson, Oklahoma City, Omaha, Salina and Wichita  
Cable Address: "Palming"

**KANSAS CITY**

Pursuing a policy of picking up flour at what they consider bargain prices, bakers and jobbers alike came into the market and booked a fair volume of flour to cover their immediate and near-by needs, thus giving the total sales for the week a decided boost. As in the past, virtually all bookings were for very modest amounts, but were so numerous that the total came to about 50 per cent of capacity. On one day alone buyers showed such interest that slightly over 100 per cent of capacity of Kansas City mills was booked.

**Inquiry Good.**—Market dips brought out a fair amount of inquiry from all classes of the trade and brought about a more optimistic feeling among millers, for even though no sales were made inquiry was taken as an indication that the trade has need of flour and that a fair amount remains to be booked on the old crop. Nearly all inquiry dealt with shipment during the next month.

**Shipping Directions Slow.**—New sales rather overshadowed the slowness of shipping directions, but they are in rather disappointing volume. This condition is by no means the case at all mills as one or two report their contracts in better shape than ever before at this time of year. Reflecting improved sales, production has increased and is better than for many weeks past.

**Export Better.**—By far the most important feature of the market this week has been the improvement in export workings. Some lots of 3,000 to 5,000 bbls have been sold to Holland, and the United Kingdom has also shown enough interest to absorb some scattered shipments of smaller amounts. Mills generally are reticent about admitting the business was done under the terms of the government storage arrangement, but it is rumored this is the case. Clears are hard to move in domestic channels even at attractively low prices. Other southwestern mills report good export business, both to the Continent and the Latin American countries.

**Prices Lower.**—Increased bookings are largely a result of 10c to 25c declines in flour prices. Quotations, April 26, basis cotton 98's or June 140's, f.o.b., Kansas City, dark hard winter wheat: short patent, \$5.50@6.10; 95 per cent, \$5.25@5.60; straight, \$5@5.30; first clear, \$4.25@4.35; second clear, \$3.65@3.75; low grade, \$3.50.

Foregoing are nominal prices named by established terminal and interior mills on flour under their own brands. On round lots, to large buyers or for export, actual sales may range, particularly on the better grades of flour, 10@50c under figures named.

**Production.**—The first table below shows the flour production and rate of activity of 60 representative southwestern mills, exclusive of Kansas City, Wichita, Omaha, St. Joseph, Salina and Aichison. Additional tables give the production and activity of principal milling centers in the territory.

60 REPRESENTATIVE MILLS			
	Weekly capacity bbls	Flour output bbls	Pct. of activity
April 20-26	322,950	184,330	57
Previous week	322,950	184,991	57
Year ago	329,550	199,762	61
Two years ago	321,300	177,152	54
Five-year average			54
Ten-year average			54
KANSAS CITY			
April 20-26	188,700	152,912	81
Previous week	188,700	150,060	80
Year ago	197,700	145,463	73
Two years ago	157,700	127,068	69
Five-year average			62
Ten-year average			59
WICHITA			
April 20-26	62,400	30,622	49
Previous week	62,400	35,890	58
Year ago	62,400	38,269	61
Two years ago	62,400	25,411	41

SALINA			
April 20-26	48,000	34,762	72
Previous week	48,000	32,401	68
Year ago	48,000	35,914	75
Two years ago	46,500	10,272	22
OMAHA			
April 20-26	27,300	24,822	91
Previous week	27,300	26,822	95
Year ago	27,300	17,490	64
Two years ago	27,300	20,503	75
ST. JOSEPH			
April 20-26	47,400	25,419	54
Previous week	47,400	6,952	15
Year ago	47,400	26,855	56
Two years ago	47,400	26,804	57
ATCHISON			
April 20-26	31,500	28,759	91
Previous week	31,500	29,257	93
Year ago	31,500	30,905	98
Two years ago	30,900	25,712	83

**PERCENTAGE OF CAPACITY SOLD**

Reports of about 70 mills to The Northwestern Miller showed sales represented per cent of capacity as follows:

April 20-26	62
Previous week	53
Year ago	31

Of the mills reporting, 1 reported domestic business active, 16 fair, 15 quiet, 4 slow, and 8 dull.

Direct export shipments of all reporting mills outside of Kansas City were 29,034 bbls last week, 19,365 in the previous week, 10,867 a year ago, and 10,901 two years ago.

**RESERVE BANK FLOUR OUTPUT ANALYSIS**

The monthly review of the Federal Reserve Bank of Kansas City, analyzing flour production in the tenth federal reserve district, says: "Flour mills in this district were operated during March at 65.2 per cent of capacity, compared with 66.1 per cent in February and 67.6 per cent in March last year. Because of a difference of three milling days, however, the March output exceeded that of February by 131,437 bbls, although it was 106,775 bbls below the production for March, 1929. The number of barrels produced at the different milling centers compiled from reports to The Northwestern Miller, follows:

	1930		March, 1929
	March	February	March
Atchison	126,096	121,581	111,012
Kansas City	608,745	577,072	631,872
Omaha	109,509	85,655	81,954
Salina	146,679	137,377	172,037
St. Joseph	140,407	69,215	101,448
Wichita	137,083	171,346	151,013
Outside	803,503	776,309	946,861
Totals	2,070,022	1,928,585	2,176,797

**NOTES**

Paul McCarthy, Illinois representative of the Larabee Flour Mills Co., Kansas City, spent Easter in Kansas City with his parents.

E. B. Hackney, president of the Blair Milling Co., Aichison, Kansas, accompanied by Mrs. Hackney, visited in Kansas City recently.

Peter Derlien, field representative of the New Era Milling Co., Arkansas City, Kansas, spent the week visiting in Kansas City and in Kansas.

Thad L. Hoffman, president of the Flour Mills of America, Inc., Kansas City, visited over Easter with his brother, Ralph W. Hoffman, at Enterprise, Kansas.

Stewart P. Elliott, sales manager of the Sperry Flour Co., San Francisco, stopped in Kansas City on his way to the eastern markets, where he will call on the trade the next six weeks.

C. F. Dietz and Clarence M. Hardenbergh, vice presidents of the Commander-Larabee Corporation, Minneapolis, were in Kansas City last week on a tour of several offices of the corporation.

Miss Hester Warkentin, daughter of Mr. and Mrs. Carl B. Warkentin, of Kansas City, was removed to her home last week after several weeks in a local

hospital following a severe operation. She is on the road to complete recovery.

John C. Koster, export manager of the Larabee Flour Mills Co., Kansas City, returned last week from two months in the Latin American countries, during which time he said he heard many complaints about the dullness of business.

J. Angulo, who has resigned as assistant export manager of the Midland Flour Milling Co., Kansas City, will leave this week to take over his duties as export manager of the Wichita (Kansas) Flour Mills Co. Mrs. Angulo will accompany him.

Frank Rochford, manager of the Kansas City office of the Pillsbury Flour Mills Co., and William Cunningham, Minneapolis, of the company's legal department, recently visited the Aichison, Kansas, and Enid, Okla., units of the company.

B. F. Hargis, a pioneer grain merchant of Kansas City and one of the oldest members of the Board of Trade, is seriously ill of heart disease at his home. Mr. Hargis is father of B. L. Hargis, Kansas City manager of Lamson Bros. & Co.

T. R. Botts, manager of the Reynier Van Evera Co., Kansas City, and Laurence B. Chapman, president of the Walnut Creek Milling Co., Great Bend, Kansas, are on a trip to California. Mr. Botts will return with Mrs. Botts who has been visiting there for some time.

Kansas City millers and grain exporters gave a testimonial dinner to Dr. C. O. Swanson, head of the department of milling at the Kansas State Agricultural College, Manhattan, April 28, at the Kansas City Athletic Club. Dr. Swanson will depart soon on a four-month European trip to investigate the use of American wheat in foreign markets.

H. C. Justesen, of Justesen Bros., importers of flour and cereals, Copenhagen, Denmark, is visiting J. Juul, president of the Southwestern Milling Co., Inc., Kansas City, accompanied by Mrs. Justesen. Before coming to Kansas City, Mr. Justesen called on the trade in New Orleans, Galveston and St. Louis. He later intends to go to California.

Charles W. Lonsdale, president of the Simonds-Shields-Lonsdale Grain Co., Kansas City, motored to Washington with Mrs. Lonsdale, to attend a meeting of the Chamber of Commerce of the United States of which he is vice president of the southwestern district. It is expected he will be re-elected this year. J. J. Kraetli, of the J. E. Rahm Grain Co., Kansas City, and a counselor of the organization, left later in the week for the meeting.

Carl B. Warkentin, president of the Midland Flour Milling Co., Kansas City, Charles W. Lonsdale, president of the Simonds-Shields-Lonsdale Grain Co., Kansas City, and J. Perry Burrus, president of Tex-O-Kan Flour Mills Co., Dallas, Texas, are among those from the Southwest in attendance at the meeting of the Chamber of Commerce of the United States in Washington this week. Both Mr. Lonsdale and Mr. Burrus are directors of the national chamber.

Transactions in wheat futures on the Kansas City Board of Trade April 22 were 8,257,000 bus, the second largest day on record, being exceeded only by July 18, 1929, when the total was over 10,000,000 bus. The large trade was principally the result of the 6,000,000-bu purchase of cash wheat by the Grain Stabilization Corporation from local elevators. The sellers of the cash wheat were given an equivalent amount of May futures from the accumulated holdings of the grain corporation.

Charles H. Newman will this week retire as manager of the Texas Star Flour Mills Co., Galveston, and assume his new duties as vice-president and manager of Tex-O-Kan Flour Mills Co. with headquarters at Dallas. He is succeeded at Galveston by James E. Haviland, until recently in the flour trade at New York. Paul H. Bimmerman, of the sales department of the Texas Star company, has been transferred to Kingfisher, Okla., to become manager of the Bob White Flour Mills, another Tex-O-Kan unit. W. Lee O'Daniel, manager of the Burrus and

Morten mills at Fort Worth and Dallas, who has been supervising the Bob White business, will continue as president, but active direction will be under Mr. Bimmerman.

The marriage of Miss Mildred Lonsdale, daughter of Mr. and Mrs. Charles W. Lonsdale, to Oliver Constock Thornton was celebrated at St. Paul's Church in Kansas City, April 22, in the presence of a large company of Kansas City friends and numerous guests from Minneapolis, Chicago and other cities. Mr. and Mrs. Thornton are now on a several weeks' honeymoon journey to Florida and Cuba. They will make their home in Kansas City, where Mr. Thornton is engaged in insurance. Mr. Lonsdale is president of the Simonds-Shields-Lonsdale Grain Co.

**ATCHISON-LEAVENWORTH**

Mills continue to report a rather scattered flour demand, some mills' sales equaling capacity, while others, who were not so fortunate in picking up some of the round lots of available orders, report sales falling off. All of the buying is more or less spasmodic, some purchasers merely covering immediate requirements. Some bakers are inclined to cover their May, June and July requirements. It is not that buyers have much confidence in present values, but bakers feel that prices are low enough to insure a fair profit on current business. Export trade is again dormant, no sales being reported as a result of exchange of cables. Flour prices are slightly lower than a week ago. Quotations, basis cotton 98's: hard wheat, short patent, \$5.70 @5.90; straight, \$3.45@3.65; first clear, \$4@4.10.

**NOTES**

W. W. Blair, of the sales department of the Blair Milling Co., Aichison, was a St. Louis visitor last week.

E. B. Hackney, president of the Blair Milling Co., Aichison, accompanied by Mrs. Hackney, was a Kansas City visitor last week.

E. J. Kelly, formerly of the Hall Milling Co., St. Louis, was in Aichison last week en route to Omaha, where he plans to engage in the flour brokerage business.

William Cunningham of the legal department of the Pillsbury Flour Mills Co., Minneapolis, with Frank Rochford, manager of the Kansas City office of the company, were Aichison visitors last week.

**SALINA**

The flour market remains consistently the same with steady prices and shipping directions coming in at a fair rate. Mills report an improvement in production. Export business is picking up, one mill shipping an order for 5,000 bbls to South America. Quotations, April 24, basis Kansas City, cotton 98's: short patent, \$6.40 bbl; straight, \$5.50@5.75; 95 per cent, \$5.75@6.10.

**NOTES**

J. J. Vanier, manager of the Western Star Mill Co., is on a short business trip in the central states.

According to reports received at mill offices rains over central and western Kansas have greatly benefited wheat.

H. S. Jones, manager of the Chase Bag Co., Kansas City, and H. H. Kanatzer, Hutchinson representative, visited the Salina mills April 24.

**OKLAHOMA**

Although prices hold to low levels, sales are very light, which is not extraordinary for this time of year. Sales are confined largely to mixed car buyers. Operations are somewhat curtailed. Shipping instructions are rather unsatisfactory on the whole, and export business is light, although showing some signs of improvement. Quotations, April 23, hard wheat short patent, \$6.15 bbl; soft wheat short patent, \$6.35; standard patent, \$5.65.

**NOTES**

The Lemons-Thompson Grain Co., Amarillo, Texas, was recently chartered with capital of \$70,000.

The McConnell Grain Co., Kings Mill,

Texas, has begun construction of a grain elevator to be completed by July.

General Mills, Inc., Enid, Okla., was host April 23 to representatives from branch plants of the company throughout the state.

Felix Neff, Canyon, Texas, has awarded the contract for the construction of a \$12,000 elevator to the Star Engineering Co., Wichita, Kansas. Equipment includes modern loading arrangements, and operation is scheduled to commence on June 1.

The A. F. Roberts Construction Co., Sabetha, Kansas, has been awarded contracts for the construction of three 25,000-bu crib type elevators for the Oklahoma Wheat Pool Elevator Corporation, in the Texas towns of Abell, Adrian and Bovina.

The amended charter of the Whole Wheat Milling Co., Little Rock, Ark., provides for capital of \$20,000, represented by 600 shares of preferred stock with \$25 par, and 500 shares of common stock of par value of \$10. Incorporators are Benjamin F. Myers, V. E. Myers and E. M. Myers.

### HUTCHINSON

Slightly improved flour business materialized last week on new low prices for the year. New business in the main came from blenders who are shifting from soft wheat flour. Some fair sized lots were sold. Export sales reached a greater volume than in some weeks, with most of the flour going to Latin America. More sales could have been made if mills had cleared to offer. Prices were fairly satisfactory. Directions on old contracts were disappointingly slow. Quotations, basis cotton 98's, Kansas City: short patent, \$5.90; straight, \$5.40; first clear, \$4.25.

#### NOTES

Laurence B. Chapman, president of the Walnut Creek Milling Co., Great Bend, Kansas, has gone to California for a short stay.

P. H. Baum, secretary-treasurer of the William Kelly Milling Co., has returned from a visit with the trade in the southeastern states.

J. C. Regier, president of the Buhler (Kansas) Mill & Elevator Co., has been elected vice president of the Buhler Chamber of Commerce.

J. M. Blair, manager of the Lyons (Kansas) Flour Milling Co., accompanied by Mrs. Blair, has gone to Chicago on a combined business and pleasure trip.

"One fourth of the wheat acreage in southwest Kansas and the adjoining corners of Colorado, Oklahoma and Texas can be plowed under with no loss, and with favorable conditions the balance of the acreage should average about 10 bus," said G. D. Estes, manager of the Midwest Grain Co., on returning from a five-day tour of the wheat belt. "This view is based on my own observation and conversation with farmers everywhere I drove."

### WICHITA

The lower market on flour attracted considerable buying, especially late in the week. Both foreign and domestic demand was more active, with export buyers showing greatest interest. Shipping directions continued fair, also showing some increase in volume. Prices are off around 40¢@50¢. Short patent flour, in cotton 48's, is quoted at \$6.20@6.10, basis Kansas City territory.

#### NOTES

Robert C. Harnsberger, sales manager for the Page Milling Co., Luray, Va., visited Wichita mills last week.

J. H. Moore, president of the Wichita Flour Mills Co., visited the Aeme Flour Mills Co., Oklahoma City, last week.

C. B. Moore, of the Wichita Flour Mills Co., traveled with the annual good will tour of the Wichita Chamber of Commerce last week.

#### MILLER COMPLETES HOME

LOUISVILLE, Ky.—Dr. David C. Morton, president of the Ballard & Ballard Co., Louisville, recently completed a new home, one of the largest and finest in the city.

## CENTRAL AND SOUTHERN STATES

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### TOLEDO

The trend in the wheat market has been definitely downward, despite more liberal takings for export. New low levels for the crop year were established last week, and the future course of prices will be influenced by weather conditions and the outlook for the coming crop, which is now considerably improved over a few weeks ago.

**Killing the Crop.**—Given the slightest pretext, it is almost inevitable that there should be premature killing of the wheat crop, and this year was no exception. It stimulates trading. That it was premature, and that the price levels made possible by it could not be maintained is now a matter of history. The growing crop, while not yet made, has been benefited by rains, although they were a long time coming in some sections, and the prospects have been released from the fog and gloom that enshrouded them.

Furthermore, as the time approaches for another harvest, earlier estimates of the probable carry-over, as being about equal to that of a year ago, are finding confirmation. There have been no published reports of dumping wheat by federal agencies, either as wheat or flour, and the present policy seems firmly set against it. Hence the surplus is being preserved unimpaired except by natural movement. The result will be seen when the impact of the new crop wheat hits the congested stocks in the carry-over. So far the market has been standing up remarkably well.

**Directions Bothering.**—Flour prices have tended steadily downward, and are now at the low point of the crop. Millers were not averse to an advance in wheat and flour prices, for the obvious reason that it would reduce losses in early bookings, and would facilitate directions, but it now seems that they must get along without this help. It is reported here that western hard wheat mills are much more concerned about getting directions of previous unusually heavy suspended shipments than on making fresh sales.

While it is not possible to give an accurate and comprehensive cross section picture of soft wheat milling conditions at this time, inasmuch as no thorough canvass and survey has been made recently, it is suspected that business has not made any particular and outstanding spurt as a result of the decline in prices. Mills appear to be operating at about the same rate as heretofore, a little less in some cases, and there is a more or less steady flow of orders, even if they be small and intermittent, but the need of business is emphasized by the very low prices made by some mills on some sales which are constantly coming to light. These sales are evidently made without any profit, and serve to undermine the whole price structure.

Whatever else may be said about it, this looks like a year when it would be well to get everything liquidated, all flour delivered and paid for, or settled for if canceled, before the advent of another crop buying period. A new epoch of governmental agencies in the business of agricultural products is being inaugurated, however it may be misstated and misrepresented. Soft wheat millers have one thing to be thankful for: they can thank their lucky stars that selling flour for distant delivery does not obtain with them to an extent comparable to that in hard wheat milling. This is not so much due to their own virtue, perhaps, as to the custom of the trade.

**Flour Prices.**—Soft winter wheat standard patent flour was quoted, April 25, at \$5.20, local springs \$5.50 and local hard

winters \$5.25, in 98's, f.o.b., Toledo or mill.

Output by mills in Ohio, Indiana and Michigan, including those at Toledo, as reported to The Northwestern Miller:

	Weekly capacity bbls	Flour output bbls	Pct. of activity
April 20-26	131,550	88,323	67
Previous week	137,356	96,041	69
Year ago	134,500	81,512	60
Two years ago	117,450	69,348	59
Three years ago	76,549	36,728	52

#### NOTES

O. B. Grosvenor, of Piqua, Ohio, representative of the Commander Milling Co., Minneapolis, was in Toledo several days last week.

Inventory of the estate of the late James E. Rundell, formerly in the grain business at Toledo and subsequently president of the Buckeye Producing Co., was probated last week and totaled \$154,341.

C. A. Kidwell, Washington, Ind., has taken the account of the H. H. King Flour Mills Co., Minneapolis, Minn., for southwestern Indiana. He also represents the Aviston Milling Co., East St. Louis, Ill.

### NASHVILLE

Buyers continued to come into the market for lots of a few hundred barrels and less, mainly for shipment within 60 days. Volume is about up to average for this season of the year.

Sales are around 50 per cent of the capacity of mills, while shipments on old contracts have been in fairly satisfactory volume. Running time at the mills has been well sustained, being considerably better than at the corresponding time last year. General reports indicate that stocks remain low, and the outlook is favorable. Shipments are absorbing output.

Flour prices are at the lowest level of the season, most prices having declined around 25¢ bbl. Quotations, April 26: best soft winter wheat short patent, 98-lb cottons, f.o.b., Ohio River stations, \$7 @ 7.50 bbl; straights, \$5.75@6; first clears, \$4.50@5.

Unsettled market conditions have resulted in moderate trade for mill agents, handling Minnesota and western flours. Supplies of large buyers continue fairly liberal, though not as large as usual at this season. Quotations, April 26: spring wheat first patent, \$6.75@7.25 bbl; standard patent, \$6.50@6.75; hard winter wheat short patent, \$6@6.50; straights, \$5.50@6.

Output of flour by southeastern mills, as reported to The Northwestern Miller:

	Weekly capacity bbls	Flour output bbls	Pct. of activity
April 20-26	116,320	79,108	68
Previous week	116,820	81,702	69
Year ago	135,120	68,022	50
Two years ago	128,220	62,557	49
Three years ago	160,620	93,341	58

#### NOTES

J. M. Wilkerson, of the State Milling Co., Nashville, has been in California.

Aaron Waller, 68, prominent grain dealer of Henderson, Ky., died recently after a brief illness of pneumonia.

Stocks at Nashville, and comparisons with last year shown in parentheses, as reported by the grain exchange, on April 26: flour, 47,500 bbls (57,500); wheat, 475,000 (502,000); corn, 66,000 (110,000); oats, 191,500 (666,000).

### EVANSVILLE

Lower wheat prices have resulted in slight reduction in flour. Trading is generally good, with export demand showing continued improvement. Shipping instructions are steady. Quotations, April 26, 98-lb sacks, car lots, f.o.b., Evans-

ville: soft winter wheat best patent \$7 bbl, first patent \$6.50, 95 per cent \$6; Kansas hard winter short patent \$7, first clear \$5.60, second clear \$5.25.

The Lake Milling Co., the plant of which at Richland, Ind., was recently destroyed by fire, is rebuilding on the old site and hopes to be in operation in its new \$25,000 modern plant by June. The main building is 4x48 feet, three stories in height. A second structure of the same dimensions, to be used for handling mixed feeds and chick feed, is being built. The plant is owned and operated by the Kincaid Bros.

### INDIANAPOLIS

The past week failed to bring about any noticeable improvement in flour demand. Buyers are filling needs in small lots, and seem to favor the hand-to-mouth policy, which is particularly true of the small baker. Large buyers are cleaning up old contracts, and show little interest in new purchases. The general volume of business was small and consisted entirely of routine needs, with few lots of more than single cars being booked.

Foreign demand showed some improvement, and one fair sized lot was booked for the Continent. Family trade continues just fair, and wholesale distributors seem inclined to hold down the size of orders. Directions on old contracts are slow, with operations barely normal. Prices declined about 15¢ bbl at the close.

Quotations, April 26, f.o.b., Indianapolis, basis 98-lb cottons: soft winter special short patent \$6.55@6.65 bbl, fancy short patent \$6.15@6.35, straight patent \$5.75 @ 5.95, first clear \$4.90@5.20; hard winter short patent \$6.60@6.70, fancy patent \$6.20@6.40, standard patent \$5.80@6, first clear \$4.95@5.25; spring short patent \$6.60@6.80, standard patent \$6.20@6.75, first clear \$5.15@5.75.

#### NOTES

R. M. Geibes, of the Geibes Bros. Flour & Feed Co., Clay City, Ind., spent several days last week in Indianapolis.

Robert L. Sanford, representative of the Quaker Oats Co., flour and feed department, Chicago, called on the Indianapolis trade last week.

Leon V. Schwebel, of the Indiana Flour & Feed Co., Terre Haute, was in Indianapolis last week, and called at the office of the Mid-West Flour & Feed Co.

R. H. Northrop has been appointed manager in charge of the National Bread Co., Indianapolis. Mr. Northrop was formerly district manager for the firm at Buffalo, N. Y.

Many applications have been received from pupils of Indianapolis high schools for the \$500 scholarship award to be made by the Kroger Grocery & Baking Co.'s scholarship committee at Indianapolis at the close of the school year, to the most outstanding senior in Indianapolis high schools.

### NORFOLK

The flour market is lower, and demand is dull, with offerings heavy. Quotations, April 25: northwestern spring patents \$7.10@7.20, second, patents \$6.80@6.90; top winters \$5.90@6.10, second patents \$5.65@5.85; Kansas patents \$5.95, second patents \$5.60; Virginia and Maryland straights, \$5.50@5.60.

### SHANGHAI INTERESTED IN FOREIGN FLOUR, IS REPORT

WASHINGTON, D. C.—Last season's poor rice crop and the consequent increase in rice prices has stimulated interest in foreign wheat flour on the Shanghai market, according to cablegram report to the Department of Commerce. Reports to the Department of Agriculture, however, indicate little change in the wheat and flour milling situation in Shanghai during the past month. More than half the mills are idle awaiting the new crop wheat which will not be available before May. Weather conditions have been favorable in the Yangtze Valley, and prospects for the new crop are considered favorable. The local flour market continues dull due to the poor demand for flour from North China and South China ports.

## ST. LOUIS DISTRICT

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Cable Address: "Palming"

**ST. LOUIS**

With a large number of flour buyers saying "I told you so," millers last week were able to take another considerable volume of flour on their books. Business did not consist of large lots, but nearly everyone who was in actual need of flour before the new crop offerings are on the market was a willing listener to mills' sales talks. As the decline continued almost daily, mills were able to take in quite a lot of flour that was on resting bids. The rumor that buying into the new crop year was going on was held unlikely by most St. Louis millers, and it is not believed to be prevalent although there may have been rare cases of this extremely risky business.

**Bakers Best Buyers.**—With Chicago May almost at the dollar mark, flour is extremely cheap no matter how much lower it may go. While the baker can take advantage of this philosophy and hook now knowing that he is going to make a very good profit on his flour, the family trade jobber, of course, has to sell his flour at prices in line with subsequent happenings in the market. Therefore, the best demand at present is from the bakery trade, although it is believed that jobbers, as a class, are most in need of flour. The situation is so extremely dangerous for them, however, that they are staying just as close to their requirements as possible.

**Directions Good.**—Shipping directions, in spite of a declining market, are coming in well which is another proof of the benefit to mills of selling for short periods ahead. There seems little doubt that the trade is going to need the flour that it has got booked between now and the new crop, and it would not be surprising if mills went into the new crop year with the smallest carry-over of flour bookings for some years.

**Exports Low.**—Export business was not so good last week, although a few fair sized sales to northern Europe were reported. Inquiry from abroad is still fairly good, which indicates that importers are in need of flour, even if they are somewhat hesitant about the price at which they should buy it. Importers are even more bearish than domestic buyers, who are beginning to believe that when wheat gets down around a dollar it has gone low enough. If there should be any sign of strength in the market, it would not be surprising to hear of some fair sized export sales.

**Flour Prices.**—Quotations, April 26, basis 140-lb jutes, St. Louis: soft wheat short patent \$5.45@5.85, straight \$5@5.25, first clear \$4@4.40; hard winter short patent \$5.20@5.40, 95 per cent \$4.85@5, first clear \$4.20@4.40; spring top patent \$5.85@6.20, standard patent \$5.50@5.85, first clear \$4.50@4.75.

**FLOUR OUTPUT**

Output of St. Louis mills, with a weekly capacity of 60,900 bbls, as reported to The Northwestern Miller:

	Output bbls	Pct. of activity
April 20-26	38,800	64
Previous week	32,100	53
Year ago	34,200	56
Two years ago	31,100	51

Output of outside mills, with a weekly capacity of 87,000 bbls, the product of which is sold from St. Louis:

	Output bbls	Pct. of activity
April 20-26	43,100	49
Previous week	38,500	44
Year ago	41,100	47
Two years ago	41,900	48

**NOTES**

E. Nattkemper, sales manager for the Decatur (Ill.) Milling Co., was in St. Louis last week.

L. C. Chase, president of the Valier & Spies Milling Corporation, St. Louis,

went to Chicago for a brief business trip last week.

Malcolm D. Smith, of the Inland Milling Co., Des Moines, Iowa, was a St. Louis visitor last week.

F. I. Hauser, of the Kansas Flour Mills Corporation, Kansas City, was on the floor of the St. Louis Merchants' Exchange, April 26.

L. J. Walsh, manager of the feed department of the Washburn Crosby Co., Kansas City, was a visitor at the St. Louis branch office of the company last week.

J. L. Walker, of the Larabee Flour Mills Co., Kansas City, accompanied by Mrs. Walker, were week-end visitors in St. Louis last week. They were the guests of E. J. Zirnheld, of the Zirnheld Flour Co.

The Commonwealth Flour Mills, Inc., operating company for the recently merged Hall Milling Co. and Bernet, Craft & Kauffman Milling Co., will move into its new offices in the Planters building, St. Louis, May 3.

J. S. Mann, who was in the grain trade at St. Louis 50 years ago and is now in the clothing business at Winfield, Kansas, was on the St. Louis exchange last week. He said that in his part of Kansas wheat was in very poor shape as there had been no real rainfall since last July.

Hubert Justesen, of Justesen Bros., flour importers of Copenhagen, Denmark, spent several days in St. Louis last week, calling on local mills and other companies that he represents in Denmark. Mr. Justesen, who was accompanied by Mrs. Justesen, left here for Kansas City, whence he will go to Oklahoma and California, returning later via Minneapolis and Chicago to New York.

**NEW ORLEANS**

Despite the lower prices there is not much interest being shown in flour. The majority of buyers have lost confidence in the market, and cannot be persuaded to take hold in large quantities. Bakers are complaining about poor business in some sections of the city, although a few are reporting a fair consuming demand.

Quotations, basis 98's: spring wheat short patent \$6.75 hbl, 95 per cent \$6.35, 100 per cent \$6.15, cut \$5.90; hard winter short patent \$5.50, 95 per cent \$5.20, 100 per cent \$5.05, cut \$4.75, first clear \$4.60, second clear \$4.10; soft winter short patent \$6.60, 95 per cent \$6.10, 100 per cent \$5.90, cut \$5.60, first clear \$5.10, second clear \$4.60.

**Semolinas.**—The semolina market surprised the local trade by falling even lower. Prices are lower than they have been for many years and are showing no tendency to regain their normal levels. Despite these unusually low quotations, however, macaroni manufacturers are showing very little interest in offerings. The supply of semolina is much greater than the demand, which is the cause of the drop in prices. No. 2 is quoted at 3½c lb, bulk.

**Export Better.**—Foreign business declined somewhat, although a few buyers in foreign countries were making inquiries as a result of the drop in prices. The general trend is dull, and exports have shown a gradual decline for the past month. European shipments declined considerably, but Latin American exports held up fairly well. The steadiness of the market has caused some buyers in foreign countries to lose confidence in the market, but the lower prices are more in line with those of Canadian ports, and it is probable that business may increase shortly.

During the seven days ended April 25

a total of 45,854 200-lb bags of flour was shipped from this port, of which Latin America took 27,392 and Europe 18,462, as follows: Amsterdam 11,703 and Rotterdam 6,699.

**RISE**

The local rice market is exceedingly quiet, with only occasional sales being made for immediate delivery. Buyers took hold in fairly large quantities some time ago. Stocks are still large. Receipts and sales of both clean and rough are slow. Quotations are steady, with Blue Rose fancy being quoted at 1¼¢ 1½¢ lb.

Rough receipts during the season to April 25 amounted to 302,673 sacks, same period last year 291,955; clean receipts this season, 656,253 pockets, same period last year 918,415.

Rough sales during the season to April 25 amounted to 7,077 sacks, same period last year 37,457; clean sales this season 218,758 pockets, same period last year 223,480.

**NOTES**

Louis Torry, president of the Consumers' Biscuit Co., returned from a trip to Baton Rouge, La.

Mr. and Mrs. William Waterman and family returned from a short vacation trip to Abita Springs, La.

P. R. Percy, of the Pelican Cracker Co., returned from a trip of several days to Birmingham, Ala.

J. B. Thomson, of P. L. Thomson & Co., flour brokers, New Orleans, is making a trip in southwestern Louisiana in the interests of his firm.

Horace L. Pitcher, New Orleans representative for the Texas Star Flour Mills, was called to Galveston, Texas, April 26, to attend a salesmen's conference.

**MEMPHIS**

Movement of flour continues moderate and buyers are showing no inclination to anticipate needs. Consumption, perhaps, is about normal, but distributors report buying slow, as retailers are nearer on cash basis than usual. General conditions in this territory continue hesitant, although crop preparations are well advanced and indications are that acreage devoted to cotton will be as large as last year. In the effort to offset fear of low prices, cost of raising the crop is being kept at the lowest possible limit.

Shipping instructions are slow, and buying is only for immediate shipment or within 30 days. Action of the wheat market is being closely watched and is an important factor in governing buying attitude.

Flour quotations, April 26, basis 98's, f.o.b., ear lots, Memphis: spring wheat short patent \$6.90@7.10, standard patent \$6.40@6.50; hard winter short patent \$6.10@6.60; standard patent \$5.50@5.75; soft winter short patent \$7@7.90; standard patent \$6.40@6.75; western soft patent \$6.20@6.30; low proteins, \$5.40@5.60; blended 95 per cent patent \$6@6.15.

**NOTES**

J. Juul, president of the Southwestern Milling Co., Inc., Kansas City, spent a day in Memphis last week.

H. L. Douty, manager of the Memphis branch of Pillsbury Flour Mills Co., Minneapolis, has been on a trip to points in Alabama and Tennessee.

L. B. Driscoll, manager of the Memphis branch of Washburn Crosby Co., Inc., Minneapolis, is home after a trip to points in Florida and Alabama.

**LOUISIANA BAKERS OPPOSE STANDARD WEIGHT MEASURE**

NEW ORLEANS, La.—Bakers in New Orleans are watching with interest the action to be taken by the recently formed Northeast Louisiana Bakers' Association, with regard to the standard weight measure. The New Orleans Master Bakers' Association has gone on record as opposing this measure, and it is predicted that the Northeast Louisiana Bakers' Association will take a similar stand.

Officers of the new organization are J. W. Rohr, Ouachita Baking Co., Monroe, president; S. A. Kendrick, Morehouse Bakery, Bastrop, La., vice presi-

dent; A. T. Bond, Bond's Bakery, Monroe, secretary and treasurer.

The new association is also expected to investigate other problems which confront the bakers in this state. The stale bread problem is numbered among them. Bakers in New Orleans have decided that the legislature will not be appealed to for help unless bakers fail to come to a satisfactory understanding.

Bakers throughout the state, and users of motor trucks in other lines, are expected to watch developments closely in Baton Rouge when the legislature convenes in May, for it is understood that measures likely to add to the cost of truck operation may be introduced by lawmakers at the request of certain state departments that represent themselves as being badly in need of finance. It is understood that efforts will be made in the near future to organize a state association of bakers so that their problems may be presented before the legislature or the public with the united support of a majority of bakers.

**BELL TELEPHONE SERVICE OPENS TO SOUTH AMERICA**

Regular telephone service between North and South America has been inaugurated by the American Telephone & Telegraph Co. This service extends to all Bell system telephones in the United States and all telephones in Cuba, as well as to all important points in Canada and Mexico. In South America it includes the telephones of Argentina and of the cities of Santiago, Chile, and Montevideo, Uruguay. The daily service period is from 9 a.m. to 5 p.m., New York time.

A 5,300-mile short wave radio telephone circuit connects the over-sea radio stations of the American Telephone & Telegraph Co. in the United States with the International Telephone & Telegraph Corporation stations in the vicinity of Buenos Aires. The charge for a conversation between New York and Buenos Aires is \$36 for the first three minutes and \$12 for each additional minute. Rates for other points beyond New York or Buenos Aires are slightly higher depending on the distance.

The American Telephone & Telegraph Co.'s short wave radio telephone transmitting center at Lawrenceville, N. J., is the point for sending while the receiving station for voices from South America is at Neteong, N. J., which also receives short wave radio telephone transmission from Europe. The transmitting and receiving stations in South America are at Hurlingham and Platanos, respectively. Both stations are situated a few miles from Buenos Aires.

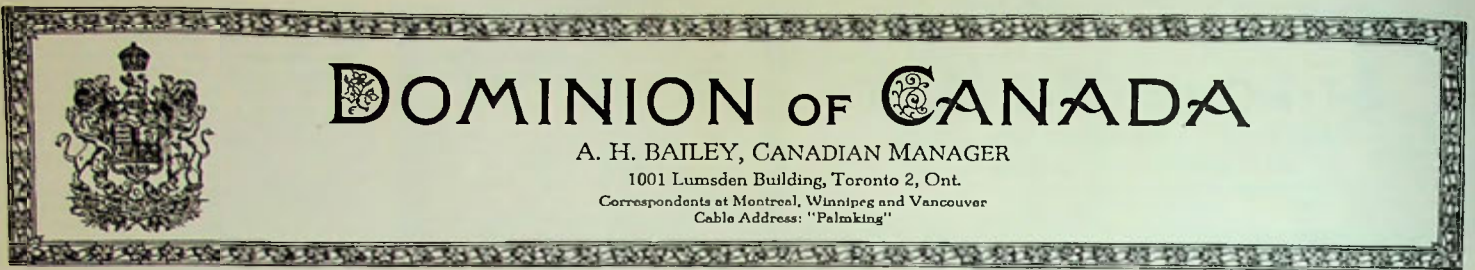
Calls are handled through "long distance" in the same manner as any other out-of-town call. When the operator answers, subscribers just ask for the South American operator.

**ANHEUSER-BUSCH IN THIRD YEAR OF YEAST BUSINESS**

The three-year old child of a parent organization recognized as one of America's outstanding industries for three quarters of a century, celebrates its third anniversary. The manufacture of a fine yeast did not present any new problems to Anheuser-Busch, with its tremendous resources, plant and experience. The company's only problem was the establishment of relations between bakers and their product. In three years, this has been accomplished in states which produce 75 per cent of the bakery goods of the nation.

The story of Anheuser-Busch yeast is an illuminating chapter in the history of this 74-year-old institution, as well as the yeast industry. Their progress in this field reflects the confidence reposed in their stability and established reputation for quality.

Yeast had its inception in the Anheuser-Busch plant at the beginning of the firm's business over 70 years ago. It was an important factor in brewing. This long experience is evidenced in the high quality yeast they have made available to the trade today, backed by a service in line with the needs surrounding a product of this nature.



# DOMINION OF CANADA

A. H. BAILEY, CANADIAN MANAGER

1001 Lumsden Building, Toronto 2, Ont.

Correspondents at Montreal, Winnipeg and Vancouver  
Cable Address: "Palmking"

## TORONTO

Mills selling spring wheat flour in this territory find business quiet. There is no buying for future needs, sales from day to day representing current consumption in bakeshops and dealers' stores. Much of the flour being delivered is on old contracts. Prices remain at former levels. Quotations, April 26: top patent, \$7.90; patent, \$7.65; second patent, \$7.30; export patent, \$6.90; first clear, \$6.20; graham flour, \$6.60; whole wheat flour, \$6.60, all per barrel, in 98-lb jute bags, f.o.b., mixed cars, less 10c bbl spot cash, plus cartage if delivered.

**Ontario Winters.**—Soft winters are selling to domestic buyers fairly freely, and mills that have wheat to grind are doing business steadily. Current sales are mostly for delivery in Ontario and the provinces to the east thereof. Prices asked by country mills range \$4.75@4.90 bbl for bulk lots of 90 per cent patents, in buyers' bags, basis Montreal freights, or \$4.95@5.10 bbl, in second-hand jute bags, car lots, Toronto or Montreal.

**Exporting.**—Spring wheat flour sales for export are mainly to the United Kingdom and Norway. Some smaller markets also are buying, but totals are much below normal. Mill prices for export patents to British importers range 29@30s per 280 lbs, jute, London basis, April-May seaboard loading.

Winters are nominally worth 32s 6d per 280 lbs, jute, London; Glasgow, 6d over. No sales.

### NOTES

A company is being promoted in Toronto for the purpose of establishing and operating a pie factory here.

In March over 4,000 tons of Canadian elevator screenings went to the United States for consumption there.

W. J. Hiltunen, of Helsingfors, Finland, who is visiting this continent on business, was in Toronto recently.

In the month of March Canada exported 27,796 cwt of rolled oats and oatmeal as against 23,974 cwt in February and 56,759 cwt in March, 1929.

R. C. Pratt, exporter of flour and cereals, Toronto, left April 22, on a business trip to Winnipeg. Mr. Pratt expected to spend three or four days in the western city.

Exports of millfeed from Canada in the eight months ending March were 36,068 tons, almost all of which went to the United States. This is a great falling off as compared with some previous years.

A statement made by another trade paper that W. B. Browne & Co., Toronto, will rebuild their mill at Norvall, Ont., which was burned some months ago, is not correct. No such decision has been made.

The date of the annual convention of the Bread and Cake Bakers' Association of Canada this year will be Oct. 13-15. Plans for space are already being submitted to the trade with request that applications should be filed as soon as possible. The convention is to be held in Toronto.

The Board of Railway Commissioners for Canada this week is hearing an application from the Halifax Harbor Commission asking that the present rate of 21.30c on wheat from Fort William, Port Arthur and Armstrong, Ont., to Halifax, be disallowed and that a rate of 11.6c be substituted. Coupled with this request is one from the Maritime Board of Trade asking for a rate of 9.34c per cwt on grain for export. Still another angle of this case is a request from the Canadian National Millers' Association that

## Hudson Bay Railway Being Completed

TORONTO, ONT.—Spring in Manitoba is bringing a resumption of activity on the Hudson Bay Railway, which was the subject of an article in *The Northwestern Miller* of March 5. The first train for Churchill, the terminus, left La Pas on April 12, carrying the Hon. John Bracken, the premier of Manitoba, a party of government and railway officials and a number of business people. Among these were grain men and contractors who contemplate the erection of a 2,500,000-bu terminal grain elevator at Churchill for the government.

A great deal of work remains to be done before this new road will be ready for traffic, but the government of Canada is pressing its early completion and equipment. At the same time arrangements for grain handling by rail and ocean vessels are being made in order to insure the prompt movement of traffic as soon as the railway is ready. The Dominion government itself will control the port and harbor facilities and no private monopolies are to be allowed.

When the outside world awakens to the significance of this new Canadian transportation enterprise, there will be a good deal more interest in it than has so far been the case. It will probably revolutionize the business of moving grain and other farm products from western Canada and the northwestern states to Europe.

any rate applied to wheat shall include flour.

## MONTREAL

Flour business continues on a hand-to-mouth basis, not only in export but also in domestic circles. This applies to both spring wheat flour and winter wheat flour. Prices are unchanged. Spring wheat flour is \$7.90 for first patent, \$7.30 for second patent, and \$6.90 for straight per bbl, less 10c for spot cash. Winter wheat flour is \$5.30@5.35 for choice grades in car lots, and \$5.60@5.70 in broken lots.

### NOTES

Harold Corrigan, grain and freight broker, and treasurer of the Montreal

Corn Exchange, who was taken ill in New York, is now recovered.

J. A. McDonald, of McDonald & Robb, Valleyfield, Que., was in Montreal recently.

W. H. McCarthy, general manager of the Standard Milling Co. of Canada, Ltd., Toronto, was a visitor at Montreal.

Lake of the Woods Milling Co., Ltd., announces a dividend of 1¼ per cent on the preferred stock, and 80c on the common stock, for the three months ending May 31, 1930.

Ten full cargoes of grain have been chartered for May shipment out of the port of Montreal, also considerable liner space. It is estimated that bookings represent approximately 5,000,000 bus.

## A Canadian Miller's View of Co-operation Between His Industry and the Pool

Editor *The Northwestern Miller*,

Dear Sir: As a Canadian miller of many years' standing, I have been greatly interested by the articles recently published on your Canadian pages on the subject of co-operation between the wheat pool and the industry of which I am a member. Apparently in this you have a twofold purpose. One of these is to increase the outlets for Canadian wheat and the other to secure for domestic millers a greater share in this distribution. Both of these purposes are laudable, and no good Canadian in or out of the industries concerned can do anything but agree that you are right.

As a miller, I should like to supplement what you have had to say by expressing certain opinions that are more or less commonly held in the trade. If you can find space for this letter I shall be obliged.

Exports of Canadian flour during the eight months ending with March were less by nearly 4,000,000 bbls, or almost 50 per cent, than in the same period of the previous crop year. There is scarcely a country in Europe that did not contribute to this decline. Apart from the imposition of excessive duties on flour as compared with wheat, which has been quite general in all the important markets of Europe, these countries have adopted several other kinds of discrimination that have favored wheat as against flour in regard to imports.

But, after full allowance has been made for the effect of these, there is left a more serious handicap on Canadian flour in the fact that the domestic mills of this country are compelled to pay the full equivalent of Winnipeg market quotations for every bushel of wheat they buy, while at the same time the pool is

selling wheat to transatlantic millers at the best price it can get. In many cases this best price is many cents per bushel below what Canadian millers have to pay. This constitutes an impossible handicap in markets where our flour comes into competition with that of European mills made from Canadian wheat.

The pool, in spreading its sales organization over foreign markets, has attempted to gain good will of foreign millers by giving them special prices and special treatment, but, in spite of such favors, foreign millers have no love for the pool. Meanwhile, the Canadian milling industry, which affords a bigger and better market than any other group, gets no consideration. European flour business that we formerly had, and might under better treatment have retained, is steadily slipping away.

Your articles on this subject were evidently an attempt to light the way to better relations between the millers and the pool. Whether or not either of these desire to push open the door that has been unlatched remains to be seen. By getting together now, while the circumstances are favorable, they may find a way of securing for the manufactured products of Canadian wheat a degree of long overdue recognition that will be extremely valuable to both. Without a robust and growing export trade in Canadian flour the wheat from which it is made will sink to the level of its cheapest competitor.

Your statement that the flour sells the wheat every time is perfectly true, and deserves the serious attention of the pool. Given a square deal in the matter of initial cost of wheat, and transportation charges for flour, Canadian mills will grind more than one half of the total

exportable surplus, and in marketing this will enhance the price received for the remaining half to an extent that may conceivably put the pool in a position to redeem its promise to obtain for its members a better average price than the open market affords.

By a singular coincidence, there appeared in your issue of April 9, together with the second of these Canadian articles on the pool, a copy of the contract which the United States Grain Stabilization Corporation is prepared to enter into with the American mills for the purpose of enabling them to export wheat as flour. Canadian millers should study the terms of that contract, and ask themselves if it would not be wise to enter into some similar plan with the pool. The matter is worth consideration.

I desire to write without bitterness, but cannot help feeling that Canadian millers have been altogether needlessly trampled on by the pool in the latter's mad rush to foreign markets with wheat. Canadian millers through the years have built up the wonderful reputation Canadian wheat now enjoys abroad, and yet the pool has gone over our heads with its bargains and given them to our competitors abroad. Let this end. We are all Canadians. Canadian wheat should be ground in Canadian mills. The Canadian pool and Canadian millers should work hand in hand against foreign competition.

So I say more power to The Northwestern Miller in your good work of trying to bring pool and millers into conference. Let Mr. Short meet Mr. MacPhail. Nothing but good can come of such a meeting, and I for one will look for and hope that such a plan will be evolved and that, in a year or two at most, half Canada's exportable surplus of wheat will go abroad as flour.

Yours truly,  
CANADIAN MILLER.

## WINNIPEG

The majority of mills report export business in flour almost at a standstill, while others say a little is being worked here and there, although the volume is not appreciable. Domestic sales last week were moderate, but the country appears to have sufficient to take care of immediate needs, and these purchases are having little effect on mill operation.

For delivery between Port William and the Alberta boundary, top patent springs were quoted, April 26, at \$7.65 bbl, jute, and seconds at \$7.05; cottons 15c more; Pacific Coast points 50c more. Second patents to bakers were quoted at \$7.05, car lots, basis jute 98's.

### NOTES

J. Akagi, of the Nippon Flour Mills, Japan, was a recent visitor to Winnipeg.

C. Fred Campbell was last week appointed manager of one of the Winnipeg offices of the E. J. Bawlf Grain Co., Winnipeg grain commission house.

Farmers in western Canada are estimated to have only 8,000,000 bus of wheat still to deliver from the 1929 crop compared with about 27,000,000 bus actually delivered in May, June and July last year.

G. R. Heasman, Canadian trade commissioner to Batavia, spent some time in Winnipeg last week. He reports a growing market for Canadian products in his territory and foresees the development of this market for Canadian flour.

Alberta's wheat acreage will not be decreased to any extent this year, according to reports reaching the government offices at Edmonton, from all parts of the province. In some of the newer sections



where land was broken a year ago there will be good increases.

Opening of navigation on the upper lakes has been delayed by recent frosts that have created a solid icefield in Whitefish Bay at the lower end of Lake Superior. It is not expected that any movement of grain from Fort William can take place before the end of this week.

D. B. Hanna, president of the Western Canada Flour Mills Co., Ltd., Toronto, will head a party of company officials coming up from the east to attend the official opening of the Bryce Bakeries, Ltd., a subsidiary of the milling company. The new plant at Winnipeg is now completed and will be officially opened, May 2. L. D. Jackson, general manager of the reorganized baking company, will be in the party and others will probably include A. J. Mitchell, vice president, of the Western Canada Flour Mills Co., Ltd., R. G. O. Thomson, secretary, and J. A. C. Kemp, Toronto bank official.

VANCOUVER

Export business in flour to the Orient continues almost negligible. There was a little inquiry from Hongkong last week, and although Canadian exporters are underquoting American shippers, there is little business to be secured with Oriental buyers mostly marking time. Taku Bar, one of the big import points across the Pacific, is away out of line according to cable bids received here. Buyers there are indicating \$3.80, c.i.f., against the best Canadian prices of \$4.50, c.i.f. Low grade straights to North China are around \$4, f.o.b., with clears at \$4.25, f.o.b., and export patents for prompt shipment at \$4.80, f.o.b.

The space situation shows little change. The new rate set by the conference to Hongkong, goes into effect on May 1, the rate having been cut from \$5.50 to assist shippers. The balance of the rates are open at \$3.10 to Japan, \$4@4.10 to Shanghai, and \$4.10 to North China. There is plenty of space available. Cables received here tell of damage to the Chinese wheat crop from weather conditions. No details were given, but it is presumed that drouth has caused damage. It is pointed out that there is seldom an accurate check on the size of the harvest, but more definite information usually comes to hand in June.

CANADIAN FLOUR EXPORTS FOR MARCH SOME BETTER

TORONTO, Ont.—The Dominion Bureau of Statistics, Ottawa, in its statement covering the exports of grain and flour from Canada for March gives the milling industry a little encouragement. Shipments of flour to the United Kingdom for the first time in this crop year were above those for the previous year. The increase did not amount to much, but it was an increase. The actual quantity was 274,007 bbls as against 259,929 a year ago. Another improvement is to be found in the fact that the total to all countries in March—680,697 bbls—exceeded that for any other month so far in this crop year. The total for March last year was 1,412,834 bbls.

It is when the figures for countries other than the United Kingdom are examined that the cause of this year's depression in flour milling is found. In this column there was a decline of 746,170 bbls, leaving 406,688 as against 1,152,858 last year. Most of the decline was in sales to continental Europe and China.

By way of comparison with wheat it may be noted that in the eight months of the crop year ending with March total exports of wheat from Canada came to 100,012,968 bus as against 271,431,298 in the same period of the previous year. About 70,000,000 bus of this year's wheat shipments went to the United Kingdom and 26,000,000 to other countries. It will be seen from these comparisons that in spite of special handicaps, Canadian flour has done much better in the exporting trade so far in this crop year than Canadian wheat. The reason for this is the popularity of Canadian mill brands even at higher prices over other competing flours.

CHICAGO DISTRICT SIGURD O. WERNER, CHICAGO MANAGER 166 W. Jackson Boulevard, Chicago, Ill. Cable Address: "Palming" Correspondent at Milwaukee

CHICAGO

There was a slightly better feeling and more inquiry last week, but actual business shows little gain over the preceding six-day period. Buyers in many instances submitted bids, but unfortunately for mill representatives these were too low to permit of business in most cases. The majority of mill branch offices and agents devoted more time to securing shipping directions than to new business, and as a result there was a decided improvement, more specifications being secured than for some time past.

Spring Wheat Flour.—Dealers report more interest, but not many sales of consequence were booked. The usual steady small lot trade was reported, but only a few bookings of patents reached 500 to 1,000 bbls. There was some activity in clears, however, and several sales of 1,000 to 1,500 bbls were secured.

Hard Winter Flour.—There was very little change in the situation on hard winters, and the usual number of orders were put through, although more inquiries were received. Mill agents are a little more optimistic over prospects for increased business in the near future, as they report old orders being reduced.

Soft Winter Flour.—Soft winters are slow. A few brokers reported receiving bids from cracker bakers, but their ideas were too low. However, with declining markets, buyers are expected to come in soon. Shipping directions are fair.

Flour Prices.—Quotations, April 26, patents in 98's and clears in jutes: spring top patent \$5.50@6.10 bbl, standard patent \$5.25@5.90, first clear \$4.50@5.10, second clear \$3.25@3.55; hard winter short patent \$5.25@5.75, 95 per cent patent \$4.85@5.10, straight \$4.70@5.15, first clear \$4.40@4.60; soft winter short patent \$5.50@6.25, standard patent \$5.20@5.80, straight \$5@5.40, first clear \$4.60@4.80.

Durum.—The only change in semolinias since last week was a drop in price of 1/8c. Demand continued quiet, and shipping directions were slow. Quotations, April 26; No. 2 semolina, 3 1/2c lb, bulk; standard semolina, 3 1/4c; No. 3 semolina, 3c; durum patent, 3c; special grade, 3 1/2c.

Output of Chicago mills, as reported to The Northwestern Miller:

Table with 3 columns: Date, Output in bbls, and Percentage activity. Rows include April 20-26, Previous week, Year ago, and Two years ago.

TRADING IN GRAIN FUTURES—MARCH TRANSACTIONS

Revised figures showing the total volume of trading in grain futures during March, 1930, in all contract markets, as reported by the grain futures administration of the United States Department of Agriculture, were as follows, the figures listed representing sales only, there being an equal volume of purchases (bushels, 000's omitted):

Table showing trading volume by market and commodity. Columns include Chicago Board of Trade, Chicago Open Board, Minneapolis Chamber of Commerce, Kansas City Board of Trade, Duluth Board of Trade, St. Louis Merchants' Exchange, Milwaukee Chamber of Commerce, Seattle Grain Exchange, and Portland Grain Exchange. Commodities listed are Wheat, Corn, Oats, Rye, Barley, and Flaxseed.

Summary table for 'Totals, all markets' showing volume for March, Year ago, and Chicago Board of Trade year ago, broken down by commodity.

Monthly average of open contracts in futures on the Chicago Board of Trade ("short" side of contracts only, there being an equal volume open on the "long" side; bushels, 000's omitted):

Table showing monthly averages of open contracts for March, February, January, December, November, October, September, August, July, June, May, April, and March for the years 1929 and 1928. Commodities include Wheat, Corn, Oats, and Rye.

MILLERS' NATIONAL FEDERATION NEWS

Charles T. Olson, vice president of the Commander Milling Co., Minneapolis, and chairman of the federation package differential committee, visited the federation office in Chicago on his way home from Cuba. He called to discuss current matters requiring action from his committee.

Herman Steen, secretary Millers' National Federation, spent a few days in Minneapolis on federation business.

W. W. Suckow, president of the Suckow Milling Co., Franklin, Ind., called at the federation office April 24.

Carl B. Warkentin, chairman of the board, and George Livingston, executive vice president, official representatives of the Millers' National Federation at the convention of the Chamber of Commerce of the United States, left Chicago for Washington on April 27.

The Millers' National Federation office has received nearly 200 replies to the referendum and questionnaire on trade rules sent out by the federation's trade practice conference committee.

NOTES

P. D. McMillan, of General Mills, Inc., Minneapolis, was a Chicago visitor on April 25.

Oscar F. Greiner, local mill agent, has returned from a short trip through central Illinois.

Frank Bean, Jr., and John Morris, of the International Milling Co., were Chicago visitors.

Clarence Woolman, Hales & Hunter Co., Chicago, returned from a short business trip through Iowa.

W. E. Ousdahl, of the Commander Milling Co., Minneapolis, spent a few days in this market, calling on trade connections.

The quartermaster, United States army, 1819 West Pershing Road, Chicago, will open bids on May 7 for flour to be used at army camps and institutions.

Paul Rutherford, of the Van Dusen Harrington Co., and Robert Woodworth, of E. S. Woodworth & Co., Minneapolis, were recent visitors to this market.

Stewart P. Elliott, sales manager for the Sperry Flour Co., San Francisco, was in Chicago, April 25. He had just come from Minneapolis, and left here on a trip to Buffalo.

Commencement exercises and the banquet of the 1930 spring class in baking of

the Siebel Institute of Technology will be held the evening of May 1 at the Stevens Hotel.

C. M. Peterson, of the Ward Dry Milk Co., St. Paul, Minn., remained in Chicago, on the trade, following the annual meeting of the American Dry Milk Institute held here last week.

It is reported here that John D. McCaull, of the McCaull-Dinsmore Co., Minneapolis, is temporarily connected with the Grain Stabilization Corporation, making his headquarters at Minneapolis.

Bert H. Lang, vice president of the First National Bank, St. Louis, and a member of the Federal Farm Board's advisory committee on grain, was in Chicago two days last week visiting the office of the Grain Stabilization Corporation.

L. Wahl is now connected with Anheuser-Busch, Inc., in its Chicago division. For the past seven and a half years Mr. Wahl was with Sun-Maid Raisin Growers, and at one time was in the baking business at Peoria. Mr. Wahl is very well known to the baking and allied trades.

MILWAUKEE

With a steady price decline, Milwaukee flour merchants report business as still being poor. Demand in general is poor, with a few scattered orders coming in, and some shipping directions, mostly on the old orders, being given. The few new orders that are being received are for July shipment. Quotations, April 26, basis Milwaukee, patents in cotton 98's and clears in jutes: spring top patents, \$6.20@6.65; standard patents, \$5.35@5.80; first clear, \$5.50@5.75; second clear, \$4.45@5; fancy pastry flour, in 100-lb packages, \$4.25 per 100 lbs; soft winter wheat, \$5.50.

The southwestern flour market at Milwaukee is running about even with the northwestern, according to the reports given by flour jobbers. Business is poor, there being little demand, few orders, and a fight for every shipping direction obtained. The current range between northwestern and southwestern offerings has become 75@85c, as compared to 60@75c a week ago. Quotations, April 26, basis Milwaukee: hard short patents, \$5.35@5.90; standard patents, \$5.15@5.70; first clear, \$4.35@5.10; second clear, \$3.30.

NOTES

A. L. Flanagan, president of the Milwaukee Chamber of Commerce, accompanied by Mrs. Flanagan, left April 26 for Washington to attend the meeting of the Chamber of Commerce of the United States from April 28 to May 1.

Beginning Monday, April 28, the Milwaukee Chamber of Commerce will trade in accordance with daylight saving time, starting at 8:30 a.m. and closing at 12:15 during the week, and opening at 8:30 a.m. and closing at 11 a.m. on Saturdays. This is being done to conform with the time of Chicago and New York, where daylight saving is in effect. Milwaukee and Wisconsin in general will remain on standard time.

GEORGE MILNOR APPOINTED GRAIN CORPORATION HEAD

Chicago, Ill.—Appointment of George S. Milnor, president of the Grain Stabilization Corporation, to be general manager of the Farmers' National Grain Corporation, was announced, April 24, by C. E. Huff, president of the latter corporation. Mr. Milnor's appointment is effective at once. He will continue to direct the business of the Grain Stabilization Corporation.

Joshua M. Chilton, formerly manager of the grain merchandising department of the Checkerboard Elevator Co., St. Louis, was named as assistant to the general manager. He has been assistant to Mr. Milnor in the stabilization corporation.

Mr. Milnor also announced the continuance of R. T. Paradis, of Minneapolis, as a representative of the Farmers' National Grain Corporation on the Minneapolis market. Mr. Paradis formerly was sales manager for the Minnesota Wheat Growers' Co-operative Marketing Association.

# EASTERN STATES

WAYNE G. MARTIN, JR., EASTERN MANAGER

25 Beaver Street, New York, N. Y.

Correspondents at Baltimore, Boston, Buffalo, Philadelphia and Pittsburgh  
Cable Address: "Palmking"

## NEW YORK

Local flour business last week was just fair. Buying continued of the "ear-here-and-there" variety that has existed all month and that is expected to prevail through the rest of the crop. Even unusual price fluctuations are not expected to arouse sufficient interest to bring buyers into the market for large lots. As a matter of fact, mill representatives are not urging sales in big amounts in view of the erratic price conditions and the low levels to which wheat has dropped. It is hoped that by keeping the orders small, business will continue steadily, bringing a moderate volume for each month instead of a large total one month, followed by a dearth of business the next. This means a lot of work for a little business, but may safeguard buyers against further future difficulties.

**Directions Slow.**—From some quarters, shipping directions have been coming in very slowly, as there is a strong inclination by certain buyers to order their current purchases shipped out immediately and to hold back on their earlier and higher priced orders. Jobbers still report difficulty with collections, especially where prices are far above current quotations. Although the credit situation is gradually working into better shape, the utmost caution is still exercised in credit extension.

**Narrow Price Range.**—On the finer markets at the middle of the week, prices were contained within narrow limits. The later softness in wheat, however, caused varying degrees of weakness in flour, and the spread grew wider as mills reduced prices in proportion to their need for business. Clears held firmest to high levels, their scarceness keeping them above many standard patents.

**Quotations.**—Prices, April 26, all in jutes, spring fancy patents \$5.85@6.30, standard patents \$5.60@5.80, clears \$5.50@5.65; hard winter short patents \$5.60@6.95's \$5.30@5.55; soft winter straights, \$5.10@5.50.

### OPEN NEW YORK OFFICE

A. L. Cardozo and S. Boekman, well-known Holland importers, who operate in Amsterdam as Cardozo & Boekman's Handelsmaatschappij, have formed a partnership in New York, under the firm name of Cardozo & Boekman, with offices in Room 200, Produce Exchange Building. They will specialize in commodities on the different terminal markets, as Mr. Cardozo is a member of the New York Coffee Exchange, the Cocoa and Rubber Exchanges, and Mr. Boekman is a member of the Chicago Board of Trade and New York Hide Exchange. Mr. Boekman, who has been in New York a little over two weeks, sailed for home, April 25, on the Europa.

### NOTES

J. W. MacDonald, of the MacDonald Engineering Co., Chicago, elevator builders, spent several days visiting the trade in New York recently.

G. F. Nicolin, traffic manager for the International Milling Co., Minneapolis, passed through New York last week on his way home from an eastern trip.

Robert R. Barr, vice president and general manager for the Barr Shipping Corporation, returned to New York on April 24, after a 12-day West Indies cruise with Mrs. Barr and their daughter.

Leopold Gross, president of W. P. Tanner-Gross & Co., Inc., New York flour jobber, celebrated his twenty-fifth wedding anniversary on April 24, giving a dinner party at the Hotel Olcott to a group of friends.

A. H. Recksteiner, sales manager for the Northwestern Elevator & Mill Co.,

Toledo, while visiting eastern markets, spent a few days in New York, his headquarters being with B. Christoffers, local representative for the mill.

The office of Clay B. Halboth, in the New York Produce Exchange Building, has been closed since April 26. Mr. Halboth is in Ohio at the home of his parents, but his recovery from his recent illness is not at all satisfactory.

W. C. Boeke, secretary and sales manager for the Cascade (Mont.) Milling & Elevator Co., has been making his headquarters in New York for some time with M. S. Brownold Co., which handles the mill's account, and touring the eastern seaboard markets.

The New York offices of the Pillsbury Flour Mills Co., Minneapolis, are putting out a branch office paper called The New Yorker. The April number is the first and, edited by R. T. Pound, is full of interesting news and gossip of the local office personnel.

On April 25 the New York offices of Samuel Knighton & Sons, Inc., were visited by two of its salesmen, G. D. Scagel, from Maine, and F. B. Watson, from Connecticut, connected with the firm's Boston office. Clayton Robbin, who several years ago was a salesman in the metropolitan district for the Knighton company, has again joined the firm's selling force.

## BUFFALO

The decline in flour prices has had little effect on new orders. Mills report shipping directions good, but the difficulty of obtaining new business the past month has lessened output.

Domestic buying has been sufficiently good, with export trading light, so that the totals just balance. Up to this week foreign buying was 75 per cent, with domestic down to 25 per cent.

In the increase in domestic buying, the larger bakers have been most active, with small buyers quiet. Family trade is almost negligible. Established brands of both soft and hard winter flour are in active demand, while less well known drag. First clears are most wanted, with most of that grade moving out.

Semolina was in fair request from small manufacturers, but the larger makers are supplied for some time.

Quotations, April 26, 98-lb cottons: spring fancy patent \$6.85@6.90 bbl, standard patent \$6.40@6.50, first clears \$5.65@5.75; hard winter standard, \$6.45@6.55; soft winter straights, \$6.10@6.20. Semolina, 3%e, lake-and-rail shipment, New York.

Output of Buffalo mills, as reported to The Northwestern Miller:

	Weekly capacity	Flour output	Pct. of activity
April 20-26	276,000	224,897	81
Previous week	276,000	252,163	91
Year ago	255,500	163,123	63
Two years ago	238,000	193,029	76
Three years ago	236,000	186,711	78

### NOTES

Paul Ullman, representative of the Chase Bag Co., spent the week in New York City.

Henry C. Veatch, general eastern sales manager for the Kansas Milling Co., was in Washington this week.

J. F. Gerard, wheat buyer at the New York office of the Hecker-Jones-Jewell Co., was in Buffalo this week.

D. D. Davis, vice president of General Mills, Inc., and H. A. Bullis, vice president of the mills, were in Buffalo this week.

Dr. Franz Visser 'tHooft, of the Lucidol plant here, welcomed a score of Dutch millionaires who arrived April 26

on a tour of American industrial and commercial centers.

Charles W. Greer, assistant sales manager of the Russell-Miller Milling Co., has made an extensive trip through central New York.

Charles Dickinson, of the Thompson Milling Co., of Lockport, and the Middleport Milling Co., of Middleport, was on the grain floor of the Corn Exchange.

J. W. Schwan, of the Middleport (N. Y.) Flour Mills, stopped in Buffalo to see H. H. Richardson, manager of the Buffalo office of the Sheffield Elevator Co.

Robert C. Bacon, of the E. B. Bacon Grain Co., of Boston, Mass., was introduced on the grain floor by H. H. Richardson, of the Sheffield Elevator Co.

W. O. Greene, of the Urbana (Ohio) Mills, was introduced on the grain floor by F. C. Grevtner, Buffalo manager of the Cereal Byproducts Co.

Lloyd Hedrick, manager of the Ralston-Purina Mills, and Mrs. Hedrick, with Mr. and Mrs. A. F. Seay, of St. Louis, have returned from the Bermudas.

C. L. Seybold, of the Marion (N. Y.) Roller Mills, and L. S. Riford, of the Beacon Milling Co., of Cayuga, N. Y., stopped in to see M. F. Cohn, president of the Sunset Feed & Grain Co.

Charles Stork, director of the Novadel-Agenc Corporation, and Mrs. Stork, flew from Detroit to Buffalo, spending the Easter week end here and leaving again by airplane for New York.

## PITTSBURGH

Only moderate business prevails in the flour market here. Demand is light for large lots, due probably to the fact that the larger consumers of flour are well supplied. The smaller bakers continue their usual procedure of hand-to-mouth buying, which in the aggregate totals a good volume of business. Shipping directions are reported as much improved, and not much difficulty is encountered by flour men in getting prompt specifications.

Spring wheat flour sales are limited to occasional cars, with the price feature dominant. Prices are lower, and some of the bakers hesitate about buying, anticipating a further recession. An indication of the trend in the retail market is given by the A. & P. and Kroger stores' offering of both Pillsbury and Gold Medal flour in 2½-lb sacks at 99c.

Demand for hard winter flour is moderate. Clears are lower in price, and the same thing is true of soft winter wheat flour. Sales of both are light.

Semolina is quoted at 3%e lb, f.o.b., Chicago. Sales are light with shipping directions better.

Quotations: spring wheat short patent \$6.6@6.75 bbl, standard patent \$5.75@6.25; hard winter short patent \$5.75@6.50, standard patent \$5.25@6; low protein hard winter standard patent \$5.25@5.50, clears \$4.75@5.50, soft winter \$4.25@4.75, bulk.

### NOTES

Noble M. Cowe, general sales manager for the Bay State Milling Co., Winona, Minn., spent a day at the Pittsburgh district office.

J. H. Hurt, owner of the Gardner (W. Va.) Milling Co., died at his home in Gardner, April 15, after an illness of three months. His widow survives.

The Supreme Pretzel Co., of Reading, Pa., capitalized at \$10,000, was recently granted a Pennsylvania charter. The incorporators are Frank F. Weigley, Anna L. Ortmann and Jeremiah M. Mengel.

Louis H. Braun, manager of the West Bridgewater, Pa., plant of Braun Bros. & Co., wholesale bakers, was elected director-at-large of the Chamber of Commerce of the Beaver Valley.

The Stillmaker Bakeries, Inc., of Norwood, Ohio, was granted an Ohio charter with a capital of 500 shares of no par value. The incorporators are Bernard C. Richard F., and Emil B. Stillmaker, all of Norwood.

The Pittsburgh Flour Club will meet at the Fort Pitt Hotel, Friday evening, May 2, at 6:30. Dinner will precede the business session. Delegates will be chosen to the National Federated Flour Clubs' convention in Chicago May 26 and 27.

J. T. Lipford, of the International Milling Co., will preside.

Theodore B. Miller, for a number of years engaged in the flour milling business at Pottstown, Pa., died on April 24, aged 76 years. Death was due to injuries received when he was struck by an automobile on April 15.

## BALTIMORE

Flour continues its downward trend, much to the discouragement of most everybody in the business. Many mills are anxious to make sales at concessions, but most of them are unable to come up with buyers. Dealers, under the present arrangement, are afraid to buy anything until compelled, and then only from hand to mouth. A firm offer would have come near bringing some standard springs for quick shipment as low as \$5.50 bbl, cotton, and hard winter straights at \$5.25, cotton or jute, but in the absence of bids the best of the offerings were nominally held at 15@25c bbl above these figures. A little near-by soft winter straight was taken on a basis of \$4.50, bulk.

Nominal closing prices, April 26, car lots, per bbl, in 98-lb cottons, 70@80c more in wood, or 15@25c less in bulk: first spring patent \$6@6.25, standard patent \$5.50@5.75; hard winter short patent \$5.75@6, straight \$5.25@5.50; soft winter short patent (near-by) \$5.25@5.50, straight (near-by) \$4.50@4.75.

### NOTES

Baltimore shipped about 150,000 bus wheat to southern mills last week.

Included in receipts last week were 1,526 bbls flour destined for export.

Oscar Moore, sales manager for the Sparks Milling Co., Allon, Ill., was in Baltimore April 21-23.

L. A. Schillinger, local manager of the General Baking Co., is in mourning for his father, Louis B. Schillinger, who died at his home in Baltimore on April 21.

The Interstate Commerce Commission has denied the petition of Baltimore's leading exchanges for a reopening of the Baltimore export and import differential case, which contended that the present differentials did not fully reflect the advantages and economies of the port of Baltimore.

Following the death of Charles E. Meade, president of the Meade Baking Co., Baltimore, the company has reorganized under the old name with Charles E. Meade, Jr., president; Robert T. Meade, treasurer; J. H. Horton, secretary; D. Brooke Meade and Henry G. Meade forming the officers and board of directors.

## PHILADELPHIA

There was very little interest in the flour market last week. The general position of the market was weak, and prices of most grades showed a loss due to the downward movement in wheat. Offerings of spring clears were light and values of this kind of flour were firmly maintained, but other grades were freely offered and dull, and prices ruled in buyers' favor. Trade at the close was generally unsatisfactory. Buyers lack confidence and are holding off awaiting developments. Sellers also are pessimistic over the lower turn in values, for they felt that should there have been a continued firming of the selling schedules, it would have undoubtedly brought in some fair trades. Mills are reported to be doing only a routine business with grindings largely on orders toward the end of the crop year.

Quotations, April 26: spring wheat short patent \$6.30@6.55 bbl, standard patent \$5.80@6.20, first clear \$5.75@6; hard winter short patent \$6@6.25, 95 per cent \$5.60@5.80; soft winter straight, \$4.75@5.60.

### NOTES

Among the recent visitors on 'change was George F. Stewart, of the Ullmann Grain Co., Kansas City.

John G. Dangler, of the Red Wing (Minn.) Milling Co., was on the Philadelphia 'change last week.

The Bakers' Club of Philadelphia will hold its monthly dinner meeting at the Penn Athletic Club, May 5.

The Flour Club of Philadelphia will

hold its monthly luncheon meeting at the old Downtown Club, May 9.

The old mill property at Sandy Run and Bethlehem Pike near Fort Washington, Pa., was dedicated last week as the new quarters of the William Boulton American Legion Post, No. 10. The mill was built in 1714.

The Philadelphia Commercial Exchange, during the summer months, will officially open at 9:30 a.m. and close at 1:15 p.m. eastern standard time, following daylight saving custom generally observed in this section.

Frank W. Lund, Minneapolis, who for a number of years was Philadelphia manager of the Eagle Roller Mill Co., New Ulm, Minn., and who was later connected with the flour firm of Samuel Knighton & Sons, Inc., was in Philadelphia visiting old friends in the trade last week.

**BOSTON**

Declining wheat prices have not afforded any marked confidence in the flour market. Necessity forces the purchase of some flour now and then, while occasionally a little flour against old high-priced contracts is sent along.

Some little business is reported in spring short patents as low as \$6.10 bbl, sacks, with specials up to \$7 and even \$7.25. For standard patents the market is quotable at around \$6 for good average flour, although some business is reported as low as \$5.85 and as high as \$6.30. Special patents are mostly quoted around \$7.

For southwestern short patents, there is some business reported as low as \$6 and sales range from \$6.10@6.25 for good flour, with some houses quoting up to \$6.60. For standard patents, the range is generally \$5.75@6, with a few bookings as low as \$5.50.

Soft winter patents are moving slowly in the range of \$5.80@6.10 for the most part, with occasional holders asking around \$6.25. As low as \$5.50 for a very indifferent flour is also reported at the other extreme. For straights, the market is quotable around \$5.75@6 with some as low as \$5.40 for Pacific Coast stock on the docks. For soft winter clears, business is spasmodic, with quotations at \$5.20@5.50.

**NOTES**

Exports of flour from Boston, as recorded at the local customs house, during the past week were 950 sacks of Canadian for London on the Mansar.

A shipment of Argentine corn, one of the few ever made here, arrived at Boston recently on the Steamer Knight of the Cross. The consignment was 385 bags, or about 25 gross tons.

The Berkshire Farmers' Exchange of Pittsfield, Mass., has been incorporated under the laws of Massachusetts with a capital of \$100,000 authorized, for the purpose of doing co-operative buying of supplies.

The strike of the Hebrew bakers in Greater Boston has been settled on the basis of none but union men being employed by the master bakers for the next year. By agreement, two union bakeries established in Cambridge and in the West End of Boston are to be given up.

The steamer Sardinian Prince recently brought to Boston from Buenos Aires, 560 bags of bran and 5,600 bags of middlings. It was reported all sold prior to arrival. Steamer Angeles is due in Boston on May 10, with some 400 gross tons of Argentine wheat feed, most of which is reported to have been sold already.

**BALDWIN SAYS HE IS NOT ASKING BREAD TAX VOTE**

LONDON, ENG.—In the course of a speech at Manchester, Stanley Baldwin, ex-premier of England and leader of the Conservative party, has again gone on record to the effect that he is not going to ask the people of England to vote for any tax on breadstuffs at the next election. He said he did not consider it fair to allow such a question to be mixed up with other questions at a general election, and intimated that the only way in which such a question could be dealt with was by a nonpolitical referendum on the subject.

## PACIFIC COAST

**WALTER C. TIFFANY, SPECIAL REPRESENTATIVE**

P. O. Box 726, Seattle, Wash.

Correspondents at Los Angeles, Ogden, Portland and San Francisco

Cable Address: "Palmking"

**SEATTLE**

Washington flour production has been very low on account of slow demand. Business is confined to filling old bookings, small lot sales, and an occasional fair sized fill-in order in home territory, with scattered car lot sales to other states.

**Export Trade.**—There has been no improvement in the dullness which has for some time characterized Chinese and Hongkong flour demand.

**Flour Prices.**—Quotations, car lots, coast, April 25; bluestem short patent \$6.50@7 bbl, 49's; standard patent \$5.70@6.20, 98's; pastry flour \$5@5.30, 98's; blends, made from spring and Pacific hard wheats, \$5.70@6.40, 98's. Hard wheat top patents, car lots, coast, arrival draft terms, Dakota, \$6.50@7.25; Montana, \$5.90@6.75.

**FLOUR OUTPUT**

Output of Seattle mills, as reported to The Northwestern Miller:

	Weekly capacity bbls	Flour output of ac-bbls	Per. of activity
April 13-19	46,800	21,675	46
Previous week	46,800	22,660	48
Year ago	46,800	20,676	44
Two years ago	46,800	24,738	53
Three years ago	46,800	24,913	53
Four years ago	52,800	23,410	44
Five years ago	52,800	4,553	9

Output of Tacoma Mills, as reported to The Northwestern Miller:

	Weekly capacity bbls	Flour output of ac-bbls	Per. of activity
April 13-19	57,000	19,917	35
Previous week	57,000	21,514	38
Year ago	57,000	43,052	75
Two years ago	57,000	42,418	74
Three years ago	57,000	33,953	60
Four years ago	57,000	22,941	40
Five years ago	57,000	6,925	12

**NOTES**

Steamship rates for flour to China and Hongkong will be reduced from \$5.50 to \$4.25 per short ton, May 1.

Loan privileges on wheat have been extended by the Federal Farm Board from May 1 to May 10, in the Pacific Northwest.

**OGDEN**

Pronounced improvement in orders from southeastern states and intermountain areas, despite only fair trade from

California, has stimulated flour milling activities. All Ogden mills were operated at capacity throughout the past week. Smaller mills in Utah and southern Idaho operated at about 50 per cent of capacity.

Flour prices remain unchanged. Quotations, to California dealers, first patents \$6.45@6.70, second patents \$6.15@6.45, and straights \$5.75@6.05 bbl, car lots, f.o.b., San Francisco and other California common points; to southeastern dealers, soft wheat short patent \$6.10@6.30, and straights \$6.10@6.20 bbl, car lots, f.o.b., Memphis and other lower Mississippi River common points; to Utah and Idaho dealers, fancy patents \$6.60@6.90, second patents \$6.10@6.50, and straights \$5.70@6.20 bbl, car lots, f.o.b., Ogden.

**NOTES**

George J. Standage, chief engineer of the Sperry Flour Co., is in Ogden from San Francisco.

C. C. Hine, vice president of the Globe Grain & Milling Co., stopped in Ogden on his way from Los Angeles to Chicago to attend a millers' conference.

T. C. Roberts, of the products control department of General Mills, Inc. in Minneapolis, has been in Ogden conferring with officials of the Sperry Flour Co.

The Better Wheat Foods Co., of Logan, Utah, has amended its incorporation articles to provide for capital stock of \$200,000, instead of \$100,000. Denton Rogers is president.

H. P. Iverson, manager for the Sperry Flour Co. in Ogden, has gone to Chicago where he will attend a western millers' conference, later visiting the headquarters of the General Mills, Inc., at Minneapolis.

E. R. Alton, manager of the Globe Grain & Milling Co. in Ogden, is in Washington, D. C., attending the meeting of the Chamber of Commerce of the United States. He will also attend the western millers' conference in Chicago.

Henry Wallace, who was associated with George Husler in establishing the first cracker factory in Salt Lake City, Utah, left April 24 for New York, planning to sail for his boyhood home in England. He celebrated his ninety-first

birthday anniversary April 20. Wallace's plant was absorbed by the National Biscuit Co. several years ago, at which time he retired.

**LOS ANGELES**

The flour market continues quiet. Prices have fluctuated with wheat, yet there has been little interest shown. Bakers are skeptical of future market strength, especially in view of the advent of the new crop and the policies of the Federal Farm Board. Mills have taken a determined stand on the question of delivery of flour on contract, and this feature of the business has been emphasized recently.

Quotations, car lots, basis 98's, sight draft terms: first family patents, \$6.50@6.80, second \$6.20@6.50; Montana spring wheat types, \$6.50@7; Idaho blended second patents, \$6@6.50; bluestem patents, \$6.50@6.75; northern pastry flour, \$6.20@6.50; California bluestem and pastry flours, \$5.75@6.25.

**NOTES**

Grover Hill, manager of the J. B. Hill Grain Co., Fresno, is in Los Angeles.

Carl Smith, of the Sperry Flour Co., San Francisco, visited the Los Angeles office of the company last week.

C. F. Wood has announced that he will be associated with the Visalia (Cal.) Milling Co., effective May 1. He was formerly connected with the Capital Milling Co., Los Angeles.

**SPERRY FLOUR CO. TO BUILD BIG FEED MILL**

Ogden Plant to Be Five Stories High—General Live Stock and Poultry Feed Business Planned

OGDEN, UTAH.—Extensive growth in Utah's poultry and dairying industries during the past six years underlies the announcement that construction work will begin here April 26 on a large general feed mill for the Ogden unit of the Sperry Flour Co. The announcement was made by H. P. Iverson, manager of the company's intermountain territory. The contract for the building is held by C. F. Dinsmore & Co., who have done considerable construction work for the milling industry of Ogden during recent years. In a statement issued at San Francisco, F. B. Burke, president of the Sperry Flour Co., said that an investment of approximately \$125,000 is contemplated for the new plant. The structure is to be of steel and concrete, and will have a ground area of 96x144 feet, and will be five stories high. A. L. Ingrebbritson has been made manager of feed sales and service. Growth in dairying and poultry raising in the surrounding territory makes it likely that there will be a good market for the products of the new mill, with prospects for future enlargement.

**SAN FRANCISCO**

There is no buying interest whatever, with the exception of scattered small lot sales to retail bakers who have completed previous contracts and are now buying supplies as needed. Continued weakness of the market, with quotations showing little change, has made the trade indifferent to what might occur in the future. A bearish feeling prevails in spite of present low prices. Quotations, car lots, 98's, San Francisco, draft terms: Idaho family patents, \$6.50@6.75; Montana standard patents, \$6.20@6.50; Idaho hard wheat patents, \$5.75@6; Oregon-Washington bluestem blends, \$5.75@6; northern straight grades, \$5.30@5.50; Dakota standard patents, \$7@7.50; California pastry, \$5.50@5.70; California bluestem patents, \$5.60@5.80.

**NOTES**

M. Harshman, grain and flour broker, Seattle, Wash., is visiting in San Francisco.

About 10 members of the San Francisco grain trade are attending the convention of the California hay, grain, and feed dealers in Los Angeles.



ACRES of soy beans sacked and piled high in a warehouse in Dairen, Manchuria, ready to be shipped to all parts of the world. Exports of soy beans from China in 1927 totaled 64,310,243 60-lb sacks. Picture by Ewing Galloway studios.

# EUROPEAN DEPARTMENT

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## ANALYSIS RULES CUT GREEK DUTY BENEFITS

Reduction in Import Tariff on Patent Flour Impotent Unless Chemical Requirements Be Altered Somewhat

LONDON, ENG.—Further comment has been received regarding the modification of the Greek flour import duty, the passing of which was announced in *The Northwestern Miller* of April 23. A correspondent in Greece comments as follows on the measure, which had not been passed at the time of his writing:

The bill does not call for a change in the duty on all grades, but only relates to the patent grades. In accordance with the terms of the bill the import duty on patent flour will be reduced to equivalent to \$2.22 per 100 kilos. The duty on all other grades will be left unchanged at equivalent to \$2.97 per 100 kilos and the duty on wheat will remain at \$1.45 per 100 kilos. The bill further provides that in case of any future increase of the wheat duty that the flour differentials will remain the same. It is thought that as soon as this change in tariff comes into effect it will act as a decided stimulus to the trade in patent flour. However, there is a fly in the ointment owing to the present drastic chemical restrictions that are being placed on patent flour and which are to come into effect with the reduction of the import duty on that grade of flour, and unless the restrictions—especially those respecting acidity, bran and fats—are modified, the trade will be seriously handicapped. Strenuous efforts are being made to have the chemical restrictions altered.

The following table shows the present restrictions as to the chemical analysis of the various grades. The qualities marked A, B, and semolina are those on which the new duty will be effective. It is quite evident that some of the percentages shown in the table will have to be altered if business is to become possible.

Quality—	Percentage					
	Moisture— maximum	Wet gluten— minimum	Acidity, as acetic acid— maximum	Ash— maximum	Dread— maximum	Patent— maximum
A (first).....	13	22.6	0.07	0.60	2	1.10
B (second).....	13	22.6	0.15	1.00	2	2.75
100 p. c. flour.....	13	28	0.10	1.00	1	1.40
Graham flour.....	13.5	22	0.15	1.00	13	1.75
Semolina.....	13	22	0.07	0.60	0	1.10

Our correspondent states that Greece continues to pursue, with a great deal of energy, the work of reconstruction which was made possible with the aid of the various refugee loans. It is understood that some \$15,000,000 has already been spent, partly on the building of roads, but more particularly on the reclamation of land in the valleys of the Vardar and Struma in Macedonia. The completion of the latter scheme is expected to occupy a number of years, but when it is finished the Greek government hopes to be almost self-supporting in respect to the production of wheat. When I was last in Greece I was told that although the government is hoping that the land will be used for raising wheat, in all probability it will be employed for growing tobacco and cotton, which, owing to the richness of the land, are far more profitable to produce than wheat. It is understood that about 25,000 repatriated Greeks, who were refugees from Turkey and Asia Minor, are to be settled on the new land with small holdings from 10 to 12 acres each. There is no doubt

that Greece is making good progress, and the revenue raised for the payment of the interest on the various state and refugee loans is increasing, making such loans a very satisfactory investment.

C. F. G. RAIKES.

## UNITE GERMAN SEMOLINA MILLS

It is stated, but not yet confirmed, that a new syndicate of German semolina mills is in course of formation. An arrangement to this effect has been made at Eisenach in Thüringen (Saxony).

## FARM INTERESTS ATTACK BUDAPEST OPTION MARKET

BUDAPEST, HUNGARY.—As previously reported, the Budapest wheat option market is again the object of a violent offensive movement on the side of agriculturists. From time to time these attacks are renewed, although it has been proved often enough that they are out of place. During the years of the war and until 1926 the wheat option market was suspended on the Budapest Corn Exchange, but it was necessary to recall it to life, as the sole means of effecting hedging operations. It became obvious that an option market, duly controlled and functioning reasonably, is indispensable for traders as well as for mills and for farmers too. When wheat prices advanced in the option market, farmers raised no objection against the institution, which, however, is now held responsible for the decline in wheat prices, although it is obvious that this decline is a natural consequence of over-production, together with the big carry-over from the 1928 wheat crop, the bearish sentiment ruling over, and last but not least, the decline in European consumption. Should the Budapest option market be suspended, the interested parties would be obliged to effect their hedging operations in foreign option markets, which would be inconvenient and dangerous, since it happens often enough that the decisive over-sea markets are not in accord with the domestic situation in Hungary.

## GERMAN MILLERS SUFFER IN AGRICULTURAL REACTION

HAMBURG, GERMANY.—At the annual meeting of the "Vereinigten Schlesischen Mühlenverbände" the president of this organization submitted a report in which it was stated that the Silesian milling industry is experiencing the reaction of the agricultural crisis in Germany. The many measures taken by the authorities to support grain prices have caused uncertainty at the produce exchanges which prevents activity, especially with regard to forward delivery. The association maintains that there is only one way to bring the price of rye to a higher level, namely, to fix the maximum extraction of rye at 50 or 55 per cent. This would mean an automatic increase in rye consumption for human food of 15 to 20 per cent.

The opinion also is held that it is the mills situated in the interior of the country which are suffering most from compulsory grinding regulations, as the mills situated in the western districts are only bound to purchase a certain quantity of domestic wheat, while the rest are free to grind their foreign wheat separately and to sell the flour produced therefrom in a pure state. For this reason the interior mills demand that compulsory grinding be replaced by compulsory admixture, which should also be applicable to foreign

flour. The report states that "foreign flour is flowing into Germany." The report fails to say from what source this "flow" is coming, as none of the European flour importers can succeed in getting orders from German buyers at present.

The report further states that efforts to improve the situation by closer co-operation of the mills have led to the formation of the "Interessengemeinschaft Schlesischer Mühlen A-G" (Community of Interests of the Silesian Mills, Ltd.). An effort to arrive at uniform selling and payment conditions, however, has not been successful.

## SWISS MILLER VISITS LONDON

LONDON, ENG.—Charles Schneider, whose family are engaged in flour milling at Interlaken, Switzerland, recently called at the London office of *The Northwestern Miller*. Mr. Schneider, whose brother, James Schneider, is manager of the mill at Interlaken, has been living in London for the last three or four months, and is returning to Switzerland next week in order to do his military service in the Swiss Army. This will occupy about 10 months, after which he intends to visit the United States and South America to study the handling of grain and to take a course in baking at one of the American schools of baking.

## HUNGARY IS AFFECTED BY GERMAN BREADSTUFF DUTIES

BUDAPEST, HUNGARY.—The "custom armistice" conference was convened in order to check the continual growing of customs barriers, but the current low level of wheat prices, with the unprofitableness of agricultural production, and the bad financial position of farmers has now led several central European governments to further increase their entry duties on wheat and flour.

Germany has taken the initiative by raising the duty on wheat to 12 marks, and that on flour to 23.25 marks. These rates are of a prohibitive character. Accordingly big purchases of imported wheat and flour were made by traders and bakers prior to the introduction of the new duties.

Czechoslovakia and Austria do not wish to ignore the German example, and so the former country is now pondering the Farmers' Relief Bill, while the latter country intends making a revision of the commercial treaties existing between herself and Hungary, as well as Jugoslavia, with a view to increasing the duty on wheat from 2 to 6 gold crowns, and that on flour in an adequate proportion. This change will necessitate a withdrawal from the said treaties. Such a withdrawal is likely to lead to reprisals on the side of Hungary and Jugoslavia. Thus the customs policies of Germany, Austria and Czechoslovakia bid defiance to the customs armistice.

Owing to the exhaustion of wheat supplies in the Theiss region two big provincial mills, the Back-Mills at Szegedin, and the Miskolcz Mills of the Borsod Miskolcz Steam Mills, Ltd., have closed down.

## London Flour Arrivals

The arrivals of flour in London, by weeks, in sacks of 280 lbs, showing countries of origin:

From—	Week ending—		
	Apr. 4	Mar. 28	Apr. 5
United States—	1930	1930	1929
Atlantic.....	6,364	7,600	1,750
Canada—Atlantic.....	9,784	11,505	707
Pacific.....	.....	4,060	.....
Australia.....	1,000	14,008	5,376
Argentina.....	500	.....	.....
Continents.....	7,392	3,888	3,593
Coastwise.....	400	2,460	1,880

## LIMITED SUPPLY IMPROVES HUNGARIAN WHEAT MARKET

BUDAPEST, HUNGARY.—Despite the slow flour trade and the decline of the export business, there is a better undertone and a slight improvement in the wheat market, due chiefly to the fact that in the important growing districts of the valley of the Theiss River wheat supplies and offers have become scarce. In the Budapest futures market wheat is quoted for March delivery at 97c bu, for May delivery at about \$1 and for new crop October wheat at 96c, whereas cash wheat, according to the natural weight and the place of origin, is fluctuating between 98c and \$1.12, delivered at Budapest.

Hungarian farmers sold the bulk of their wheat supplies in the autumn months at prices which exceed those current at present. In the Theiss region wheat supplies are near exhaustion. Only Budapest and the Transdanubian region still have supplies, which, however, hardly suffice to cover requirements. In view of the statistical position of wheat, actual wheat prices are considered too low, the more so it is obvious that Austria, Czechoslovakia and Italy cannot do without wheat imports in the last months of the crop year. Moreover, the quality of the Plate wheat is said not to be up to milling requirements.

As the existing rye supplies are still relatively large and the rye price—51c at Budapest—extraordinarily low, the home consumption of rye is likely to increase.

In February Hungary exported 579,000 bus wheat, compared with 947,000 in February, 1929, 187,400 bus rye, against 106,000, and 89,464 quintals wheat flour, against 115,163 last year. The bulk of the wheat was exported to Italy, Austria and Czechoslovakia, and the flour chiefly to Austria, Great Britain, Italy and her African colonies.

## HAMBURG BROKERS CLAIM DAMAGE BY CORN MONOPOLY

HAMBURG, GERMANY.—The Hamburg Association of Grain Agents has sent a communication to the German food minister in which it claims that the import prohibition of corn (maize), created by the establishment of the German corn monopoly, is causing them considerable damage. For many years Hamburg grain agents and brokers have been developing their foreign relations, and thereby have created an organization for Germany's corn supply. As they consider their business an important factor in the country's economic life, they claim indemnification for the losses they are now sustaining.

## LARGER WHEAT AND FLOUR DUTIES URGED IN POLAND

The Polish agricultural associations last fall started a campaign with the object of inducing the Polish government to take extraordinary relief measures in the interest of agriculture. As a result of this campaign a program of urgency has been drawn up which contains a large number of points, one of which calls for an increase of the wheat import duty from 11 zloty (\$1.22) to 17.50 zloty (\$1.95) per 100 kilos, and an increase of the wheat flour import duty from 19.50 zloty (\$2.17) to 30 zloty (\$3.34) per 100 kilos. A bill to this effect has already been submitted to the "Sejm" (Polish parliament).

## COTTON PRICES DROP UNDER LIQUIDATION

Plans of Federal Farm Board Result in Uncertainty—Large Deliveries Made Against May Contracts

NEW YORK, N. Y.—Following a steady decline the early part of last week, due to May liquidation, the cotton market braced, making gains of as much as \$4 a bale, only to suffer further setbacks at the week's close. There has been a steady selling of May for some time, with the trade divided in opinion as to the course of the Federal Farm Board. Some believe that it will take in all issues without hesitation, while others believe that the aggregate will be larger than the board will care to handle.

Last week's feature was the breaking of a 25-year record of the New York Cotton Exchange, when a firm representing the cotton growers' co-operative associations of the South received and took up notices for the delivery of 227,400 bales of cotton against May contracts. This cotton is valued at approximately \$18,000,000, thought to be the largest amount of money ever involved in a single transfer of ownership of that product. Additional notices were taken up by the same firm in New Orleans, bringing the total of the amount of cotton for the account of co-operatives to about \$20,000,000.

It is understood that this cotton will be stored, with a view of removing surplus staple from the market. Criticism is directed against the farm board's support of the cotton co-operatives in this case because of alleged large losses resulting from it to cotton merchants who were short of May contracts. A similar loss is probable in trades in July contracts.

Certified stocks at six markets, including New York, have recently increased 75,000 bales. The Cotton Exchange Service estimates that the total stock of cotton in the country on April 1 was 1,295,000 bales more than a year ago, largely because of a decrease of 350,000 bales in domestic consumption and a loss in exports, which were 975,000 bales behind last season for the first eight months of the current year. Partly offsetting this condition, however, stocks abroad are somewhat smaller than they have been for several years.

Other depressing effects on the market during the past week were the break in wheat, rain in some of the dry cotton regions, a marked decline in Liverpool because of unfavorable developments in India, China and Japan, and reports from the South that some of the mills are planning a sharply reduced operating schedule.

BURLAP

Trading in burlaps continued to be very quiet last week. There is a marked uncertainty in the market over conditions in Calcutta, and no one is willing to venture far from the safest course available. What changes have occurred in prices have been downward. Buyers showed some interest at prices considerably under prevailing quotations, and while sellers were inclined to make some concessions, the difference between the two factions was too great to permit of much business.

One of the surprising features of the past week was a sharp drop in burlaps offered for future shipment from Calcutta. Local traders took this to mean that Calcutta was quite uncertain as to the market's future tendency and were offering only goods actually owned. Because of the inability to get exact information about conditions in India, many traders are withholding buying as much as possible.

## OFFICIAL SURVEY OF ELEVATOR FACILITIES

WASHINGTON, D. C.—Commenting on the recent report of the Bureau of Census, which showed that 1,057 flour mills owned and operated storage capacity of 229,000,000 bus, the Department of Agriculture observes:

"It appears that working capacity of

the elevators owned and operated by mills is sufficient to hold about 40 per cent of a year's grinding. According to wheat stock reports to the census bureau as of Dec. 31, the capacity owned and operated by mills was just a little more than half filled, the mills holding at that time about 125,000,000 bus of wheat in elevators, most if not all of which may have been in control of or operated by mills.

"A survey of elevator capacity at principal market centers was made in August, 1929, by the Bureau of Agricultural Economics. According to this survey the capacity of public storage at principal markets was equal to the storage owned and operated by the mills reporting to the census, about 229,000,000 bus. Space classified as private but not mill storage provided in addition 128,000,000 bus. It is possible that a small part of this private storage was owned and operated by mills. Adding the public and private to the mill storage capacity provides a total of about 550,000,000 to 580,000,000 bus, in principal markets and mills. During the past season the public and private terminal elevators at the several different market centers have been about filled to their working capacity for periods of some length. At the present time public storage facilities at some markets are well filled."

Plans now are being developed by the Bureau of Agricultural Economics for a survey of local elevators in all the principal surplus wheat producing states. This survey is to be completed early in the season, and will add materially to the knowledge of the grain storage capacity of the country. It is likely to have a bearing on the policy of the co-operative marketing organizations as to the future expansion of storage facilities.

## DRY MILK INSTITUTE HOLDS FIFTH ANNUAL CONVENTION

CHICAGO, ILL.—The fifth annual convention of the American Dry Milk Institute was an outstanding success. It was held at the Lake Shore Athletic Club, Chicago, April 23-24, and was featured by a good attendance and a most excellent program. This institute has accomplished much since it was organized in research work and in developing new outlets for dry skim milk. The growth of this industry has been remarkable and government figures show that the production of dry skim milk has increased from 62,251,000 lbs in 1923 to 147,996,000 in 1928.

All members of the executive committee were re-elected. They consist of C. E. Gray, Golden States Milk Products Co., San Francisco, chairman; Walter Page, Merrell-Soule Co., New York, vice chairman; M. J. Metzger, Bowman Dairy Co., Chicago, secretary-treasurer; H. E. Van Norman, Borden Co., New York, president; R. R. Gockley, Dairymen's League Co-operative Association, New York; H. R. Leonard, Twin City Milk Producers' Association, St. Paul; F. A. Wills, Syzlee-Wills-Jones Co., Philadelphia.

Roud McCann is the director of the institute, and D. H. Proctor is in charge of information service.

The meeting covered two days, and at the first session there were talks by G. M. Pelton, financial analyst for Swift & Co., who took for his subject, "We Come Into Our Own Costs and Net Profits in the Dry Milk Industry," which was followed by discussions on this question and other important subjects. At the luncheon, Dr. H. E. Van Norman, president, presided and R. W. Bell, of the Bureau of Dairy Industry, United States Department of Agriculture, read a paper prepared by him and Dr. Holm. Hugh P. Baker, manager of the trade association department of the Chamber of Commerce of the United States, gave an excellent talk on business. He mentioned that the most important functions of any trade association were uniform cost accounting, credit service and sound and more effective promotion, which consisted of research, education of industry and public, and advertising. A code of ethics was all right, and good for education, but of 300 associations having adopted a code, not one was getting full,

voluntary and satisfactory adherence; therefore, he said, many associations were turning to the Federal Trade Commission for trade practice rules with teeth in them. He did not recommend this except in certain specific instances where associations had not been able to do effective work.

A feature of the afternoon session was a two-act skit called the "Comedy of Errors," put on by P. J. Shortt & Co. Mr. Shortt had written this skit, dealing with the selling of dry skim milk. Included in the cast, besides Mr. Shortt, were D. H. Proctor, Lawrence Nolte, Donald Magraw, Miss Dorothy Kappan, Miss Dorothy Lausmann, and Miss Marjorie Lind.

The second day was devoted to a general discussion on research results, market developments, a dairy bread campaign, and talks by Prof. W. H. E. Reid, University of Missouri, and Prof. C. E. Dahle, Penn State College.

## JAPANESE MILLS FACTOR IN SLACK CHINA DEMAND

WASHINGTON, D. C.—Orders for Canadian and American flour in the China market are at low tide, according to cablegram advices to the Department of Commerce. An unfavorable and uncertain exchange level, higher prices in the United States, and the fact that the Japanese mills can supply grades of flour milled from Canadian and American wheat quickly and competitively, are cited in explanation.

Flour stocks at Tientsin are declining, and are now subnormal, with local production low and unlikely to resume in any volume until the new native wheat crop becomes available towards the end of June. Prospects continue excellent for a good wheat crop in northern China, and this tends to restrict the possibilities for any great volume of American flour business this season.

"Current Canadian prices are below American quotations and while the grades handled are inferior to American, the price factor tends to turn business toward the Canadian product," according to the reports to the Department of Commerce. "Northern authorities have announced that the tax of 10c local currency per bag on imported flour arriving at the port of Tientsin will now also be imposed upon Shanghai and other China milled flour, which hitherto has been exempt from this tax. Prices on April 18, on the Tientsin market, were, in Chinese silver dollars, per bag: American 3.88 (U. S. \$3.64), Canadian 3.38 (U. S. \$3.17), Japanese 3.85 (U. S. \$3.61), Shanghai 3.67 (U. S. \$3.44), and Tientsin milled 4.10 (U. S. \$3.84)."



JOSEPH A. LEE, one of the most popular allied tradesmen in the country, has been elected a vice president of Standard Brands, Inc. Mr. Lee was with The Fleischmann Co. for 19 years, and has been sales manager for Standard Brands for some time. He is also an ex-president of the Allied Trades of the Baking Industry.

## FARM BOARD OUTLOOK BETTER, LEGGE SAYS

Emphasis Now Being Placed on Collecting Loans—Policies for New Crop Year Are Not Definite

WASHINGTON, D. C.—Co-operative agencies are in much better position facing the new crop than they were last year as the new crop came on, in the opinion of Alexander Legge, chairman of the Federal Farm Board. He said that the Farmers' National Grain Corporation had lost nothing on its operations this year and would show a little profit. He said that nothing definite could be stated on the loan policy for the new crop; that no loans on the present crop would be made after May 1, and that emphasis now was being placed on getting in the loans already made before the next crop moves to market. He stated that none of the old loans are being called, however.

The Grain Stabilization Corporation, according to Chairman Legge, has gotten rid of most of its wheat at seaboard markets and the general storage situation has eased up considerably.

Mr. Legge attached no importance to the report that Australia is putting on a drive to increase wheat acreage by 1,000,000 acres.

## LOW OCEAN RATES AID TO ARGENTINE BRAN IMPORTS

Many millers have been unable to understand how Argentine bran can be offered at American seaboard points at prices several dollars per ton under American bran, even after paying for a long ocean haul and the tariff of 7 1/2 per cent, states a recent issue of the Hook-Up, house organ of the Millers' National Federation. The colored gentleman under the bran sacks seems to be the abnormally low ocean freight charges on bran. The shipments which are now arriving are paying only \$3.60 per ton from Argentine ports to American points. While it is not possible to say exactly what the rates have been in the past, it is believed that the present figure is considerably lower than what might be termed a normal rate. The low rates are explained by the fact that ships bound for the United States are having difficulty getting cargoes, and are therefore taking bulky commodities at record low rates. The federation's investigations thus far do not disclose any basis upon which the antidumping provisions of the law can be invoked.

## ELEVATOR IN KANSAS CITY TO CHANGE HANDS IN JUNE

KANSAS CITY, Mo.—The 2,500,000-bu Murray elevator here, owned by the Chicago, Burlington & Quincy Railroad, will change hands in June at the expiration of the lease held by the Norris Grain Co., according to Fred C. Hoese, vice president and local manager of the Norris company. Several Kansas City grain companies are reported interested in the elevator and in some quarters it is rumored that the Federal Farm Board is desirous of obtaining the lease, but as yet no definite negotiations have been made. The Norris company owns and operates an elevator with a capacity of 1,800,000 bus, for which an additional 1,000,000 bus storage is being considered, according to Mr. Hoese.

## W. W. CAVAGNA BECOMES FIELD MANAGER FOR PAGE COMPANY

KANSAS CITY, Mo.—W. W. Cavagna has resigned his connection with the Cincinnati office of the Red Star Milling Co., Wichita, Kansas, to become field manager for the Thomas Page Mill Co., Topeka, Kansas, with headquarters in Cincinnati. Prior to his connection with the Red Star company, Mr. Cavagna was with the Washburn Crosby Co., Inc., for a considerable time.

# F E E D S T U F F S

## MILLFEED

### CENTRAL WEST

*Chicago.*—Demand has been especially good for bran and middlings for immediate; trend easier; offerings very scarce, some mills not making any. Spring bran \$30, hard winter \$30; standard middlings \$29, flour middlings \$31; red dog, \$32.

*Milwaukee.*—After a brief decline from the high point of 10 days ago, millfeeds again came into demand, especially bran for near-by shipment. Early prices were 50c@81 lower and buying demand was on a limited basis, but later buying brought top prices again. Middlings have not advanced quite as rapidly in price, although there is somewhat better inquiry for this commodity. Considerable feed is being sold for forward shipment, especially for the first half of May, at a discount of 50c@81 ton from the top prices; all May shipment is at about \$1 ton discount. Demand is very spotted. For instance, Pennsylvania, that usually buys considerable pure bran, is bidding about \$1 ton under what the Buffalo and New England markets are willing to pay. Feed manufacturers have found an exceedingly good demand for manufactured feed, and also split cars. They are finding it difficult to get enough for near-by shipment to take care of their immediate demand. Flour middlings, red dog and rye middlings still continue to be quoted at prices about unchanged from that of a week ago. Quotations: standard bran, \$30@30.50; pure bran, \$30@30.50, April shipment; standard fine middlings, \$28.75@29.25; flour middlings, \$30.50@31.50; red dog, \$32@33; second clear flour, \$32@33; rye middlings, \$21@22.

*St. Louis.*—The edge seems to have been taken off the demand for cash bran, although it is selling at slightly higher levels. With May at a discount, buyers are not anxious to purchase any immediate shipment stuff if they can avoid it. If those who have contracts for shipment first half of May can get delivery early in the period, there may be a sharp drop in spot, but if mills hold up deliveries until nearly midmonth, there may be a very keen demand to fill immediate needs. Shorts are still quiet, and there is something wrong when shorts and bran, in at least one case, have sold for the same price. Either shorts are too low or bran is too high, and while it may be a little of each, keen traders say that there are continued reports of diminishing supplies of soft corn in the country, which should mean more shorts needed for hogs. At the same time the demand for poultry mash, all containing shorts, is reported good, and so it is puzzling to know why the usual spring demand for shorts does not come out. Quotations are not available on brown shorts, standard middlings or flour middlings, as they are so far out of line that none are selling here. Bran, gray shorts and brown shorts, \$29@29.50.

### THE NORTHWEST

*Minneapolis.*—Throughout last week there was a very keen demand for bran in transit or for immediate shipment, with buyers willing to pay a liberal premium for anything available for quick delivery. Buyers everywhere wanted the feed they had bought and were threatening to buy in for sellers' account, where shipments had not been made within contract time. It was simply a repetition of what had happened many times before. Mills had feed sold and had asked for directions, but buyers could not furnish them. Now, with the market bare of supplies, mixed car trade good and mill operations light, millers were unable to satisfy their customers, who all demanded immediate shipment. It seems likely that many contracts for April shipment will have to be carried over into May, or even June, because there are still unfilled some earlier contracts. On April 29, demand diminished, and prices are at least 50c ton lower than on April 26, though there



## Feed Demand Fair to Good

**A**LTHOUGH the price trend is unsettled, and a few principal feeds are not moving briskly into consuming channels, the general situation in the feedstuffs market is satisfactory. Demand is largely for spot shipments, although there has been an increase recently in the volume bought for May delivery. The principal factors influencing the current situation are later pastures than were anticipated, which increases the need for filling the near-by requirements, but does not stimulate buying for later months; the spring pig and baby chick crop; the exceedingly active inquiry for mixed feeds which is reaching feed manufacturers. Light supplies of some of the feeds are responsible for price firmness, rather than heavy buying. This is particularly true of cottonseed and linseed meal. On the other hand, weakness in grain markets had a bearish effect on most of the concentrates.

Meadows and pastures are in generally good condition east of the Mississippi River, but rain is badly needed in many sections, and especially in the Southwest. In the northern plains regions and in most of the great western grazing areas range conditions are satisfactory, except for some local need of moisture.

### WHEAT MILLFEED

Bran is especially strong, with prices up \$1@1.50 ton after a brief decline. Buyers are not as anxious for shorts, and the spread between the two feeds has narrowed. The market for both is firm, however. Mixed feed manufacturers and dealers are continuing their heavy purchases of bran for immediate delivery, and, with little available from mills, further advances are not improbable. Demand is general, and the situation is much the same in all of the principal milling centers, including Minneapolis, Buffalo and Kansas City. The lightest buying is in the Southeast. The Pacific Coast, with the exception of Los Angeles, also is not participating in the activity, as pastures are good, barley is cheap and dairy trade conditions are poor. In the Central West and the East, demand for May bran is developing, good sales having been made for first half of May delivery at 50c ton under spot prices, and for all May delivery at \$1 under.

### LINSEED MEAL

Production is light in the Northwest, but normal in Buffalo and on the Pacific Coast. Prices weakened in the Middle West when resellers' offerings dropped \$1.50 @2 ton under the quotations of crushers, although markets elsewhere were steady to strong. Offerings from all sections are light, and probably will continue so until the new crop of flax reaches the market, as remaining supplies of that grain are considerably below normal. Feed manufacturers constitute the principal outlet for meal at present. Production figures recently released would indicate that the output of linseed meal for the first quarter of 1930 was 50,000 to 60,000 tons below that of the corresponding period a year ago.

### COTTONSEED MEAL

Cottonseed meal prices continued their upward trend with the small supplies in good demand. Offerings were light in the Southeast, reflecting the small meal stock. Some mills were reported making offerings only against seed receipts and others were reported buying meal to fill local orders. Southeastern demand was fair, fertilizer takings moderate, but eastern inquiry was dull. The Memphis market was weaker than the Atlanta market when compared with a week ago. However, at both markets the cash situation is quite firm, with a slow seed movement expected until after the planting of the new crop is completed.

### CORN FEEDS

Hominy feed declined, with lesser demand, more liberal offerings and lower corn prices. Gluten feed and meal are unchanged. While bran has advanced about \$0.50 ton from the low point of the winter, gluten feed is only \$1 ton higher, and this narrowing of the range has brought the latter product into increased favor.

### BREWERS' DRIED GRAINS

Brewers' dried grains, containing 20 to 22 per cent protein, are selling at about \$5 ton under bran, and demand for them is improving. Somewhat higher prices are anticipated on this feed, as the peak of production has passed and increased buying will probably result in advancing values.

are still buyers in the market for immediate or transit shipments. Jobbers claim they can get \$27.50 ton for immediate bran, where buyers would not pay over \$26.50@27 for prompt, and the same spread applies to standard middlings. Nominal quotations follow: bran, \$26.50 @27.50 ton; standard middlings, \$26@26.50; flour middlings, \$28@29; red dog, \$30@31; mixed wheat feed, \$28.50@29; rye middlings, \$21.50@22, in 100-lb sacks, f.o.b., Minneapolis.

*Des Moines.*—Demand good but slightly weaker than past few weeks; supplies adequate; trend steady, except gray shorts, which are down \$1. Bran, \$28.50 @31; gray shorts, \$31@34; flour mid-

dings, \$32@39; standard middlings, \$30 @34; red dog, \$32.50@43.

*Duluth.*—Demand fair for bran; trend firm. Bran, \$27.50; standard middlings, \$28.50; flour middlings, \$29.50; red dog, \$30.50.

### THE SOUTHWEST

*Kansas City.*—There is little change in the millfeed market, except that prices are higher as a result of more restricted offerings for immediate shipment, the only type of business that is receiving any interest. Increased flour business is sure to make itself felt in millfeed markets, and weakness in comparison with present strong values is expected soon.

Spot bran is quoted at \$26.50; for May shipment, standard bran is quoted at \$25.50, gray shorts at \$27.50, and brown shorts at \$26.50@27.

*Atchison.*—Demand active for prompt shipment; trend slightly higher; mills are oversold on spot and April shipment. Bran, \$27.75@28; mill run, \$28.50; shorts, \$29.

*Oklahoma City.*—Demand good; no surplus stocks; trend firm. Straight bran \$28, mill run \$31.80, shorts \$32, delivered, Oklahoma points.

*Omaha.*—Demand fair; trend is unchanged to a little higher. Standard bran \$27.50, pure bran \$28; wheat shorts \$27@27.50, gray shorts \$27.50@28; flour middlings, \$30; red dog, \$33.

*Denver.*—Demand good; supplies are plentiful; trend upward; \$1 advance. Red mill run bran \$29@31, white \$31@32; gray shorts \$37@39, white \$38@40.

*Wichita.*—Demand good; trend steady to slightly weaker; business is below recent high levels. Bran, \$27@28; mill run, \$29@30; shorts, \$31@32.

*Hutchinson.*—Shorts continue draggy, but sharp improvement is noticed in inquiry and demand for bran at much stronger prices. Bran \$27 and gray shorts \$30, Kansas City basis.

*Salina.*—Millfeeds firmer; feed manufacturers and jobbers are conservative buyers; bran and shorts wanted mainly for immediate shipment; however, feed for prompt and all-April shipment is being offered at a substantial discount; offerings light for immediate shipment and demand is expected to broaden; mixed car territory is ordering our flour and feed in the usual manner, and shipments are still behind schedule. Bran is quoted at \$26@26.50, and shorts at \$29@29.50.

### THE EAST

*Buffalo.*—Bran in better demand than middlings; trend firm; mills have none to offer. Standard bran, \$32.50. Standard middlings, \$31; flour middlings \$33.50; red dog, \$35.50.

*New York.*—Demand above normal; trend firm; offerings of bran scarce. Bran, \$35.10@36.10; standard middlings, \$35.10@36.10; red dog, \$39.60@40.60.

*Boston.*—Demand slow; supplies fair; trend firm. Spring bran \$37@37.50, winter \$37@37.50; middlings, \$35@35.50; wheat mixed feeds, \$35@37; red dog, \$38@39.

*Baltimore.*—Market firmer. European bran is offered here at \$27.50 for May shipment. Domestic spring wheat bran \$36@36.50, winter \$36.50; standard spring wheat middlings \$35.50, flour middlings \$37; red dog, \$38.

*Philadelphia.*—Firm and higher, with offerings light and demand fair. Spring and hard winter bran \$36@36.50, pure \$36.50@37, soft winter \$37@37.50; standard middlings \$36@36.50, flour middlings \$37@39; red dog, \$39@40.

*Pittsburgh.*—Demand light; trend is downward; offerings heavy; prices easier. Spring wheat bran, \$32@32.50; standard middlings, \$31@31.50; flour middlings, \$33@34; red dog, \$35@36.

### CENTRAL STATES

*Toledo.*—Millfeed is in good demand. One of the largest mills advanced the price of bran twice during the week, 50c one time and \$1 the other, and continues to sell readily at the last advance. Soft winter wheat bran was quoted, April 25, at \$31.50@32.50 ton, mixed feed \$31.50@31.75, flour middlings \$31@31.50 and standard middlings (the latter for shipment after 30 days, none for prompt available) at \$29, in 100's, f.o.b., Toledo or mill.

*Cleveland.*—Demand fair; trend firm. Hard winter wheat bran \$33.75@34, soft winter \$33.50@34.50, spring \$34.30; standard middlings \$32.80, flour middlings \$34.50@34.80; red dog, \$36.30.

*Cincinnati.*—Demand slow; trend is downward; offerings scarce. Bran: soft winter wheat \$31.50@32, hard winter \$31.50@32; middlings, standard spring

Unless otherwise specified, feed quotations named in The Northwestern Miller are of Tuesday, the day preceding publication, and are per ton, sacked, in car lots, f.o.b., at the points named.

wheat \$31.50@32, soft winter \$33@33.50; gray shorts, \$33@33.50; wheat mixed feed, \$32.50@33.

Indianapolis.—Demand only fair; supplies light; trend steady. Soft winter wheat bran, \$32.50; standard middlings, \$33@33.50; wheat mixed feed, \$31@31.50; flour middlings, \$34@35; red dog, \$35@35.50; hard wheat feeds quoted 75c ton higher.

Evansville.—Demand good; supplies ample; trend lower. Bran, \$31; wheat mixed, \$31; shorts, \$32.

Columbus.—Demand slow; supplies are sufficient; trend downward. Soft winter wheat bran \$34.50@35, spring wheat \$34 @34.50; hard winter \$35@35.50; spring wheat standard middlings \$34@34.50; flour middlings \$36.50@37; hard wheat mixed feed, \$36.50; red dog, \$38@38.50.

Louisville.—Demand good; supplies are light; trend strong; red dog and gray middlings not so active. Bran, \$34; mixed feed, \$35; brown middlings \$36, gray \$39; red dog, \$41.

THE SOUTH

New Orleans.—Demand fair; trend is higher. Texas wheat bran \$1.60@1.65 per 100 lbs, gray shorts \$1.70@1.75; Kansas wheat bran \$1.57@1.65, gray shorts \$1.75@1.85; Missouri wheat bran \$1.60, gray shorts \$1.70; red dog, \$2.05; standard middlings, \$1.70@1.75.

Atlanta.—Demand slack; supplies are plentiful; trend uncertain; rising prices have driven many buyers from the market temporarily. Wheat bran, \$35@36; gray shorts, \$36@40; standard middlings, \$37@38; red dog, \$44.

Birmingham.—Local demand slow; out-of-town buying a little better; supplies sufficient; trend unsettled. Bran, standard grade \$35, pure wheat \$34@36; gray shorts in burlap bags, unstamped, \$33@34.

Dallas.—Demand improved; trend is firm; offerings light. Delivered, Texas common points, 100-lb bags: bran, \$1.56 @1.60; brown shorts \$1.65@1.70, white \$1.96@2.

Fort Worth.—Demand excellent; supplies moderate; trend steady. Wheat bran \$1.55@1.60 per 100 lbs, gray shorts \$1.65@1.70, white shorts \$1.90@2, delivered, Texas common points; wheat bran \$1.45@1.50, delivered Fort Worth proper.

Norfolk.—Demand light; trend downward. Red dog, \$37@39; winter middlings, \$35@37; winter bran, \$35@36; standard bran, \$31.50@35; standard middlings, \$31@34.50.

Nashville.—Demand fair; trend lower. Soft wheat bran, \$26@30; standard middlings, \$29@31.

Memphis.—Demand fairly good for wheat bran; shorts, slow to sell, offerings very scarce, practically none from mills. Wheat bran, \$31; gray shorts, \$32.

PACIFIC COAST

Seattle.—Demand fair; trend steady; demand and supplies about equal. Washington standard mill run, \$28@29, coast; Montana mixed feed, \$27@27.50.

San Francisco.—Demand slow; trend steady to firm; offerings very light; dealers buying requirements as needed, large-

Index of Millfeed Production table showing production in tons for various regions (Southwest, Northwest, Buffalo) from April 20-26, 1930, compared to previous weeks and years.

ly from resellers. Kansas bran, \$36@37; Ogden white mill run \$34@35, blended mill run \$33@34, red mill run \$33@34; northern white bran and mill run \$33@34, red and standard mill run \$32@33, shorts \$35@36, middlings \$40@41; Montana bran \$32.50@33.50, mill run \$32@33, low grade flour \$42@43.

ish Columbia, bran \$31@33, shorts \$33@35; Pacific Coast, bran \$34@36, shorts \$36@38.

Vancouver.—Demand good; trend is downward; mills are pressing the sale of shorts, but declining immediate shipment of bran; stocks are ample. Bran, \$34; shorts, \$36; middlings, \$43.

BREWERS' DRIED GRAINS Milwaukee.—Demand and inquiry are active; trend upward; stocks are quite low; all old stocks have been liquidated and resold. Quotation, \$24.50@26.

CORN FEED Milwaukee.—Demand slightly lower; inquiry good; trend firm; no surplus of either white or yellow. White feeding meal \$32, yellow \$32; cracked corn, \$31.25; ground oats and corn, \$35.75.

COTTONSEED MEAL Memphis.—Demand fairly good, chiefly immediate shipment; trend firm; prices advancing; offerings light, as mills are selling only against crushing; 41 per cent protein, \$37.75@38; 43 per cent, \$2.50 more; hulls, loose, \$8.

GLUTEN FEED Chicago.—Demand more active. Meal, \$40.15; feed, \$30.

DAIRY FEED Chicago.—Demand improving; trend is steady; 32 per cent protein, \$45@46;

Ogden.—Demand much better; inquiry increasing; trend upward. Buyers for California, Utah and Idaho shipments stimulated business with orders, while poultry feed output continued to absorb a large volume of Ogden mill run output. To California dealers, red bran and mill run \$33, blended bran and mill run \$34, white bran and mill run \$35, middlings \$44, f.o.b., San Francisco and other California common points; to Utah and Idaho dealers, red bran and mill run \$29, blended bran and mill run \$29, white bran and mill run \$30, middlings \$39.

CANADA

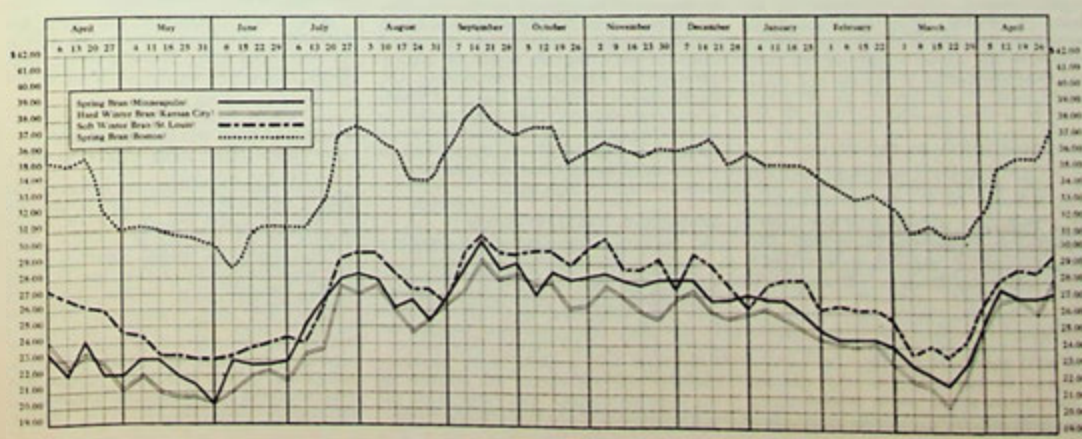
Toronto.—Demand for bran excellent, other lines slower; trend downward; production light; bran very scarce; shorts and middlings, particularly the latter, are plentiful; price cutting by the smaller country mills in shorts and middlings reported. Bran \$33, shorts \$31, middlings \$36, jute, mixed cars, delivered, Ontario points and as far east as Montreal.

Winnipeg.—Demand moderate; trend steady; not burdensome. Manitoba and Saskatchewan, bran \$30, shorts \$32; Alberta, bran \$31, shorts \$33; Brit-

SUMMARY OF MILLFEED QUOTATIONS

Summary of Millfeed Quotations table listing prices for various millfeeds (Spring bran, Hard winter bran, Soft winter bran, Standard middlings, Flour middlings, Red dog) across multiple cities (Chicago, Minneapolis, Kansas City, St. Louis, Baltimore, Buffalo, Philadelphia, Boston, Columbus, Nashville, Toronto, Winnipeg, etc.).

Range of Bran Prices



24 per cent, \$40.50@42; 20 per cent, \$37.50@40.50; 16 per cent, \$27@30.

HOMINY FEED

Omaha.—Demand fair; trend downward. White or yellow, \$28.50.

LINSEED MEAL

Minneapolis.—Despite the light production, about 35 per cent, local linseed crushers are catching up with orders and, unless demand picks up, it may be necessary to further curtail operations within another week. Linseed meal quotations: Minneapolis, \$34@34.50 ton; Chicago, \$54@54.50; Milwaukee, out of market; Toledo, \$51; Buffalo, \$49.50; Fredonia, Kansas, \$55; Portland, Oregon, \$42. At three last-named points, production is normal for this time of the year. Export inquiry for linseed oil cake limited, with price around \$35 ton, f.a.s., New York.

Winnipeg.—Demand good; trend firm. Cake, \$45; meal in new bags \$49, in seconds \$47.

OAT FEED

Toronto.—Demand slow; trend steady; offerings limited; prices high, compared with other feeds. Crushed oats \$40@43, chop \$42, feed \$22, bags included, cash terms, delivered, Ontario points.

SCREENINGS

Minneapolis.—Little activity in screenings, but demand is sufficient to absorb offerings and prevent accumulations. Mixers have been taking deliveries against old contracts more freely, and occasional small lots of ground screenings are being worked for prompt shipment. Buckwheats, \$45@46 ton; heavy seeds, \$14@16; Canadian refuse, \$11@13; medium wheat, \$8@11; elevator dust, \$3@5. Mixed feed oats, 29@32c bu.

Winnipeg.—Demand good for standard re-cleaned; trend steady. Refuse, \$10, track or ex-mills; standard re-cleaned \$28, unground, bulk; ground and sacked, \$25.

St. Louis.—Demand quiet; inquiry improved. Wheat, \$18@22; ground, from the Northwest, \$17@20.

CUBAN FLOUR IMPORTS INCREASE IN MARCH

Total for First Quarter of Year Below the Same Period of 1929, However—Spring in Lead

Arrivals of flour in Cuba during March totaled 103,137 sacks of 200 lbs each. This compares with 93,003 sacks in February and 101,016 in March, 1929. Imports into the island so far this year have been 290,446 sacks, compared with 322,303 in the same period of last year. Of the March, 1930, arrivals, 17,704 sacks were received in Havana and 55,433 in other centers.

Spring wheat mills, most of them with connections at Buffalo, furnished 66,016 sacks to the month's total. Hard winter wheat mills shipped 17,368 sacks, soft winter wheat mills 4,440, and Canadian mills 400. The remainder was imported under the name of the purchaser.

The principal buyers were Barraque Macia & Co., who took 5,969 sacks; Gonzalez & Suarez, 5,425; Mestre & Machadi & Co., 4,623; Suarez Tous & Co., 4,500; S. F. Guerra & Co., 4,450; Pivan & Co., 4,230; Isla Gutierrez & Co., 3,350; Victorios Esquero, 3,125; Gallian Lobo Co., 2,650; F. Ezquerro, 2,350; Echavarri & Co., 1,450; La Ambrosia Industrial, 1,000.

AUSTRALIA PLANS BIGGER CROP AS EXPORTS LESSEN

WASHINGTON, D. C.—Considerable interest has been aroused here by a report from the American trade commissioner at Sydney to the effect that the prime minister has launched a drive to increase the area sown to wheat in Australia by 1,600,000 acres. He is urging the necessity of increasing exports, and favors an Australian wheat pool. Conditions of the Australian crops are reported fair. Exports of wheat, including flour, from Australia for the period from Dec. 1, 1929, to April 10, 1930, have amounted to 30,500,000 bus, as compared with 66,000,000 bus for the same period last year.

## CORN PRODUCTS

**New Orleans.**—Demand light; trend is steady. Quotations, April 26: cream meal and grits, \$2.35 per 100 lbs; standard meal, \$2.22.

**Memphis.**—Buyers continue to take only small quantities, although stocks are light. Interior demand disappointing. A small mill sold a car or so of cream at \$3.85, but now is asking \$3.90 @ 1.15, basis 24's.

**St. Louis.**—Cream meal in cotton sacks, April 26, was quoted at \$2.05 per 100 lbs and standard meal at \$1.95.

**Evansville.**—Demand for meal is brisk and steady; hominy inactive. Prices unchanged. Corn meal, April 26, was quoted at \$2.25 per 100 lbs; flake hominy, \$3.40; pearl, cracked and grits, \$2.40 @ 2.50.

**Indianapolis.**—Demand moderate; offerings adequate; stocks limited; trend unsettled; small sales constitute the bulk of the business. On April 26, cream meal was quoted at \$2.45 @ 2.50 per 100 lbs.

**Nashville.**—Demand fairly active for meal, consuming requirements showing expansion; trend of market narrow. Degenerated cream meal, in 96-lb bags, on April 26 was quoted at \$2.20 @ 2.30.

**Pittsburgh.**—Demand light; trend is downward. On April 26, kiln-dried yellow and white meal were quoted at \$2.50 @ 2.55 per 100 lbs.

**Philadelphia.**—Trade slow and market weaker. Quotations, April 26, in 100-lb sacks: fancy kiln-dried meal, yellow \$2.46, white \$2.52; pearl hominy and grits, \$2.52.

**Toronto.**—Sales are of normal volume and prices unchanged. Quotation, April 26, \$6.50 @ 6.80 bbl, in bags, car lots, delivered.

**Baltimore.**—Meal, hominy and grits were steady and in moderate demand at former rates, not yet having followed the raw material, but expected to do so next week. Quotations, April 26: meal, \$2.10 @ 2.20 per 100 lbs; hominy and grits, \$2.28 @ 2.33.

**Minneapolis.**—On April 29, yellow and white corn meals were quoted at \$4 @ 4.10 per 200 lbs.

**Buffalo.**—Meal, white or yellow, was in active demand last week. Offerings, April 26, were selling at \$2.35 per 100 lbs.

## A Federal Farm Board Debate

(Continued from page 375.)

for live hogs, which, if it fills a real need, will be successful and will help stabilize hog prices.

"This world market with its present goods and speculative futures is most delicately adjusted, changing from minute to minute. It does not await the convening of a world board, but permits individual initiative to make effective its judgment by buying or selling.

"What do we mean by the marginal producer? Why, nothing more or less than that, because of his inferior location or inferior efficiency for the production of a particular product, he is the high cost producer of that product.

"What do we mean by interference with the action of the law of supply and demand in the free world markets?

"Interference, first, by private combinations, controlling or attempting to control production and marketing, and, through them, price."

The speaker then sketched the history of the movements to sustain the prices of copper, rubber, coffee and sugar, either by private cartels or government action, and showed that none of these had been successful. He quoted from publications issued by the Department of Commerce, in which it was pointed out that in movements of this sort there were fatal elements of economic fallacy.

As for tariff interference with the laws of supply and demand, Mr. Millett said:

### TARIFFS RESTRICT TRADE

"Tariffs tend to impede the exchange of commodities because they artificially

raise prices. That is hardly a salutary procedure in the face of a surplus of commodities in the world, accompanied by world-wide unemployment as evidenced by the world-wide fall in commodity prices. It would seem more sensible for each country to produce those products which it can produce at the greatest comparative advantage, to be freely exchanged for the comparatively advantageous products of other countries. The sum total of these economic goods of the world would thereby be increased, and therefore the per capita division increased, and the standard of living raised. High standard of living comes from ample natural resources and efficiency in production, not from tariffs.

"But some concession may be made by sound economics in favor of the use of tariffs for revenue, for protection of industries essential to national defense and, temporarily, for infant industries, provided, the burden of proof of necessity for a tariff is firmly planted in all cases on its advocates. The principle of this concession is widely different from the general policy of protection for protection's sake.

"And, please don't overlook the fact that the tariff system leads to retaliation. The French and Australian retaliatory measures just reported, and Germany's governmental action largely excluding wheat imports from America are warnings."

### ABOUT ACREAGE REDUCTION

Mr. Millett in referring to the acreage reduction program made the following observation:

"What is the difference between control of production by governmental advice as it is being attempted by the farm board, or by governmental compulsory measures which are impractical and that exercised by the economic law?

"Just this: the farm board says to all producers of wheat or cotton or any other agricultural commodity, 'you all reduce your acreage a certain percentage.' The economic law says, 'production must be decreased by the elimination of the marginal producer.' The economic law does not, over the radio, advise a uniform reduction of acreage, but silently draws a line—the margin—and the high cost producer on the line or below it stops producing, leaving the low cost, efficient producer, and he's the fellow we want to produce for us, continuing, or even increasing his production, to the welfare of society. And my guess is that the low cost, efficient producer will not cut his production, nor should he, because he is soundly following the dictates of the economic law, and is thereby benefiting all of us.

"The decreased production policy put into effect under this act virtually nullifies the agricultural financing acts, and the work of the Department of Agriculture for the last half century."

"The speaker pointed out that the intermediate credit banks, the joint stock land banks and the federal land banks had been set up to provide agriculture with credits at low rates, and that this tended to increase production. He pointed out that all the activity of the Department of Agriculture is directed to the improvement of agricultural commodities and maximum production. He pointed out the obvious inconsistency of a government on one hand encouraging production and on the other hand advising farmers to reduce acreage.

Analyzing the law as it relates to the financial activities of the farm board, the speaker insisted that in the end the tax payers in the nation would pay the bill, and "the amount of it no man can measure."

## BANCAMERICA-BLAIR BUYS STOCK OF GENERAL FOODS

**NEW YORK, N. Y.**—It was announced last week that the Bancamerica-Blair Corporation was acquiring through private sale a block of stock in the General Foods Corporation, New York, valued at about \$25,000,000. The local press reported that the shares represented the holdings of Mrs. E. F. Hutton, daughter of C. W. Post, the founder of the Postum Co. The new interests will be represented on the board of the General Foods Corporation, but it is understood that there will be no change in manage-

ment or policies, Colby M. Chester, Jr., president, and Edward F. Hutton, chairman of the board of directors, both retaining all their holdings. Mr. Chester stated that the investment of the Bancamerica group was gratifying to the management because it expressed the confidence of one of the strongest banking interests in the country in the present and future of the organization.

## WHEAT EXPORTS FOR MONTH 1,000,000 BUS UNDER 1929

**WASHINGTON, D. C.**—Wheat exports from the United States during March were 1,073,000 bus less than during the same period last year, it was disclosed by the monthly report of the Department of Commerce. A total quantity of 2,414,000 bus was exported during the month, as against 3,187,000 in March, 1929.

Wheat flour exports were 1,101,000 bbls, which is 158,000 less than last year. The current figure includes 2,000 bbls shipped to Alaska, 12,000 to Hawaii, and 43,000 to Porto Rico.

The export movement of flour through the several customs districts during March was as follows: New York 432,000 bbls, Philadelphia 5,000, Baltimore 13,000, Virginia 9,000, Mobile 8,000, New Orleans 156,000, Galveston 145,000, San Francisco 28,000, Oregon 70,000, Washington 138,000, and all others 37,000.

Of the total March movement, 130,000 bbls went to the United Kingdom, 120,000 to Netherlands, 112,000 to Cuba, 113,000 to China, including Hongkong and Kwantung, 54,000 to Norway, 31,000 to Denmark, 40,000 to Germany, 26,000 to Haiti, 61,000 to Brazil, 48,000 to the Philippines.

March wheat exports moving through the several customs districts were: New York 264,000 bus, Philadelphia 3,000, Baltimore 80,000, New Orleans 219,000, Galveston 866,000, San Francisco 4,000, Oregon 414,000, Washington 312,000, and all others 251,000 bus.

## GRAIN CO-OP ASKS TERMS FOR MILWAUKEE STORAGE

**MILWAUKEE, WIS.**—Milwaukee elevator operators on April 22 received letters from the Farmers' National Grain Corporation asking if they would be interested in leasing storage space. No terms were offered. Rather the grain corporation wanted to know what the grain merchants wanted for their space. As yet none of the merchants have made a decision as to whether or not to lease to the government agency. The regular storage charge on grain is 1½¢ a bu for the first 10 days, including handling charges of 1-20¢ per bu per day. There is storage space available, as is evident from the storage report which on April 22 showed 4,609,000 bus of grain in commercial elevators, as compared to 7,200,000 bus capacity of these elevators.

## CHICAGO BOARD OF TRADE BACKS EXCHANGES' ACTION

The Chicago Board of Trade is the fifth commodity exchange to endorse the resolution presented by the Minneapolis Chamber of Commerce to the Chamber of Commerce of the United States, which would instruct directors of the latter body to move for the repeal or amendment of the Agricultural Marketing Act. In taking this action, the Board of Trade officials emphasized that their action is aimed against the legislation which created a Federal Farm Board and is not directed against the board itself.

## DRY MILK INSTITUTE TO HAVE NEW LOCATION MAY 1

**CHICAGO, ILL.**—The American Dry Milk Institute on May 1 will move its offices from 160 North La Salle Street, Chicago, to the new office building at Wacker Drive and La Salle Street. The new arrangement will provide more spacious quarters and will permit the location of the executive offices and laboratory together.

## RYE PRODUCTS

**Milwaukee.**—Prices for the week remained unchanged. Quotations, April 26: pure white flour \$4.65 @ 4.80 bbl; light, \$4.15 @ 4.60; medium, \$4.25 @ 4.40; pure dark, \$3.55 @ 3.70; meal, \$3.85 @ 4.

**Minneapolis.**—There is no trading of consequence in rye flours. Majority of buyers supply current needs from week to week and show no interest whatever in forward delivery. Pure white rye flour, \$4.50 @ 4.65 bbl, in 98-lb cottons; medium, \$4.10 @ 4.25; pure dark, \$3.35 @ 3.50, f.o.b., Minneapolis. Four northwestern mills last week made 8,077 bbls, compared with 12,513, made by five mills, in the previous week.

**Chicago.**—Rye flour was not very active last week, although there were fairly numerous sales in single cars and less. Shipping directions were fair. The local output was 6,044 against 5,751 previously. Mill asking prices April 26: patent white, \$4.60 @ 4.75 bbl, jute; medium, \$4.25 @ 4.45; dark, \$3.50 @ 3.80.

**Duluth.**—A few scattering orders were placed last week for part or an occasional car lot of flour, suggesting the need of immediate replenishing of stock. Choice milling rye is scarce, and expected to continue so; hardly any stuff being run in from the country. Market a little shifty. Quotations, April 26, f.o.b., mill, in 98-lb cottons: pure white, \$4.80 bbl; No. 2 straight, \$4.40; No. 3 dark, \$3.65; No. 5 blend, \$4.85; No. 8 rye, \$4.05.

**St. Louis.**—Business in flour was good last week at about unchanged prices. Shipping directions on old contracts were active. Quotations, basis cotton 98's, f.o.b., St. Louis, April 26: pure white patent, \$5.10 bbl; medium, \$4.70; pure dark, \$3.95; rye meal, \$4.35.

**Indianapolis.**—Demand inactive; trend downward; buyers taking only what they need. Quotations, April 26: pure white flour, \$5.25 @ 5.35 bbl, Indianapolis, basis 98-lb cottons; medium, \$4.75 @ 4.95; dark, \$4.25 @ 4.45.

**Buffalo.**—Continued good demand for flour, especially for medium. Little call for dark. Quotations, April 26: white, \$5.20 @ 5.25 bbl; medium, \$4.30 @ 4.50; dark, \$4 @ 4.10.

**Boston.**—Flour was in limited demand last week, with prices trending downward. Quotations, April 26, 98-lb cottons: choice white patents, \$5.25 @ 5.35 bbl; standard patents, \$5 @ 5.10; medium dark straights, \$4.60 @ 4.70; medium light straights, \$4.80 @ 4.90; pure dark rye, \$4.30 @ 4.40; rye meal, \$4.40 @ 4.50.

**Baltimore.**—Flour was steady at late decline, being apparently pegged at current rates, with demand confined to parcel lots in mixed cars. Quotations, April 26, in 98-lb cottons: top patents, \$5 @ 5.25 bbl; straight, \$4.35 @ 4.60; dark \$4 @ 4.25.

**Philadelphia.**—Unsettled and irregular, closing again lower with demand slow. Flour quotations, April 26, 98-lb cotton sacks: white, \$5.30 @ 5.50 bbl; medium, \$4.50 @ 4.75; dark, \$4 @ 4.25.

**Pittsburgh.**—Demand slow; trend downward; prices lower. Quotations, April 26: pure white flour, \$5 @ 5.50 bbl; medium, \$4.50 @ 5; dark, \$4 @ 4.25.

**New York.**—Business last week was moderate, with buyers interested only in an occasional car. White patent, April 25, in jutes, was quoted at \$5 @ 5.25 bbl.

## FEDERATION TO APPEAR AT HEARING FOR STRONG BILL

The House Committee on Banking will hold a public hearing on the Strong bill on May 16. This bill, if enacted, would change the law relating to national banks so that drafts on which remittance had not been completed at the time of bank failure would then become preferred claims. This rule is generally observed in state laws. The principal support for the Strong bill comes from the milling industry, and the chief opposition heads up in the Treasury department. The Federation will appear in behalf of the bill at the hearing.



**LETTERS TO THE EDITOR**

Note: The writer of the following communication, who prefers that his name be not published, was a pioneer in Manitoba and later engaged in the grain trade. He is regarded as one of the best-informed men on grain trade conditions in the Canadian Northwest. Editor *The Northwestern Miller*.

**WHITHER ARE WE DRIFTING**  
WINNIPEG, MAN.

Editor *The Northwestern Miller*,  
Sir: It has been truly said that "Politics is of the very essence of compromise." Exemplification of this may be found in countries having the most diverse forms of government. In Russia a despotic government, in its endeavor to sovietize the rural areas, finds compromise with its peasant subjects occasionally necessary. Dissatisfied with the arbitrary and inadequate prices paid by the government for their surplus wheat, the peasants either avoided growing a surplus or contrived to hide it from the authorities. Before the war, Russia exported annually from 100,000,000 to 300,000,000 bus of wheat. Now, its urban population sometimes lacks a sufficiency of bread. Such is the farm problem imposed upon the Russian government by its own arbitrary interference with free commerce.

The United States and Canada have, each, also a farm problem. With a superabundance of wheat, they complain of the inadequacy of the price. For a long period North American grain growers have complained, with some justification, of their financial disabilities, and have somewhat unwarrantably concluded that the source of all their troubles is in the marketing end of their business. Many more or less abortive attempts to improve marketing methods failed to convince them of what seems reasonably clear to an unprejudiced mind, that the marketing service was far better than they esteemed it, and that no possible change in its method could ever make or break an individual grain grower.

State aid is being invoked and granted to an alarming extent nowadays, and farmers could not be expected to refrain from asking for what others are getting. So we find at last the United States government, ostensibly anti-Bolshevik, inaugurating a program of farm relief which many are already denouncing as communistic. It is quite in line with the trend of modern legislation—another compromise with socialism. It would seem to be necessary to inquire seriously how far this progressive usurpation by the state of the functions of the private citizen can consist with our industrial, commercial and social welfare.

For the purposes of such an inquiry it may be noted that the farm relief board's first endeavors were to establish and promote co-operative selling after the pattern of the Canadian wheat pool. It is altogether probable that pool propaganda has imbued the public mind with exaggerated and false notions of the benefits of so-called co-operative selling, and may even have influenced the farm board's policy. A short review of the history of the Canadian pool, with the view of ascertaining its merits and defects, would appear to be advisable, especially if it is to be held up and recommended as a model.

First let it be said, however, that farmers, or any other class of producers, have an undoubted right to organize their own selling agencies. Until state aid is granted, no one should deny that right, not even the middlemen who suffer loss of business. Had the pool effected substantial economies in the marketing process and materially improved the condition of its farmers, it would have been hailed as a social benefactor and fully entitled to all the rewards of efficiency, including even the extinction of private trade.

But, having failed to provide better service than its maligned predecessors,

having appealed for and received financial backing from the state, involving possible loss to already overburdened taxpayers and absolving from such possible loss the people who might contract it and who in justice ought to bear it, then surely it becomes the right and the duty of individual citizens and of business interests generally to inquire to what extent they suffer or seem likely to suffer from state aided co-operative ventures.

From its inception the Canadian pool has been a political movement. Its promoters first demanded the re-establishment of the Canadian wheat board, which meant, in effect, a compulsory pool. Many still advocate this, and some are proposing co-operative banks. The political trend is apparent. It is interesting to observe that six years ago one critic of Aaron Sapiro's pool propaganda said its logical sequence would be the communist's "Co-operative Commonwealth." Events seem to justify the prediction. Mr. Sapiro's speech the other day in California would be a rude shock to many. He criticizes the management, and apparently admits the pool's failure to fulfill the expectations of its promoters.

When the pool first started there were two farmers' companies with records of good management and service extending over a considerable number of years. The pool absorbed one of them, but failed to absorb the other. These proceedings created some antagonism in the ranks of the farmers, and inflicted some injury to their co-operative interests. The pool built many new elevators which were not needed, to its own financial injury and that of the remaining farmers' company and the grain trade generally. These new capital commitments, coupled with the holding policy of the pool in its market operations, have contributed to the present money stringency. It is only fair to say that the pool is not the only sinner in this regard, and it should also be said that such criticisms would be entirely out of order had the pool refrained from asking for and accepting government guaranties. If the successive experiences of two farmers' grain companies and the pool combined fail to convince any one of the essentially good services rendered by the private grain trade, it would be a waste of time to attempt to do it by argument.

Whatever one may think of the pool's commercial record, it has assuredly manifested a political force in compelling three provincial governments to come to its rescue even if its demands were, incidentally, backed by the financial exigencies of the times. Herein lies the

danger. Within the legislatures there was practically entire agreement of commonly hostile parties in support of the guaranties. Outside there has been, so far, little or no hostile criticism in a public way. We can ultimately rely on the sound common sense of the average citizen. For the time being he is not sufficiently informed to pass judgment on the expediency or otherwise of the pool guaranties. Time will justify or condemn them, and he is content to await time's verdict and refrain from useless recrimination. Lincoln's dictum about fooling the people remains a good political maxim. **411**

It should not be too hastily assumed that criticism of farm relief measures implies a lack of sympathy for farmers, nor that it proceeds entirely from motives of trade jealousy. We must learn ultimately, from a multiplicity of costly but abortive social experiments, legislative and otherwise, to choose the way of wisdom. We need wise leadership and true co-operation, but they can only emanate from a spirit of good will usually accompanied by a sense of justice which recognizes good service well done and pays for it ungrudgingly. Political meddlers and muddlers, by whatever name they may be called, have already made far too serious inroads upon the rights and liberties of the individual. Have we been compromising too long? Whither are we drifting?

PIONEER MANITOBA FARMER.

**JOHN H. WILKINSON MARRIES**  
KANSAS CITY, MO.—John H. Wilkinson, secretary of the Missouri Master Bakers' Association and a flour and grain broker in Joplin, Mo., the last two years, was married April 26 in Neosho to Dr. Mildred Raymond Copeland, of Joplin. The couple left after the ceremony on a fortnight's trip through the southern states. On their return, they will make their home at Reding's Mill, a resort near Joplin. Mr. Wilkinson formerly was connected with the sales staff of the Washburn Crosby Co., in Kansas City.

**PANAMA RAIL ROAD ASKS BIDS**  
NEW YORK, N. Y.—The Panama Rail Road Co. has invited sealed proposals to be opened at 2 p.m. Wednesday, May 7, at the office of the commissary purchasing agent, 24 State Street, on 2,200 sacks of hard wheat flour (spring or winter) to arrive on the isthmus during June. Bids are on the basis of delivery c.i.f. Cristobal.

**WHEAT MEAL**

**Toronto.**—There is a downward movement in prices of rolled oats and oatmeal. Another decline of 20c bbl went into effect on April 22. Cereal millers say the lower levels are having little effect on business, and there is really no improvement in demand. The retail trade is taking small amounts regularly, and all sales are of limited quantities. Quotations, April 26: rolled oats \$6.90 bbl of 180 lbs, in 90-lb jute sacks, mixed ears, less 10c bbl for cash; ear lots, \$6.60; oatmeal, in 98-lb jutes, 10 per cent over rolled oats.

**Winnipeg.**—There was a little improvement in demand last week. Export trade remained dull but the domestic market took moderate quantities. Quotations, April 26: rolled oats in 80-lb bags, \$3.20 in Manitoba, \$3.25 in Saskatchewan, \$3.27 in Alberta, and \$3.55@3.65 in British Columbia; oatmeal, in 98-lb bags, 25 per cent over rolled oats.

**Minneapolis.**—Rolled oats were quoted on April 29 at \$2.27½ per 90 lbs.

**Philadelphia.**—Quiet and easier, influenced by downward movement of raw material. Quotation, April 26, \$2.97 per 100-lb sack.

**Buffalo.**—Rolled oats in fair demand last week, with moderate offerings, April 26, at \$2.70 per 90-lb sack.

**INDIANA MILLERS FINANCE WHEAT IMPROVEMENT WORK**

**EVANSVILLE, IND.** Following a recent test, backed by milling concerns of this section, which proved that soft wheat could be grown successfully in this territory, comes the announcement of the impending appointment of a crop expert by Purdue University to carry out a five-year wheat development plan in southwestern Indiana.

The plan for such an expert was presented to county agents and prominent wheat growers of the eight counties comprising the southwestern Indiana section, and met with enthusiastic approval.

Possibilities of working out the project have been under consideration for some time between milling officials and members of the agricultural department of Purdue University. After the plans had taken definite shape, Igleheart Bros., Inc., and the Sunnyside Milling Co., Evansville; the Home Mill & Grain Co., and the Fuhrer-Ford Milling Co., Mount Vernon, and the Cadick Milling Co., Grandview, joined in financing the scheme, establishing the Southwestern Indiana Millers' Fellowship in Crop Improvement at Purdue. Research work will be carried out at the Purdue laboratories under the direction of experts. The holder of the fellowship will spend his entire time for the next five years in developing varieties of wheat, with the co-operation of the farmers in the eighty-county district. Tests of soil and methods of soil preparation will also be carried out.

Farmers will be encouraged in competition much after the fashion of the five-acre corn club contests which have been operating most successfully for the past few years.

Demonstration of methods also will be held from time to time at a central location by the expert. A study will be made of the best methods for combating wild garlic and other weeds injurious to wheat, which have gained a strong grip on the wheat fields of southern Indiana. This will be carried out along with the survey and development work.

Purdue University and the milling firms concerned who have made the project possible, hope to be able to develop varieties of wheat and soil preparation processes which will make southwestern Indiana again one of the leading wheat producing sections of this part of the Middle West. Wheat lands of the section have been deteriorating for years and many farmers have practically abandoned wheat raising. The weather of the section is peculiar, changing from an unseasonably low to an unseasonably high temperature within a few hours' time.

**Even the Best Known Advertiser Needs a Street Address**

By Arthur C. Lueder  
Postmaster, Chicago, Ill.

**O**N nearly 50 per cent of the advertisements intended to evoke a reply, which appear in newspapers and magazines, the advertiser's name and city only are printed at the bottom of the advertisement; the street and number address being omitted. Thus, all inquiries sent in are without a street and number address, which not only imposes a constantly increasing burden upon the post office, but seriously interferes with the prompt dispatch of such mail. In fact, nondelivery is often the result of the failure to furnish a complete street address.

Not less than 75,000 pieces of mail, exclusive of that addressed to our larger and well-known firms, are received daily at the Chicago post office without street address, and this, mind you, in a city where a building may often house more people than reside in a good sized town. This condition is true in a greater or less degree in all of the larger post offices of the country.

The delivery of this mail is delayed from 8 to 24 hours. Most of it is handled on incoming trains where the distributor knows his scheme of distribution by street and number, but may know little, if anything, of the location of even some of the largest firms. With the same motion that he would place a letter with a complete address in the pigeon hole that would insure its prompt delivery, he puts a letter without street address in a compartment marked "No Street Named." Such mail is tied into bundles and sent to the Chicago post office for distribution.

It would be a waste of time to handle such incompletely addressed mail through the ordinary channels of distribution, so it is turned over to our experts. After they have handled it, there are frequently from 8,000 to 10,000 pieces which require directory service. Of that amount there are often as many as 5,000 pieces that are undeliverable.

I am sure that if it were made known to advertisers how greatly they would benefit from the use of complete street and number address in their advertisements, they would not hesitate to follow the advice to use a complete address, even if it required an extra line in the advertisement to do so.

# THE GRAIN MARKET

## Increased Export Demand for Wheat

**F**URTHER beneficial rains over sections of the winter and spring wheat belts where they were needed, together with heavy stocks of wheat in commercial channels, combined to weaken wheat futures again, but reports of increased export business tended to check the decline, and brought moderate rallies. On the whole, prices are about unchanged from a week ago, although in the last three weeks wheat futures have had a setback of 11@12c.

Sentiment is mixed. Traders expect a continuation of the "weather market" for several weeks. Export news came in for more attention than usual and the reported enlargement in foreign buying caused moderate price reactions.

Statistically, the position of wheat continues bearish. Huge stocks in commercial channels are being reduced slowly and it appears that this country will have another large carry-over.

A group of Kansas City elevators early last week consummated the sale of 6,000,000 bus of wheat to the Grain Stabilization Corporation for May and June shipment at equivalent to the basis that owners of the grain were offering to the regular milling trade. The wheat was mostly milling quality and the purchase was in furtherance of the grain corporation's contracts with mills to furnish mills for storage and grinding, it appearing that acceptance of the plan by mills found the corporation with an insufficient supply of good wheat. The stabilization corporation gave the sellers an equal amount of its holdings in the May futures in exchange for the wheat. Thus, aggregate holdings of the agent of the farm board were not increased.

As a result of good showers in southwestern Kansas and other parts of the Southwest, practically all the belt has sufficient moisture for present needs. Opinions as to the condition of the crop and the abandoned area vary, with the majority inclined to believe that much of the damage done by dry weather in March and early April can be repaired. The official estimate of abandoned area, condition and production will be issued May 9.

From present indications the winter wheat crop in the United States will be about the same as or possibly slightly larger than last season's crop. Reports from the spring wheat areas indicate acreage will be about the same as last year, with soil and moisture conditions better than at this time a year ago. Good rains have fallen in Canada and prepared acreage at this time is larger than last year.

The visible supply of wheat decreased 3,404,000 bus in the report issued April 28, following a decline of 4,000,000 bus in the week preceding. Total visible is now 126,090,000 bus, compared with 114,787,000 a year ago at this time.

Foreign interest in North American wheat increased noticeably, with fairly liberal sales reported from day to day. A large part of the business was said to be in domestic hard winters and durums, although moderate quantities of Manitobas were sold. The domestic business was said to be from farm board holdings at sacrifice prices. English millers took a line of winters at the low prices. Total sales were estimated at 10,000,000 bus.

## WHEAT

**Chicago.**—Receipts, 231 cars, compared with 139 the week before and 108 a year ago. Fairly good milling demand, both local and interior, and shipping sales approximately twice as large as previous week's. No deliveries on April contracts. Lake shipments, 110,000 bus to American ports. No change in the trading basis, and cash prices followed the break in the futures. Quotations, April 26: red winter, No. 1 3@3 1/2c over May, No. 2 2 1/2@3c over, No. 3 1 1/2@2c over; hard winter, No. 1 1c under to May price, No. 2 2@1c under, No. 3 4@3c under; northern spring, No. 1 2@1c under, No. 2 4@2c under; dark northern spring, No. 1 1 1/2@ 1/2c under.

**Minneapolis.**—Cash market very strong, premiums advancing about 2c on account of scarcity of offerings. Buyers have had orders on hand for several days for high protein wheat which they have been unable to fill. The receipts April 28, for two days, were only 57 cars of all varieties, including durum. Nominal asking price for 15 per cent protein 7@9c bu over May, although one sale at 10c over was reported; 14 per cent, 6@8c over; 13 per cent, 4@6c over; 12 per cent, 2@4c over, and 11 per cent, option price to 2c over. Terminal elevator companies have advanced the asking price for 12 per cent mix to 3c over May, 13 per cent 5c over, and 14 per cent 7c over. No. 1 amber closed on April 29 at 88 1/2@98 1/2c, and No. 1 durum 87 1/2@88 1/2c.

**Duluth.**—Rains served as a bearish factor last week, and led to price declines; then export demand revived, and liberal sales brought in a buying spurge, sending prices upward. Export business was mostly in durum. May durum contract closed, April 26, 93c bu, showing 1/2c gain for the week; May spring \$1.02, a net 1 1/2c decline. Cash offerings were in lighter supply, both durum and spring, and well taken. Good mill demand for high protein spring and better grades of durums. Elevators caring for everything that they can, hoping the congestion will be somewhat relieved with continuation of export business, leading to

boat shipping and the opening of storage space. Close, April 26: No. 1 dark northern, \$1.02@1.09 bu; No. 1 northern, \$1@1.08; No. 1 amber, 95@98c; No. 1 durum, 93c; No. 2 mixed, 87@91c; No. 2 red, 89c.

**Winnipeg.**—Canadian millers were moderate buyers of cash wheat last week, and there was a spasmodic demand from shippers. Durums were in keen demand for a couple of days, and sales were made abroad. It is likely that both No. 1 and No. 2 northern will be deliverable on the May contract at the beginning of next month, but No. 3 northern and No. 4 wheat are holding premiums. Several boats are now loading grain at Montreal for Mediterranean ports. The sailing of these vessels will mark the opening of navigation on the St. Lawrence, and will be the signal for movement out of Port William and Port Arthur. Stocks of cash wheat east of the lakehead terminals are still large, but May shipments are expected to reduce elevator stocks considerably. No. 1 northern was quoted, April 26, at \$1.05 1/2 bu, basis in store Fort William or Port Arthur.

**St. Louis.**—Soft wheat market scantily supplied, and very little choice milling wheat offered. Demand quiet. Hard wheat lower, cash values following the decline in futures. Receipts light, and demand fair for low protein hard winters and yellow blending types. Cash prices, April 26: No. 2 red \$1.12 1/2 bu, No. 3 \$1.08@1.09 1/2, No. 4 \$1.04; No. 2 hard, \$1.03 1/4.

**Kansas City.**—Demand good, but hindered by light offerings. Local mills took hold in an encouraging manner for top grades with medium to low protein. Shippers were active in buying good type and strong protein grain, but not enough of the latter was available to fill needs. Quotations, April 26: dark hard winter, No. 1 98c@\$.1.05, No. 2 97c@\$.1.04, No. 3 95c@\$.1.03, No. 4 93c@\$.1.01; hard, No. 1 97c@\$.1.04, No. 2 95c@\$.1.03, No. 3 94c@\$.1.02, No. 4 92c@\$.1.

**Milwaukee.**—Prices closed 2@3c lower. Receipts were 60 cars, against 48 the previous week and 92 a year ago. Quo-

tations, April 26: No. 1 mixed 98 1/2c@ \$1.04 1/2 bu, No. 2 96 1/2c@\$.1.02 1/2, No. 3 93 1/2@96 1/2c; No. 1 red winter \$1.05 1/2@1.07, No. 2 \$1.01 1/2@1.05 1/2, No. 3 \$1.00 1/2@1.02 1/2; No. 1 durum 90 1/2@95 1/2c, No. 2 88 1/2@89 1/2c, No. 3 83 1/2@86 1/2c; No. 1 northern \$1.00 1/2@1.04, No. 2 96 1/2c@ \$1.00 1/2, No. 3 92 1/2@96 1/2c.

**Toledo.**—The bid for No. 2 red wheat, April 25, to 28 1/2c rate points to New York, was \$1.03 1/2@1.03 1/4 bu, equal to 1c over Chicago May.

**Seattle.**—Apparently discouraged in the hope of Federal Farm Board activities advancing wheat prices, and particularly by its abandonment of its wheat loan policy, Pacific northwestern farmers who have been tenaciously holding their wheat for higher prices sold more freely last week than for a long time, resulting in increased activity in the cash markets of this section. Quotations, No. 1, sacked, coast, 30 days' delivery, April 25: soft and western white, \$1.07 bu; northern spring, hard winter and western red, \$1.06; Big Bend bluestem, \$1.20.

**Ogden.**—Slight increase in receipts from Utah and Idaho reported last week, although farmers continue to hold their storage grain. Those from western Nebraska continue, purchases having been made by Ogden mills to meet operating needs. Arrivals averaged 10 carloads daily. Cash prices were unchanged. Quotations, April 25: No. 2 soft white 90c@\$.1.06 bu, No. 2 northern spring 90c@\$.1.06, No. 2 hard winter 87@97c, No. 2 hard white 89c@\$.1.02, milling in transit billing, freight paid to Ogden.

**Nashville.**—Demand fairly active; receipts larger than usual, as mills have been replenishing supplies on a small scale at the breaks; supplies fair, but somewhat below last year; trend narrow, with prices at low mark of year. Quotation, April 26, No. 2 red, with billing, \$1.26@1.27 bu.

**Indianapolis.**—Demand poor, little being taken from storage; arrivals sufficient; inquiry quiet. No. 2 red winter on April 26 was quoted at \$1.03@1.05 bu and No. 2 hard 98c@\$.1 on 37 1/2c rate to New York and 16c rate to Ohio River points.

**Baltimore.**—Cash was 7/8@2c lower last week. Export demand improving. Stocks decreased 668,056 bus. Closing prices, April 26: spot No. 2 red winter for export, \$1.04 1/4 bu; spot No. 2 red winter, garlicky, domestic, \$1.09 1/4; April, \$1.09 1/4; May, \$1.09 1/2. Range for week of No. 2 red winter for export, \$1.03@1.06; range of contract grade, \$1.08@1.10 1/2. Local wheat in good demand by southern mills. Exports were 287,962 bus, 108,000 domestic and 179,962 Cana-

dian. Canadian receipts, 55,957 bus. Stocks, 5,226,303 bus, including 3,481,049 Canadian.

**Philadelphia.**—Irregular, closing 1/2c lower. Trending quiet, April 26, No. 2 red winter, \$1.06 bid and \$1.13 asked.

**New York.**—Market was easier last week on improvement in southwestern crop news. Export sales were good, particularly of hard winters. Cash grain quotations, April 25: No. 2 red, c.i.f., domestic, \$1.22 1/2 bu; No. 1 dark spring, c.i.f., domestic, \$1.22 1/2; No. 2 hard winter, f.o.b., export, \$1.07 1/2; No. 1 northern Manitoba (in bond), f.o.b., export, \$1.20 1/2.

**Toronto.**—Ontario winter wheat is becoming scarce, and stocks seem likely to be well cleaned up by August. Reports of spring damage to growing crops are stiffening prices, but no general change has been made. Quotations, April 26: milling grades, \$1.15 bu, car lots, f.o.b., country points; wagon lots at mill doors, \$1@.05. Western spring wheat has declined 1 1/4c. No. 1 northern \$1.12 1/2, c.i.f., Bay ports; No. 2, \$1.08 1/2.

**Buffalo.**—The few cars of wheat that arrived here last week were absorbed by feed dealers at their own prices. Quality was much below millers' requirements.

**Los Angeles.**—Demand for all grades has slackened. New crop No. 2 white Federation, April 24, was quoted at \$2.05 per 100 lbs, sacked; old crop No. 2 soft white, \$2.15@2.20; No. 2 dark hard winter, \$2.15@2.20, bulk.

**San Francisco.**—Trading very inactive; prices unchanged; offerings very light, and milling grades scarce. Quotations, April 26, per 100 lbs, sacked: feed, \$1.95 @2; No. 2 hard white, \$2.05@2.10; No. 2 soft white, \$2@2.05; Utah-Idaho hard winter, \$2.05@2.10, bulk.

## CORN

After declining somewhat on general grain weakness, increased offerings and some slackening in cash demand, corn futures strengthened a little toward the end of the past week, closing about the same as a week ago. Persistent liquidation of May futures created a decidedly easy tone most of the time. Primary receipts were about 600,000 bus lower than in the previous week, but still 1,200,000 higher than a year ago. Shipments were 700,000 bus below the previous week's level and 1,100,000 greater than a year ago. A decrease of 1,776,000 bus in the visible supply was reported, making the total 23,641,000, compared with 21,865,000 a year ago. Recent weather conditions have not been very favorable for movement from first hands

## Grain Futures—Closing Prices

Closing prices of grain futures at leading option markets, in cents per bushel:

WHEAT						CORN (CONTINUED)					
Chicago			Minneapolis			Chicago			Kansas City		
April	May	July	April	May	July	April	May	July	April	May	July
23.....	104 1/2	107	104 1/2	106 1/2	106 1/2	24.....	81 3/4	83 1/4	77 1/2	80 1/4	80 3/4
24.....	103 3/4	106	103	105 1/4	105 1/4	25.....	80 3/4	82 1/4	76 1/2	79 1/4	79 3/4
25.....	102 1/2	104 3/4	102 1/2	104 3/4	104 3/4	26.....	80 1/4	81 3/4	76 1/2	78 3/4	79 1/4
26.....	102 1/2	104 1/2	102 1/2	104 1/2	104 1/2	28.....	81 3/4	83 1/4	77 1/2	80 1/4	80 3/4
28.....	104 1/2	107 1/2	104 1/2	107 1/2	107 1/2	29.....	80 1/4	82 1/4	77 1/2	79 1/4	79 3/4
29.....	103	105 1/2	102 1/2	105 1/2	105 1/2	OATS					
Kansas City			St. Louis								
April	May	July	April	May	July						
23.....	95 1/2	97 1/2	100 3/4	102 3/4	102 3/4						
24.....	96 1/2	98 1/2	102 1/2	104 1/2	104 1/2						
25.....	96 1/2	98 1/2	101 1/2	103 1/2	103 1/2						
26.....	94 1/2	96 1/2	100 1/2	102 1/2	102 1/2						
28.....	96 1/2	99 1/2	102	104 1/2	104 1/2						
Seattle			Portland								
April	May	July	April	May	July						
23.....	105	105 1/2	104 1/2	106	106						
24.....	105	106 1/2	104 1/2	106 1/2	106 1/2						
25.....	105	106 1/2	104 1/2	106 1/2	106 1/2						
26.....	103 1/2	105 1/2	103	105 1/2	105 1/2						
28.....	103 1/2	105 1/2	104	106 1/2	106 1/2						
29.....	103 1/2	105 1/2	104	106 1/2	106 1/2						
Winnipeg			Duluth durum								
April	May	July	April	May	July						
23.....	109	111 1/2	93 1/2	96 1/2	96 1/2						
24.....	108 1/2	111 1/2	93	95 1/2	95 1/2						
25.....	108 1/2	111 1/2	93	95 1/2	95 1/2						
26.....	106 1/2	109	91 1/2	94 1/2	94 1/2						
28.....	107 1/2	110 1/2	94 1/2	97	97						
29.....	105 1/2	108 1/2	92 1/2	95	95						
Liverpool			Buenos Aires								
April	May	July	April	May	June						
23.....	110 1/2	113	103 1/2	104 1/2	104 1/2						
24.....	111 1/2	113 1/2	103 1/2	105 1/2	105 1/2						
25.....	113 1/2	116	103 1/2	105 1/2	105 1/2						
26.....	110 1/2	113 1/2	103 1/2	105 1/2	105 1/2						
28.....	110 1/2	113 1/2	103 1/2	105 1/2	105 1/2						
29.....	111 1/2	113 1/2	103 1/2	105 1/2	105 1/2						
CORN											
Chicago			Kansas City								
April	May	July	April	May	July						
23.....	82 1/2	84 1/2	78 1/2	81 1/2	81 1/2						

nor for seeding, but the rainfall improved soil condition and has had a bearish influence.

**New Orleans.**—Demand fair; trend steady; export call last week was light, only 1,077 bus leaving this port, all for Latin America. Quotations, April 26: No. 2 yellow \$1.04 bu, No. 3 \$1.03; No. 2 white \$1.05, No. 3 \$1.04.

**Kansas City.**—Shippers, feed dealers and local industries absorbed car lots of corn in a good way last week. Moderate offerings resulted in an advance in prices. Quotations, April 26: white, No. 2 77½¢ @ 78½¢ bu, No. 3 76½¢ @ 77½¢, No. 4 75¢ @ 76½¢; yellow, No. 2 79¢ @ 80¢, No. 3 77½¢ @ 78½¢, No. 4 76¢ @ 77½¢; mixed, No. 2 75¢ @ 76¢, No. 3 74¢ @ 75¢, No. 4 73¢ @ 74¢.

**St. Louis.**—There was a good demand at the reduced levels, helped some by a more favorable buying basis. Elevators were the principal buyers. Offerings were cleaned up closely. Cash prices, April 26: No. 1 yellow 80½¢ @ 81¢ bu, No. 2 yellow 80½¢ @ 81¢, No. 3 yellow 78½¢ @ 79½¢; No. 2 white, 82¢.

**Minneapolis.**—There is a brisk demand for choice corn, with very little offered. Prices are advancing. No. 2 yellow, 39¢ @ 2c bu under Chicago May; No. 3 yellow, 6¼¢ under; No. 4 yellow, 10¼¢ under; No. 5 yellow, 13¼¢ @ 10c under. One sale of No. 2 yellow was reported April 28 as high as 1c under.

**Chicago.**—Receipts 905 cars, compared with 933 the previous week and 523 a year ago. Shipping demand, 723,000 bus. Bookings on a "to arrive" basis increased toward the close. Better trading basis; choice offerings sold at fractionally wider premiums, and the lower grades at 1¢ @ 2c narrower discounts. Quotations, April 26: mixed, No. 2 81¢ bu, No. 4 77½¢; yellow, No. 1 80¼¢ @ 81¢, No. 2 80½¢ @ 81¢, No. 3 78½¢ @ 79½¢, No. 4 77¢ @ 78¢, No. 5 76½¢, No. 6 74¢ @ 76½¢; white, No. 2 82¢ @ 82½¢; sample grade, 69¢.

**Milwaukee.**—Demand for white better than for yellow; prices closed 2¢ @ 3c lower. Receipts were 82 cars, against 180 the previous week and 66 a year ago. Quotations: No. 2 yellow, 81¢ bu, No. 2 white, 82¢ @ 83¢; No. 2 mixed, 80¢ @ 82¢.

**Indianapolis.**—Lower and in poor demand; arrivals sufficient to meet needs; inquiry very light. Quotations, April 26: white, No. 2 78¢ @ 79¢ bu, No. 3 76½¢ @ 77¢; yellow, No. 2, 73½¢ @ 74½¢; No. 3 mixed, 72½¢ @ 73½¢.

**Pittsburgh.**—Demand improved; trend firmer. Quotations, April 26: No. 2 yellow, shelled, 93¢ @ 93½¢ bu; No. 3, 91½¢ @ 92¢.

**Toronto.**—American and Argentine corn are offering freely. Demand is only fair. The American variety has advanced slightly. Quotations, April 26: No. 3 American yellow 93½¢ bu, delivered, Toronto; Argentine 87¢, track, Bay ports.

**Nashville.**—Demand moderate; supplies low; offerings fair; range narrow. Good deal of homegrown still being used in the South. No. 2 white, April 26, was quoted at 95½¢ @ 96½¢ bu; No. 2 yellow, 94¼¢ @ 95¼¢.

**Buffalo.**—Receipts were moderate last week, with an active demand for No. 2

yellow and slow sale on No. 3 and No. 4. On April 26 No. 2 yellow was quoted at 96¢ @ 97½¢ bu, Philadelphia basis, with wide difference in weights.

**Boston.**—Demand last week was fairly steady. Quotations, April 26: all-rail, No. 2 yellow \$1 @ 1.01 bu, No. 3 97¢ @ 98¢; lake-and-rail, subject to navigation, No. 2 yellow 97¢ @ 98¢, No. 3 96¢ @ 97¢.

**Baltimore.**—Ruled weak and closed 3c lower than previous Saturday. Arrivals were 12,970 bus, including 2,700 southern and none for export. Closing prices, April 26: domestic No. 2 yellow, track, 91¢ @ 92¢ bu; No. 3, 89¢ @ 90¢, or 2c lower than previous figures. Cob corn was easier at \$4.75 @ 4.80 bbl, with prime yellow on spot still in fair request at decline.

**San Francisco.**—Offerings light, but adequate. Quotations, 100 lbs, bulk, California points, 10-day shipment: eastern No. 2 yellow, \$1.82; No. 3 yellow, \$1.80; No. 2 white, \$1.83; No. 2 mixed, \$1.79; No. 2 Kafir, \$1.85 @ 1.90; No. 2 milo, \$2 @ 2.10; No. 2 California milo, \$2, sacked; No. 2 Egyptian corn, \$2.10, sacked.

**BARLEY**

Weakness in other grains caused declines in barley futures during the past week, aided by a rather dull cash market. Feed grades are slow to sell, although malting types are in good request. The export situation remains practically unchanged, with foreign bids below a working basis. Heavy shipments of barley continue to be made from Russia. A decline of 174,000 bus in the visible supply was reported, bringing the total visible to 6,914,000, compared with 6,816,000 a year ago. Sowings of barley in European countries thus far reported indicate a total acreage of about the same as a year ago.

**Minneapolis.**—Demand for malting is good; some improvement in call for feed grades. Receipts moderate. Prices unchanged from week ago. Quotation, April 28, 48¢ @ 58c bu.

**Duluth.**—Receipts were light last week. Malting grades, and even lower types, were in demand, but the skimpy offerings restricted business to a minimum. Eastern interests showed no improvement. A mixed cargo barley and wheat started loading at the close of the week. Closing range, April 26, 46¢ @ 55c bu.

**Winnipeg.**—Feed barley was sold in fair quantities to eastern Canada last week, but there was no demand for the higher grades, and export business remained stagnant. No. 3 Canadian western was quoted, April 26, at 47½¢ bu, basis in store Fort William or Port Arthur.

**Toronto.**—Plenty of interest is still being shown in western feeding barley. Stocks at Bay ports are being replenished since the opening of navigation. Quotation, April 26, 55¢ @ 60c bu, delivered, Ontario points.

**Buffalo.**—An occasional car was received here last week, and sold at bids, with little demand.

**Chicago.**—Receipts 71 cars, compared with 26 the week previous and 84 a year ago. Good demand for the improved ar-

rivals, and no change in the quotable basis on the feeding and malting types. Quotations, April 26: actual sales, 52¢ @ 66c bu; quotable basis, 52¢ @ 67c.

**Milwaukee.**—Prices closed unchanged, on April 26, with maltsters and shippers buying; receipts 92 cars, against 80 the previous week and 84 a year ago. Quotations: malting, 60¢ @ 67c bu; feed, 53¢ @ 58c.

**Los Angeles.**—Demand was steady last week. Quotations, April 24: feeding, \$1.30 @ 1.32½¢ per 100 lbs; heavy No. 2 light western, \$1.35 @ 1.37½¢; choice Smyrna, \$1.40 @ 1.45.

**San Francisco.**—Market inactive; offerings lighter; prices slightly firmer; some inquiry from Oregon and Washington. Quotations, April 25, per 100 lbs, sacked: feed, \$1.25; choice feed, \$1.27½¢; grading, \$1.30; shipping, \$1.35; choice malting, \$1.50.

**FLAXSEED**

Sharp breaks occurred in flaxseed futures toward the end of the past week. There was no particular news to explain the decline, except the generally bearish feeling as a result of an expected large increase in flaxseed acreage, and weakness at Duluth, which, it was rumored, was caused by the loading of a large cargo of Argentine flax at Buffalo for movement up the lakes for delivery on May contracts. Receipts at Minneapolis and Duluth-Superior totaled 44,000 bus, compared with 41,000 in the previous week and 75,000 a year ago. Shipments were 12,000 bus, compared with 18,000 in the previous week and 38,000 a year ago. Stocks at the two points increased 44,000 bus, making the total 714,000 bus. The latest official Argentine estimate places the crop at 52,500,000 bus, or 30,000,000 less than a year ago.

**Minneapolis.**—Demand steady to slower. Offerings light. Prices off 8c from a week ago. No. 1 flaxseed, April 28, \$2.78½¢ @ 2.83½¢ bu.

**Duluth.**—Quotations last week hit new lows on old crop contracts and dipped to around season's low point on the others. May holdings are being liquidated or changed over to July. Interest in new crop contracts is slowly increasing, although the trade refrains from active operations until more knowledge becomes available as to probable acreage and expected crop yield. May closed, April 26, at \$2.81 bu; July, \$2.83; September, \$2.44½¢; October, \$2.44. Cash market practically devoid of offerings. No track sales reported. Spot No. 1 was quoted, April 26, unchanged at May price to 2c over.

**Winnipeg.**—Crushers neglected the market last week, and trading in both cash and futures markets was very limited. No. 1 northwestern was quoted, April 26, at \$2.36¼¢ bu, basis in store Fort William or Port Arthur.

**RYE**

There was no feature to the rye futures market last week, prices following the wheat trend and showing a net decline compared with a week ago. Cash offerings are light, and domestic demand fairly good for milling grades, so that cash prices are gaining a little on futures.

The export market continues dull, movement of supplies from all exporting countries being restricted. Visible supplies declined 273,000 bus last week, making the total visible 13,705,000, compared with 7,010,000 a year ago. Crop advices from the Northwest are rather mixed, but considerable rain lately has helped conditions.

**Duluth.**—The futures sagged close to the season's low level, May eventually closing with a net 1½¢ loss at 63c bu. Cash operations light, due to light receipts. Mills and elevators interested in securing supplies, but scarcity makes this rather difficult.

**Minneapolis.**—Demand is steady from millers and mixers. Offerings light; receipts small. Prices higher than a week ago. No. 2 rye, April 28, 65½¢ @ 71¢ bu.

**Chicago.**—No receipts, compared with 2 cars the previous week and 13 a year ago. On April 26 No. 2 was quoted at 1½¢ @ 2c over May.

**Winnipeg.**—Trading was light last week; practically no export business worked, and only a small domestic trade reported. No. 2 Canadian western quoted, April 26, at 63½¢ bu, basis in store Fort William or Port Arthur.

**Milwaukee.**—Prices closed unchanged, with Wisconsin wanted. No receipts, against 2 cars the previous week and 3 a year ago. Quotations, 65½¢ @ 70½¢ bu for No. 2, ranging 5¢ @ 10c over May.

**Buffalo.**—Only one or two cars here, which receivers found difficulty in moving, there being heavy offerings in store.

**OATS**

Oats futures moved narrowly and closed slightly lower than a week ago as a result of improved weather conditions and weakness in corn. Demand is active enough to absorb the light current cash offerings. Primary receipts increased about 800,000 bus, compared with the previous week, and were 290,000 larger than a year ago. Shipments also were 800,000 bus larger than the previous week's total and about 700,000 greater than a year ago. A decrease of 159,000 bus in the visible supply was reported, making the total 16,565,000, compared with 10,774,000 a year ago.

**Minneapolis.**—Fairly good demand for medium to fancy types. Last week's shipments large. Prices slightly lower than week ago. No. 2 white, April 28, 38¾¢ @ 39½¢ bu.

**Duluth.**—Market showed a slightly easier tendency last week. Spot No. 3 white closed fairly firm, April 26, at 38¾¢ @ 39½¢ bu.

**Winnipeg.**—Good sales of low grade oats were made to eastern Canada last week, and prices were firm. Trading in futures was limited. No. 2 Canadian western were quoted, April 26, at 51c bu, basis in store Fort William or Port Arthur.

**Toronto.**—A small inquiry exists for western feeding oats. Prices are lower. Ontario grain not offering. Quotations, April 26: No. 1 western feed oats 52½¢ bu, No. 2 51c, scalplings 35c, e.f.f., Bay ports.

**Chicago.**—Receipts 195 cars, compared with 162 the week previous and 330 a year ago. Good shipping demand reported. Choice offerings bringing slightly better trading basis. Quotations, April 26: white, No. 2 41¾¢ @ 42¼¢ bu, No. 3 40¼¢ @ 41½¢.

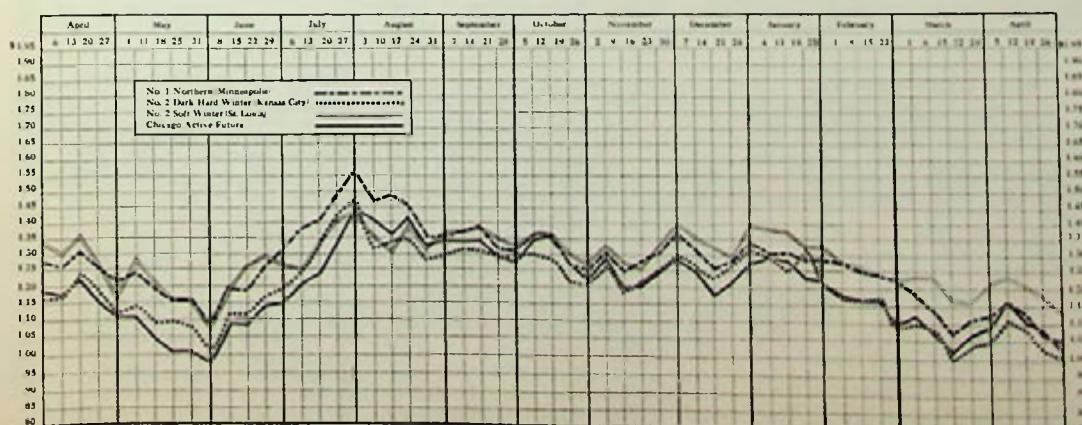
**Nashville.**—Demand fair; supplies are light; range lower and irregular. No. 3 white, on April 26, were quoted at 48½¢ @ 49½¢ bu.

**Indianapolis.**—Lower and in poor demand; arrivals heavy; inquiry poor. No. 2 white, April 26, 39¢ @ 40c bu; No. 3 white, 38¢ @ 39c.

**Buffalo.**—Demand last week was good, with limited arrivals of grades suitable for mixers' uses. Eastern call was active, requiring several cars. On April 26 No. 2 white were quoted at 52½¢ bu, Philadelphia.

**Boston.**—Demand was rather indifferent last week, and prices eased a bit. Quotations, April 26: all-rail, fancy 40¢ @ 42-lb 58¢ @ 61c bu, regular 38¢ @ 40-lb 54¢ @ 55c, regular 36¢ @ 38-lb 53¢ @ 54c, regular 34¢ @ 36-lb 51¢ @ 52c; lake-and-rail, regular 36¢ @ 38-lb 52¢ @ 53c.

**Movement of Wheat Prices**



CURRENT FLOUR, FEED AND GRAIN STATISTICS

Bradstreet's Weekly Visible Grain Supply

Following are Bradstreet's returns of stocks of wheat held on April 19, in the United States, Canada and the United Kingdom, and the supply on passage for Europe; also the stocks of corn and of oats held in the United States and Canada, with comparisons, in bushels (000's omitted):

Table with columns: Week ending, Apr. 19, 1929, Apr. 20, 1930, and Totals. Rows include United States, United Kingdom, and Canada.

Totals ending 332,022 -7,005 293,987 United Kingdom port stocks and floating supply (Broomhall) -

Totals 347,100 -1,500 68,600 American and United Kingdom supply -

Totals 379,162 -8,508 362,587 CORN—United States and Canada—

Totals 25,643 -1,198 33,829 OATS—United States and Canada—

Totals 33,643 -1,104 35,851 \*East of Rocky Mountains. †West of Rocky Mountains. ‡Continued elsewhere.

Combined aggregate wheat visible supplies, as shown by Bradstreet, follow, in bushels:

Table with columns: United States, East of Rockies, Pacific Coast, Totals. Rows for 1929 and 1930, months Jan to Dec.

1929—United States, East of Rockies, Pacific Coast, Totals. Rows for months Jan to Dec.

1930—United States, East of Rockies, Pacific Coast, Totals. Rows for months Jan to Dec.

1929—United States, East of Rockies, Pacific Coast, Totals. Rows for months Jan to Dec.

1930—United States, East of Rockies, Pacific Coast, Totals. Rows for months Jan to Dec.

1929—United States, East of Rockies, Pacific Coast, Totals. Rows for months Jan to Dec.

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1930—United States, East of Rockies, Pacific Coast, Totals. Rows for months Jan to Dec.

1929—United States, East of Rockies, Pacific Coast, Totals. Rows for months Jan to Dec.

1930—United States, East of Rockies, Pacific Coast, Totals. Rows for months Jan to Dec.

1929—United States, East of Rockies, Pacific Coast, Totals. Rows for months Jan to Dec.

UNITED STATES VISIBLE GRAIN SUPPLY

Visible supply of grain in the United States, as compiled by the secretary of the Chicago Board of Trade, in bushels (000's omitted), of date April 20, and corresponding date of a year ago:

Large table with columns for Wheat, Corn, Oats, Rye, Barley and rows for various ports like Baltimore, Boston, Buffalo, Chicago, etc.

WEEKLY GRAIN AND FLOUR EXPORTS

Exports of grain from the principal ports of the United States to foreign countries, as reported by the Department of Commerce, in bushels in the case of grain and barrels in the case of flour (000's omitted throughout):

Table with columns: United States grains, Corn, Oats, Rye, Wheat, and rows for various countries like Canada, Europe, etc.

MILFEED FUTURES

Closing prices of millfeed futures on the St. Louis Merchants' Exchange in dollars per ton:

Table with columns: Standard Bran, Gray Wheat Shorts, Standard Middlings, and rows for months April to September.

Bonded Grain in United States

Bonded grain in the United States reported this week, compared with last week and one year ago, in bushels (000's omitted):

Table with columns: Wheat, Oats, Rye, Barley and rows for various ports like Baltimore, Boston, Buffalo, etc.

United States—Grain Stocks

Commercial stocks of grain in store and afloat at the principal markets of the United States at the close of the week ending April 19, 1930, and April 20, 1929, as reported to the United States Bureau of Agricultural Economics, in bushels (000's omitted):

Table with columns: American, In bond and rows for Wheat, Corn, Barley, Flaxseed.

Stocks of United States grain in store in Canadian markets on April 19 (figures for corresponding date of a year ago are given in parentheses): wheat, 5,779,000 (1,115,000 bush); rye, 2,571,000 (1,306,000); corn, 112,000 (1,348,000); barley, 917,000 (84,000); oats, 2,042,000 (460,000).

The vacuum cleaner is the only electrical household appliance which finds a rather extensive demand in Denmark.

The theater consumption of movie films in France declined 25 per cent in 1929 from the previous year.

There were 140 bankruptcies in Finland during November, when bank deposits dropped off by 176,000,000 marks.

Flour and Grain—Receipts and Shipments

Receipts and shipments of flour and grain at the principal distributing centers for the week ending April 26, as compiled by the Daily Trade Bulletin\*, flour given in barrels, grain in bushels (000's omitted throughout):

Table with columns: Receipts (Flour, Wheat, Corn, Oats) and Shipments (Chicago, Duluth, Indianapolis, etc.)

Russell's Wheat Stocks and Movement

Russell's Commercial News estimates United States wheat stocks and movement as follows, in bushels (000's omitted):

Table with columns: Movement, July 1, April 12, and rows for Receipts from farms, Exports, Imports.

Russell's Flour Production and Movement

Russell's Commercial News estimates United States flour production and movement as follows, in barrels (000's omitted):

Table with columns: Production, July 1, April 12, and rows for Week ending, Previous week, July 1-April 12.

Flaxseed—Receipts, Shipments and Stocks

Receipts, shipments and stocks of flaxseed at principal primary points for the week ending April 26, in thousand bushels, with comparisons:

Table with columns: Receipts, Shipments, Stocks and rows for Minneapolis, Duluth.

There were 140 bankruptcies in Finland during November, when bank deposits dropped off by 176,000,000 marks.

The theater consumption of movie films in France declined 25 per cent in 1929 from the previous year.

There were 140 bankruptcies in Finland during November, when bank deposits dropped off by 176,000,000 marks.

# Some Features of the Wheat Situation

By E. F. Dummeier

*Agricultural Economist, State College of Washington*

**T**HE present wheat situation can be best understood with some knowledge of the events that have led up to it. The price of wheat is on a world competitive basis. Prices in this country are governed primarily by world conditions of supply and demand. The world's crop for 1929 was much less than the crop of the preceding year. A late United States government estimate of world production outside of Russia and China for the past crop year is 3,415,000,000 bus, compared with 3,943,000,000 for the preceding year and an average of 3,525,000,000 for the past five years.

Had the carry-over from the 1928 crop into the crop year of 1929 been normal, wheat prices this year would have been exceedingly high. Studies made by the economists of the Stanford Food Research Institute have led to the conclusion that a crop of wheat 5 per cent less than normal for the world as a whole will normally move into consumption at prices about 30 per cent, or slightly more, above normal. On the other hand, a crop 10 per cent greater than normal will move into consumption only at prices from 70 to 78 per cent of normal.

As above pointed out, the 1929 crop was more than 500,000,000 bus below the crop of 1928 and more than 100,000,000 less than the average of the last five years. The United States government has estimated that a normal crop for any given year may be about 70,000,000 bus greater than the year before, that is, about 70,000,000 bus more can be moved into consumption each year than could be moved the previous year at the same price. The short crop of 1929, therefore, could have been moved into consumption at prices considerably above the average for the past five years, had it not been that such an abnormally large part of the 1928 crop was carried over into the 1929 crop year.

#### STATISTICS INCOMPLETE

Statistical figures on the world carry-over are not very complete. The following two sets of figures, however, indicate the unusually large carry-over from 1928 into the 1929 crop year. The first set of figures, compiled by the Stanford Food Research Institute, gives the approximate carry-over in the exporting countries, including the United States, Canada, Argentina, Australia, and also supplies afloat for Europe and in storage in United Kingdom ports on Aug. 1 of the last six years: 1924, 365,000,000 bus; 1925, 298,000,000; 1926, 284,000,000; 1927, 351,000,000; 1928, 409,000,000; 1929, 576,000,000.

The United States Department of Agriculture, in a publication issued Dec. 20, 1929, gives the carry-over in these same positions on July 1, 1928, as 410,000,000 bus, and on July 1, 1929, as 578,000,000. In another publication, issued Dec. 1, 1929, the United States Department of Agriculture says: "The carry-over of wheat in principal exporting countries on Aug. 1, was increased around 200,000,000 bus over that of the preceding year. Trade advices suggest additional quantities in Europe, with heavy accumulations of native wheat in the lower Danubian countries. . . ."

Even after allowance was made for the large carry-over into the 1929 crop year, the world crop was sufficiently below normal to result, in the opinion by the statisticians of the United States government and the Federal Farm Board, and also by the professional speculators, that prices this year could be considerably above last year's price and still move enough wheat into consumption to leave only a normal carry-over by the end of the crop year. This led to future contract or speculative prices throughout the year being appreciably better than last year.

Throughout the year the immediate

spot or cash price in the United States has been much below future contract prices. In September the Chicago future contract price for May was about 18c above the immediate spot price for wheat of contract grade. A similar situation prevailed in Seattle and Portland. On Sept. 1 the Seattle spot price for wheat of contract grade was \$1.27 bu, while the May future contract price for the same wheat was \$1.43. In brief, throughout this entire crop year until just a few weeks ago future contract prices have been approximately two cents per month per bushel above immediate spot prices for wheat of contract grade. The future price was the result of speculators' views as to what wheat would be worth at these future dates, based upon their study of statistics of world supply and demand. The immediate spot price should never be below the future contract price by more than the cost of carrying the wheat, because if it should briefly fall lower, enough people should be induced to buy the cash grain and immediately sell it on the future contract market to force the spot price again in line with the future price.

During the present crop year, spot prices have been below future prices by a spread or margin greater than has prevailed at any time in the last 25 or 30 years, and perhaps longer. The abnormally great spread has been due chiefly to the fact that the terminal market speculators were unable to buy the cash wheat in the terminal market, sell it for future delivery, and carry it to the future delivery date, for the reason that terminal storage facilities were too congested.

Because of this wide spread between spot prices and future contracts, the farmer who wanted to speculate by carrying wheat this year should have done so by carrying his own actual wheat. Instead, some farmers sold their actual wheat and bought future contracts at this abnormally wide spread of two cents per month per bushel above spot prices.

There have been a number of years in which future contracts were lower than spot prices, or but a few cents higher, for futures distant from five to eight months. Under such conditions the farmer who thinks the speculators have the price too low can better afford to sell

his spot wheat and do whatever speculating he sees fit to do on future contracts to carry his own wheat. But in any year in which the spread between spot wheat and distant futures is as great as it was last fall, the farmer who thinks that the speculative future price is too low can much better afford to speculate by carrying his own actual wheat than by selling it and buying a future contract.

#### THE FARMER'S OPPORTUNITY

This last year's abnormal spread gave an opportunity for the farmer to make a hedging transaction in futures of a character which has never before existed to the same degree. The farmer who felt that prices were satisfactory last fall could have received for his wheat more by selling a contract for future delivery and still retaining the actual wheat than by selling the actual wheat. With May futures 18c above September spot prices in September, the farmer who felt that prices were right would have done best to have sold on the future market a quantity of grain approximately equal to the actual grain he possessed and then carried the actual grain to May. When May arrived, his best procedure would be to buy a future contract to cover his previous future sale and to sell his actual wheat. In the delivery month of May the future contract price of May wheat and the spot price of wheat of contract grade will be together, or approximately so.

Therefore, by performing the above mentioned operation the farmer in September could have received 18c more for his grain sold for May delivery than for immediate delivery. When May arrives he will be able to sell his actual grain for what it will cost to buy a future contract to cover the previous May contract sale.

If May wheat has in the meantime gone up 10c he will have had to pay 10c more for the contract wheat than his previous contract sale, but he will receive 28c more for his spot wheat than if he had sold it in September, giving him 18c for carrying his spot from September till May.

If May wheat has gone down 10c he will be able to buy a future to cover the previous contract sale for 10c less than the previous sale price, but he will receive

for his spot wheat only 8c above what he could have sold the spot wheat for in September. In this case the total sum realized will also be 18c above what could have been gotten for the spot wheat in September.

In short, by performing this operation the farmer would receive for his wheat 18c above the September price, less his cost of carrying from September to May. If this cost of carrying were 12c he would by this procedure be guaranteed a price 6c bu above what he would have secured by selling his spot wheat in September.

#### THE OPPOSITE OF SPECULATION

It should be noted that the procedure just described is not speculation. It is just the opposite of speculation. It is, in fact, hedging by making a future sale against a present possession of wheat. This procedure is profitable only when the spread between spot prices and future prices is abnormally wide. At the times when this procedure is profitable it is distinctly the wrong thing and unprofitable for the farmer to sell his actual wheat and buy a future contract. To sell his actual wheat and buy a future contract could be profitable to a farmer the past year only in case his carrying charges on actual wheat were more than 2c per bushel per month.

In general, any farmer or other person who is not a professional in the study of world wheat prices is in a poor position to speculate on the future price of wheat. Any nonprofessional who engages in such speculation is in fact hedging that he knows more about what the future price of wheat is going to do than do those who make this a professional business.

The professional speculators clearly have not only all the information which the nonprofessional has, but have additional and earlier information secured from private sources employed by themselves. The nonprofessional speculator is gambling in a game against an insider who knows more about the cards than he does.

#### PRICE MANIPULATION

Since the recent price collapse there has been much talk on the subject of whether or not this collapse was manipulated by the speculators or European buyers. Positive proof either for or against these charges is, of course, very difficult. In so far as European buyers are concerned, they of course want to buy as cheaply as possible. However, if the supply were short they probably would be very quick to buy in order to secure their necessary supplies before the scarcity of these supplies resulted in higher prices. The speculators also are usually quite ready to change from the "bear" to the "bull" side when they think prices have gone below those that they believe will actually prevail when the future date of settlement arrives. Temporarily, prices are sometimes affected by feelings of panic. These sometimes result in prices, as they appear to have done last August, which are higher than the long run working out of the situation justifies. At other times the result is prices lower than the long run trend of events justifies.

There is no long run gain in general holding of wheat back from the market in such a way as to prevent its moving into consumption at a rate and price which will dispose of the crop with only a normal carry-over by the end of the crop year. Had the price of the 1928 crop been lowered sufficiently there would not have been the stupendous carry-over into the 1929 crop year. Had there not been this unusually large carry-over, 1929 prices would have been very much higher than they were. Likewise, if the 1929 crop is simply held over into the 1930 crop year, prices for 1930 will be lowered to a degree to more than offset any gains secured on the 1929 crop.

## You Won't Be Talked to Death at Swampscott!

By Frank J. Mack

*President of the New England Bakers' Association*

**I**T has always seemed to me that we bakers have been talked to so much that it would be refreshing to attend a meeting where some one simply showed us some of the newest wrinkles and let us do some of the talking ourselves. And so to that end we are planning the Swampscott convention.

I think that I can promise that you won't be talked to death at Swampscott this year, but you will be shown so many things of value to you in your business that you can't afford to stay away.

In keeping with the three hundredth anniversary celebration in Massachusetts this year, the three-day meeting will be known as the Tercentenary convention, and held May 25-27 at the New Ocean House, Swampscott.

While the entire program has not been completed, many of the regular features will again be scheduled, as well as a few innovations. As has been the custom, the initial business session will be held Monday, May 26; the first day to be devoted to getting together, registration, sightseeing, etc. Reports of various officers and the president's message will require most of the time allotted for business on Monday.

The costume ball, featuring dress of the period from 1620 to 1820, will be one of the social high lights. Arrangements have been made with two leading costumers to furnish unusual raiment for the affair. Prizes will be awarded.

The New England chapter, American Society of Bakery Engineers, will have charge of the entire business section on Tuesday.

The closing event will again take the form of a night club, with a bigger and better cabaret, and general merry making under the direction of Ellis Baum, master of ceremonies.



50 YEARS AGO

We are informed by Mr. de la Barre that Governor Washburn is now making the preliminary arrangements for the immediate erection of a 100,000-bu elevator on the site of the old Diamond mill, between the Washburn A and Humbolt.

When this elevator is completed there will remain unused not one site on which stood any of the mills destroyed by the great explosion.

Beaconsfield has delivered up the seals of office and a liberal ministry has been formed with Gladstone at the head.

Sir William P. Howland, a Canadian miller, is styled Sir Bran and Shorts by the irreverent Canucks.

Seeding is more than half done in the Red River country.

The Central Elevator Co.'s new elevator is just finished, and is now ready for business. . . . It will hold close on to 1,000,000 bus, and is built in the most substantial manner, and has all improvements and conveniences. The men who are at the head of it, John W. and N. G. Larimore, are among the most accommodating and best business men in the city. (A St. Louis item.)

"A place for everything and everything in its place." A man at Yale nails his slippers on the wall four feet up, and then all he has to do of an evening is to wheel his easy chair in front of them and pull out his meerschaum.

My experience with rolls convinces me that the flour made by them is superior in every respect to that made by millstones. E. B. HUNT.

The next annual meeting of the Millers' National Association will be held in Cincinnati, commencing May 31, 1880.

25 YEARS AGO

The elevator of the Sparks Milling Co., Alton, Ill., which burned recently, is being rebuilt. The work will be done by the company itself; consequently no contract will be let.

Memberships in the Minneapolis Chamber of Commerce are selling at \$4,000.

It was announced last week that plans are now in preparation for the new mill to be built in Kansas City, Kansas, by the Ismert-Hincke Milling Co.

George Urban, Jr., of Buffalo, N. Y., is one of a party of eastern gentlemen who left here last week for a trip to Old Mexico by special train, the guests of Arthur E. Stilwell, president of the Kansas City, Mexico & Orient.

F. D. Larabee, of the Larabee Flour Mills Co., Stafford, Kansas, was in Kansas City for a day last week on his way to St. Louis.

W. D. Gray, milling engineer, Milwaukee, Wis., visited New York last week in connection with the work on the Hecker-Jones-Jewell Milling Co.'s new plant.

Wheat receipts at Minneapolis continue to astonish the grain trade, and to inci-

dentally give the bulls nervous prostration.

LIGHTWEIGHT VERSE

The man who said the crop was killed  
May guess again;  
The bins are being quickly filled  
With golden grain.  
The pessimist heaves many a sigh  
As cars with wheat sacks loaded high  
Augment the visible supply,  
Train after train.

—Barr.

INDIANA BAKERS WILL MEET AT INDIANAPOLIS, MAY 13-15

Commenting on the twenty-sixth annual convention of the Indiana Bakers' Association, which will be held at the Lincoln Hotel, Indianapolis, May 13-15, Charles P. Ehlers, secretary, points out that this is the latest the convention has been held for many years, and while it is in the nature of an experiment, the advisory committee feels that the attendance will be larger. As was announced last November, there will be no program with advertisements this year. The finance committee has worked out a plan whereby membership dues, together with a budget, will be able to take care of the expenses of the association.

PAPENDICK ANNOUNCES NEW MODEL OF BREAD SLICER

A redesigned and improved model of the Papendick bread slicer is being announced to bakers by the manufacturers, Papendick, Inc., of St. Louis. According to advance reports, the new machine has greater speed with less vibration than the original model, and has been designed in more compact form. A magnetic switch gives it the latest type of control for safety, while the continuous feed has been improved so that there is no shifting of loaves as they come up to

the knives. An important feature of the Papendick slicer is a provision for the care of crumbs as a salable by-product to be sold for use in cooking. The two-way cutting knives are continued as a feature of the equipment. The capacity of the new slicer is 1,500 loaves per hour.

ATTENDANCE OF 10,000 IS BAKING CONFERENCE GOAL

A gathering of 10,000 bakers and allied tradesmen is the goal set for the International Conference and Exposition of the Baking Industry, which will be held at Atlantic City, N. J., Sept. 22-27. The meeting is sponsored jointly by the American Bakers Association and the Bakery Equipment Manufacturers' Association, and the theme "Back to Bread" will be stressed.

An interesting entertainment program is being arranged, offering relaxation from the work of the business sessions, which will emphasize business building ideas and helpful instruction. The American Society of Bakery Engineers will furnish a part of the program, while another section will be in charge of the Bakery Sales Promotion Association.

Urging that all members of the allied trades lend their support to the conference and aid in developing enthusiasm for the meeting, James G. Parry, president of the Allied Trades of the Baking Industry, has issued a letter, which says in part:

"Atlantic City from Sept. 22 to Sept. 27 will be the 'Mecca of the Devout'—those who are interested in bettering themselves and, therefore, the industry as a whole. We want you to start now to develop a 'trek' towards Atlantic City—by air, by water, by rail, and by motor car. We want bakers to regard this as an event of such importance that they will look forward to it as the place to spend their vacation."



By ARTHUR F. G. RAIKES

NAPOLEONIC BREAD EATERS

INTERESTING light is thrown on the flour consuming capacity of soldiers in Napoleon's armies by Manuel Komroff in his recent novel "Coronet." We learn that a soldier in Napoleon's army which carried out the disastrous campaign in Russia left France carrying, in his haversack, four large biscuits weighing one pound each and a long cloth bag filled with ten pounds of flour. In addition, he carried a bag slung over his shoulder in which there were two loaves of bread of three pounds each.

The maximum expected of these rations was four days for the bread, four days for the biscuits and seven days for the flour. In other words, the Napoleonic soldier consumed flour at the rate of about one and a third pounds per day, or two and a half barrels a year, compared to the present per capita consumption of something less than a barrel.

Napoleon had a special division in his armies which consisted of millers who took charge of the flour mills in any town in which the troops happened to be billeted and ground flour until the supplies of each soldier had been brought up to the scale indicated above. Where no standing mills could be found the portable mills carried as part of the armies' equipment were brought out; but these were slow. It took 16 men 12 hours of hard work to grind in one of these mills enough flour to last 130 men only one day.

The Row at Springfield

So they're going to try to slap The Fleischmann Co. for something or other. Don't quite know what it is but we understand that it is something to do with prohibition. Bet some fellow read about all the sunshine Fleischmann was putting in yeast and figured that if sunshine vitamins could be got out of it, there was no reason why the virtues of moonshine couldn't be extracted by some of our clever liquor mechanics.

We understand that the Corn Products Refining Co. is on the mat, too. Apparently they've been selling sugar, and corn sugar at that. The brutes! Is there no morality left in business? We vote that the Springfield, Ill., waterworks be indicted because undoubtedly some of its water is being used in the manufacture of illicit liquor.

Personally, we expect to be arrested at any minute because we threw away a whole slew of empty catsup bottles the other day that some evil minded fellow might fill with liquor and then we'd be guilty of aiding and abetting. We believe that there is only one thing to do about it and that is to go and live on a little island we know about in the middle of the Pacific Ocean where they don't have any laws or liquor or anything else except a few coconuts.

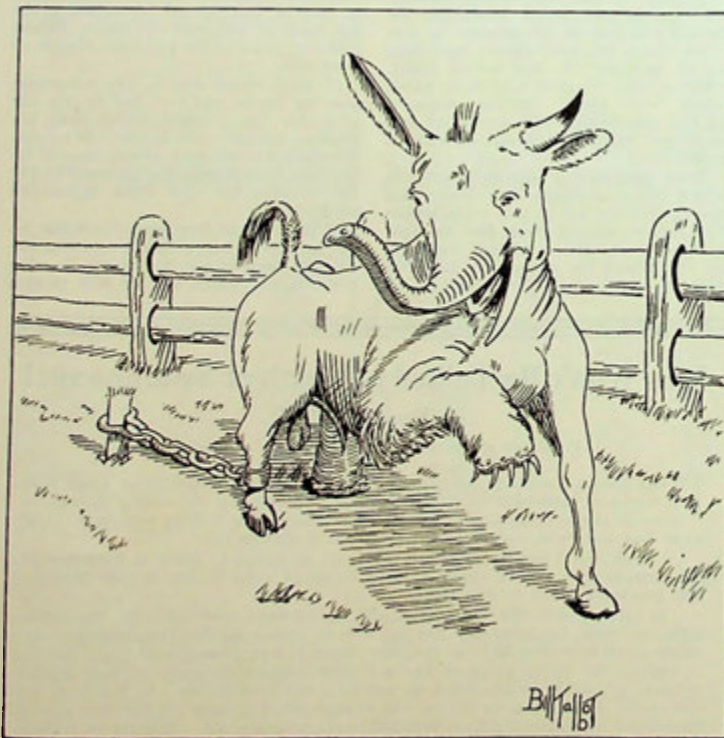
For Likker Making?

While in a mill office the other day, we were witnesses of a near-tragedy in three sentences. The sales manager came busting into the manager's office and said: "Bill Beetenlo was just on the telephone and wanted to buy \$35,000 worth of flour but when I heard what he wanted it for I refused to sell him."

The manager swallowed hard, looked at the sales manager, started to grow purple and gasped: "You poor fool! Woltinello did he want it for that you could be so dumb?"

"\$25,000," came the reply, as the sales manager ducked out of the office.

THE FREAK



ONCE upon a time—it seems years and years ago—there roamed over the broad, fertile plains of Kansas BULLS, BEARS, ELEPHANTS and JACKASSES. They came after the buffalo had been chased out by the jackrabbits and chinch bugs. They all lived peacefully together, or reasonably so. The BULLS and BEARS were not friendly, but they respected others' rights. The ELEPHANTS and JACKASSES were on speaking terms, courted the same sweethearts and traded at the same chain stores. Before each election both were boisterous. After the election one did a lot of strutting. The other hadn't much to say. But BULLS, BEARS, JACKASSES and ELEPHANTS—they, too, have vanished. Overnight they have gone—nothing left but remnants, pieces of once positive opinions, broken plans, uncertainty, anxiety, dreadful waiting for—WHAT? Moral: Cross government and business and you get a freak.—Bill Talbot.

# GRIST OF GRINS



*Rastus:* "Wha' fo' you all lookin' so unnecessary, Mose?"  
*Mose:* "Ah feels like a dumb owl."  
*Rastus:* "A dumb owl? Boy, reveal yo' meanin'!"  
*Mose:* "Ah jes' don't give a hoot."

"To what do you attribute your great age?" asked the city visitor of Grandpa Even Hoskins.

"I really can't say yit," answered Grandpa, cautiously. "They's several of them testimonial fellers a-dickerin' with me."

A young colored boy had been pestering a flyer to give him a ride.

"Come on, boy," said the flyer one morning. "I feel like having a little fun. Hop in."

For half an hour the flyer gave him all he had in the box. When he came down the boy sat with his head in his hands.

"Thank you, Boss," said he fervently, "for them two nice rides you give me."

"Two rides?" queried the puzzled flyer.  
 "Yas, suh," said the boy. "Mah first and mah last."

Sooner or later, if you drive with one hand, you'll run into something. One of my romantic friends proved this the other day when he ended up in a church.—*The Phoenix Flame.*

Mary Hastings Bradley, the well-known African explorer, says she never

enjoyed shooting a gorilla because it was "just like shooting a man." What are you trying to do, Mary, make a monkey out of us?—*The Phoenix Flame.*

IN THE SWIM

*Mother:* "Now, do you know where had little girls go to?"

*Molly:* "Oh, yes—they go almost everywhere."—*Everybody's Weekly* (London.)

Overheard in a cafeteria:  
*First Lady:* "You know, some weeks I wash my hair a lot—and other weeks I wash it more than that."  
*Second Lady:* "You don't say!"  
*Listen-er-in:* "!! ? ! ! \* ?"

WHERE'S MR. EDISON?

Fountain-pens now have every needed improvement except a contrivance to bark when they are placed in the wrong pocket.—*Portland Evening Express.*

The school board visited the school the other day and, of course, the principal put his pupils through their paces for the benefit of said austere board.

"Henry," he asked, turning to the boy, "who signed the Magna Charta?"

"Please, sir, twasn't me," whimpered Henry.

The teacher, in disgust, told the boy to sit down; but old Jed Smith, chairman of the tobacco-chewing board, was not satisfied. After a well-directed aim at the stove, he said: "Call back that there boy. I don't like his manner. I believe he did do it."—*Four L Bulletin.*

THE KIND THAT'S TRAINED

*Gardner* (applying for a job): "I see you asked for a married man, madame. Is that because you have some work for my wife?"

*Madame:* "Oh, no. I want a married man to be sure he is used to taking orders from women."—*X-Change.*

Smith was a young lawyer, very clever in many respects, but very forgetful. He was sent to a distant city to interview an important client, when the head of

the firm received this telegram: "Have forgotten name of client I am to interview. Please wire at once." The reply was a masterpiece. It read: "Client's name Jenkins. Your name Smith."

## Special Notices

The rate for advertisements in this department is five cents per word; minimum charge, \$1.

For the benefit of those out of a position, advertisements of Situations Wanted will be accepted at one half the above rate, 2½ cents per word; minimum charge, 50 cents.

"Display" advertisements will not be inserted at these rates, but will be charged for at \$4 per column inch.

Only advertisements entitled to Special Notice classification will be accepted for publication herein.

Advertisements under this heading are transient and the advertiser's responsibility is not necessarily vouched for by The Northwestern Miller.

Copy for advertisements in this department must reach us by Friday to appear in the issue of the following Wednesday. Cash should accompany all orders.

### HELP WANTED

**WANTED—A FEW BAKERY SALESMEN** east of Mississippi River; must be experienced and have following; we have wonderful line, priced right; liberal pay; write fully first letter. Address 2232, care Northwestern Miller, Minneapolis.

### SITUATIONS WANTED

**CHEMIST DESIRES POSITION** WITH good milling or baking company; competent; take full charge. Address 2213, care Northwestern Miller, Minneapolis.

**YOUNG MAN WITH SEVERAL YEARS'** experience selling Ohio flour trade desires connection with reliable established mill. Address 2211, care Northwestern Miller, Minneapolis.

**SALESMAN WANTS SPRING AND WINTER** mill accounts, commission or salary; eastern Iowa, northern Illinois, southern Missouri. Address 2210, care Northwestern Miller, Minneapolis.

**POSITION WANTED—AN EXPERIENCED** mill manager, assistant manager and superintendent wishes new connections; will accept subordinate position and travel part time selling if required; correspondence solicited. Address 2211, care Northwestern Miller, Room 719, 155 West Jackson Blvd., Chicago, Ill.

**POSITION WANTED—MILL MANAGER** with unusually broad experience in manufacturing and marketing wheat flour, corn products, cereals, mixed feeds, industrial specialties, etc., desires southwestern connection. Address 586, care Northwestern Miller, 614 Board of Trade Bldg., Kansas City, Mo.

**AM SALES MANAGER OF MEDIUM-SIZED** middle states hard and soft wheat mill at present; wish to connect with southwestern mill and locate in large city; financially and morally responsible to handle credits and warehouse stocks; no objection to bond; experienced, all classes trade. Address "Sales Manager," 2231, care Northwestern Miller, Minneapolis.

**GREATER METROPOLITAN NEW YORK** salesman of 10 years' successful experience open for northwestern or southwestern connection; has well established trade on quality flour, including rye, feed and semolina; capable of establishing New York branch office; highest references furnished. Address Box 103, care Northwestern Miller, 23 Beaver Street, New York City.

**GOOD MILLER OR MILL SUPERINTENDENT** available for position on or before July 1, to operate modern mixed feed plant or flour mill; middle-aged, 20 years' practical experience in operating and managing both flour and feed plants; I know the business and am qualified to get results; central states preferred. Address "Indiana Miller," 2242, care Northwestern Miller, Minneapolis.

### MILLS WANTED

**WANTED — HAMMER MILLS, 9x30-IN.** and larger roller mills, automatic scales, feed and flour mixers, grinders, attrition mills, 8x32-in. reels, feeders, blenders. Give price and full description. Address 2014, care Northwestern Miller, Minneapolis.

### MILL MACHINERY FOR SALE

**FOR SALE—UNION SPECIAL, TYPE L,** motor-driven bag-closing machine; 1 Norlyke & Marmon self-balancing sifter 6-17; 7 Atlas centrifugal reels, 22x8; 58 new Gauntt feeders, size 12-5, type 4-F. Address Standard Mill Supply Co., 1307 Waldheim Bldg., Kansas City, Mo.

Gallatin Valley Milling Co.

MONTANA

Flours and Grain

D. R. FISHER, Mgr. BELGRADE, MONT.

# FREEMAN-GROSS ENGRAVING CO. INC.

Engravers, Designers  
 Commercial Photographers

Minneapolis, Minn.

Geneva 6304

" 6305

"Your story in pictures,  
 leaves nothing untold"

LEADING MILLS OF CANADA



**Export Flour INSURANCE**

*"All Risks"*

Special Service to Flour Mills on  
Export and Domestic  
Ocean and Lake Insurance  
and Transportation

Twenty-Five Years' Experience in  
Export Flour Handling

**Western Assurance  
Company**

701 Royal Bank Building, TORONTO

F. C. THOMPSON CO., LTD.  
Canadian Agents  
Royal Bank Bldg., Toronto, Canada  
R. W. LIGHTBURN, JR.  
American Agents  
Board of Trade Bldg., Kansas City, Mo.



**VANNATTER & CO., LTD.**  
TORONTO, CANADA  
GRAIN... FLOUR... FEED  
*Domestic and Export*  
Cable Address: "VANCO"

**COPELAND AND ELLIOTT**  
Flour, Feed and Grain  
C. P. R. Building TORONTO, CANADA  
Correspondence Invited  
Cable Address: "COELL," Toronto

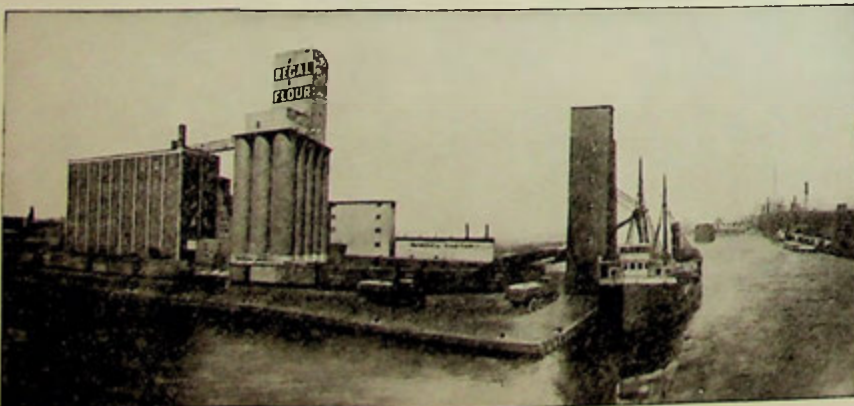
**Canadian Hard Spring  
Wheat** 30 Elevators in Manitoba,  
Saskatchewan and Alberta.  
High Test Country Run **United Grain Growers, Ltd.**  
Winnipeg, Manitoba

**The St. Lawrence Flour Mills Co., Limited**

MONTREAL

CAPITAL, \$1,800,000

CAPACITY 3,000 BARRELS DAILY



*Brands:*

*Regal, Daily Bread,  
National, Citadel, Signal*

*TO IMPORTERS*

We guarantee that our flours are not bleached, blended nor "improved" in any shape or form, but are the pure product of the best MANITOBA HARD WHEATS.

*A trial is all that is required  
to make a contented customer*

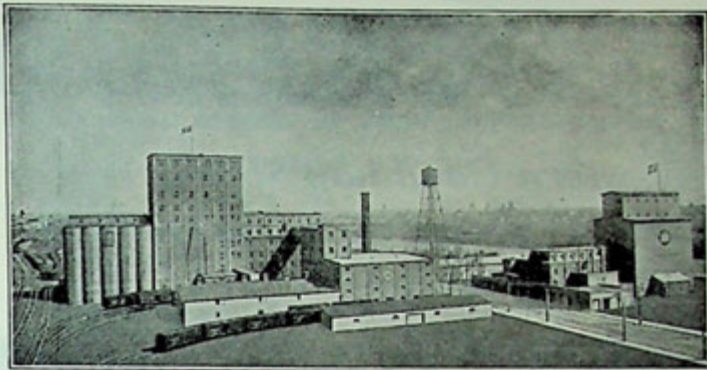




BY APPOINTMENT TO HIS MAJESTY THE KING

TELEGRAPHIC AND CABLE ADDRESS "OGILVIE, MONTREAL"

CODES USED—PRIVATE, A B U 4TH & 5TH, WESTERN UNION RIVERBIDE, A1, BENTLEY'S



WINNIPEG MILLS

MILLS AT MONTREAL, FORT WILLIAM, WINNIPEG, EDMONTON AND MEDICINE HAT

DAILY MILL CAPACITY 22,750 BARRELS

ELEVATOR CAPACITY 10,335,000 BUSHELS

WAREHOUSE CAPACITY 377,000 BARRELS

# THE OGILVIE FLOUR MILLS CO., LIMITED

HEAD OFFICE: MONTREAL, CANADA

BRANCH OFFICES AT ST. JOHN, QUEBEC, OTTAWA, TORONTO, LONDON, HAMILTON, CALGARY, VANCOUVER

MAKERS OF THE FAMOUS "ROYAL HOUSEHOLD" Flour

# WESTERN CANADA FLOUR MILLS CO., LIMITED

Head Office, TORONTO, CANADA

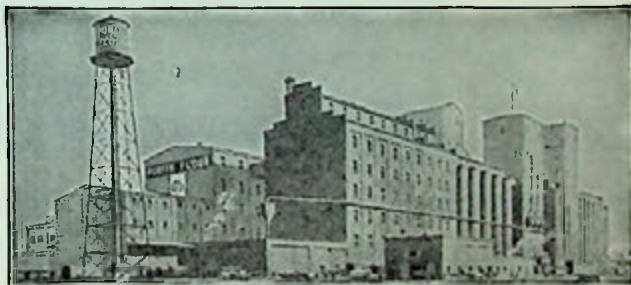
### MILLS

WINNIPEG CALGARY  
GODERICH EDMONTON  
BRANDON VICTORIA

Total Daily Flour Milling Capacity 10,000 Barrels

Rolled Oats and Oatmeal 800 Barrels

Cable Address: "LAKURON"



Winnipeg Plant (St. Boniface) Daily Capacity, 5,500 Barrels

Manufacturers of

Manitoba Hard Wheat Flours

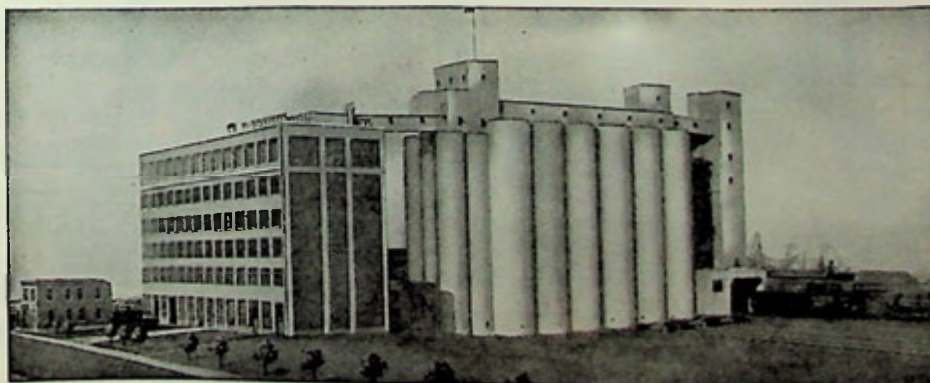
100 Interior Elevators throughout Western Canada's famous Wheat Belt

NEW YORK AGENCY: 44 WHITEHALL STREET

## PURITY - THREE STARS - BATTLE

COMPETITION ONLY STIMULATES OUR SALES

CHOICEST CANADIAN HARD SPRING WHEAT AND PERFECT MILLING FACILITIES HAVE PLACED OUR PRODUCTS IN THE VAN



OUR SEABOARD MILL AT MONTREAL

BRANDS "Victory" "Prairie Blossom" "Woodland" "Homeland"

MILLS MONTREAL HAMILTON BRANTFORD

Capacity, 8,000 Bbls

Cable Address: "DOMFLOUR" Riverside Code

# The Dominion Flour Mills, Ltd.

Branch Offices at HALIFAX, QUEBEC and TORONTO

MONTREAL, CANADA



# Robin Hood Mills

LIMITED

## Western Canadian Spring Wheat Flour Rolled Oats and Oatmeal

*Mills and Western Offices at*  
MOOSE JAW, SASK. ~ CALGARY, ALTA. ~ SASKATOON, SASK.

*Eastern Sales Office:*  
BOARD OF TRADE BUILDING.....MONTREAL

Cable Address: "ROBINHOOD," Montreal... Codes: Riverside and A B C 5th Edition

Established 1857

## James Richardson & Sons, Ltd.

### GRAIN MERCHANTS

Owners and Operators of  
Public Terminals, Private Terminals  
and Country Line Elevators  
Grain Receivers—Grain Shippers  
Grain Exporters

If you are interested in Canadian Grain we would be glad to hear from you. We make a speciality of Millers' Trade.

*Head Office:*  
WINNIPEG, MANITOBA

Western Branches: Winnipeg  
Port Arthur  
Calgary  
Saskatoon

Eastern Branches: Toronto  
Montreal

*Export Offices:*  
MONTREAL

Private Wire Connections  
From Coast to Coast

# COPELAND FLOUR MILLS, LTD.

MIDLAND, CANADA

## Millers Selected Hard Spring Wheat Flour

Cable Address:  
"MTRCOP"

Codes—  
Riverside  
Bentley  
A B C  
Etc.



Ideally situated. The facilities at our disposal enable us to guarantee uniform quality and service.

BRANDS

## FIVE CROWNS    GILT EDGE    CANADIAN MAID    GEORGIAN

Grain Storage Tributary to Our Mills 17,000,000 Bushels

## James Cullen & Sons, Ltd.

Established 1887  
MILLERS OF

Manitoba Springs.....Ontario Winters  
WOODSTOCK, ONTARIO, CANADA  
Cable Address: CULLEN, Woodstock

## JOHN KENNEDY

EXPORTER  
FLOUR—OATMEAL—CEREALS  
Royal Bank Building  
Cable Address: "KINGRAIS"    TORONTO, CANADA

J. G. WOLVERTON,  
President and General Manager

W. R. CLARKE,  
Vice President and Manager of Sales

## Wolverton Flour Mills Co., Ltd.

MILLERS OF

Select Hard Spring Wheat Flour

"SILVERKING"  
(BEST PATENT)

"GREAT STAR"  
(PATENT)

"WOLF"  
(PATENT)

Choice Ontario Winter Wheat Flour  
"KEYSTONE"

Mills at—New Hamburg, Seaford, St. Mary's  
Cable Address: "WOLMAUS"  
Address all correspondence to ST. MARY'S, ONTARIO, CANADA

## Frank B. Ham & Co., Ltd.

TORONTO, CANADA

Our Specialties: ONTARIO WINTER WHEAT,  
MANITOBA SPRING WHEAT FLOUR  
AND BLENDS  
Correspondence solicited  
Cable Address: "HAMCO"

## B. H. MUIRHEAD

EXPORTER  
Flour and Oatmeal  
Cable Address: "HEADMUIR"    TORONTO, CANADA

## EDWIN DAVEY & SONS

FLOUR MILLERS

Cable Address: "CHANTICLEER"    Established 1865  
PYRMONT, SYDNEY, N. S. W., AUSTRALIA

## McLeod Milling Co., Ltd.

Manitoba Springs, Ontario Winter Flour  
and Blends. Our location guarantees  
quick service to Atlantic seaports.  
STRATFORD, ONTARIO, CANADA  
Cable Address: McLeod, Stratford  
Codes: Riverside, Bentley, A B C 5th Edition

## W. E. TRELEAVEN

MILLER  
Established 1865  
Canadian Spring and Winter Wheat Flour  
Cable Address: Treleaven  
LUCKNOW, ONTARIO, CANADA

## W. B. BROWNE & CO.

Established 1877  
EXPORT FLOUR  
Manitoba—Ontario Winters  
53 Yonge St.    TORONTO, CANADA

## LAKE SIDE MILLING COMPANY Ltd.

# Flour AND Feed

## TORONTO, CANADA



N. H. CAMPBELL, PRES. AND MGR.  
J. W. CORNISH, SUPT.  
CABLE ADDRESS: LAKESIDE, TORONTO  
CODES: RIVERSIDE — BENTLEY

## The Strong-Scott Mfg. Co., Ltd.

WINNIPEG    TORONTO    CALGARY

*"Everything for Every Mill and Elevator"*

Riverside Code    FIVE LETTER REVISION    Per Copy \$12.50  
Issued in 1929  
For sale by all its branches and THE NORTHWESTERN MILLER, Minneapolis, Minn., U. S. A.

**Direct from Producer  
to Miller**

**WHEAT  
OATS  
BARLEY  
RYE  
FLAX**

**Selling more than  
half of Canada's  
total wheat crop  
every year**

**CANADIAN  
WHEAT POOL**  
CANADIAN CO-OPERATIVE WHEAT PRODUCERS LIMITED

**Head Office :  
WINNIPEG  
Canada**

**Branch Offices :**  
**Calgary  
Toronto  
Fort William  
Montreal  
Vancouver  
New York  
London  
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**Representatives in  
All European Countries**

QUALITY UNIFORMLY MAINTAINED SINCE 1887

# Lake of the Woods Milling Co., Limited

Cable Address  
"HASTINGS"  
Montreal



Codes  
ABC 4th & 5th Editions  
Riverside 1901

Makers of CANADIAN HARD SPRING WHEAT Flour

*Owning and Operating*  
125 Wheat-Receiving Elevators in Manitoba,  
Saskatchewan and Alberta

*Mills at*  
Montreal, Brantford, Keewatin, Portage la Prairie,  
Medicine Hat

Daily Capacity, 40,000 Bags of 98 lbs.

HEAD OFFICE: MONTREAL

WESTERN OFFICE: WINNIPEG

*Offices:*  
TORONTO, OTTAWA, QUEBEC, ST. JOHN, N. B., HAMILTON, BRANTFORD, SUDBURY, LONDON,  
SAULT STE. MARIE, FORT WILLIAM, KEEWATIN, MEDICINE HAT, PORTAGE LA PRAIRIE,  
CALGARY, MOOSE JAW, REGINA, EDMONTON, VANCOUVER, VICTORIA

Seven Mills  
with Total Daily  
Capacity  
22,500 Barrels

TORONTO MILLS

Cable  
Address—  
"Shawley,"  
Toronto,  
Canada

## Maple Leaf Milling Co. Limited.

HEAD OFFICE - TORONTO, CANADA

**JAMES STEWART**  
President

**W. C. DUNCAN**  
Export Manager  
25 Broadway  
New York, U.S.

**A. R. MACDONALD**  
General Manager

**C. W. BAND**  
Vice-President

**N. P. LAMBERT**  
Western Manager  
(Also Exports to Orient)  
Winnipeg, Man.

# The Canadian Bag Company, Ltd.

Head Office, MONTREAL, QUE.



Cable Address: "DOMBAY"

Failure on the part of a miller to pack his flour attractively may easily affect the sale of an otherwise excellent article. If your bags are bought from us there is no need to worry over this possibility. They are sure to be right. Our experience is at your service.



Factories: MONTREAL, TORONTO, WINNIPEG, VANCOUVER

*Fort Garry Flour Mills*  
Company Limited  
MILL AT SASKATOON, SASK., CANADA  
SALES OFFICE  
MONTREAL, CANADA  
Cable Address: "FORTGARRY" BOX 2190 Codes: Bentley's—Riverside

**CANADIAN FLOUR EXPORT CO.**  
G. D. BRENDERT, Proprietor  
Manitoba Springs "AVIATOR" Ontario Winters "ST. JULIEN"  
Quality and Service  
Cable: "CANFLEXCO" TORONTO, CANADA

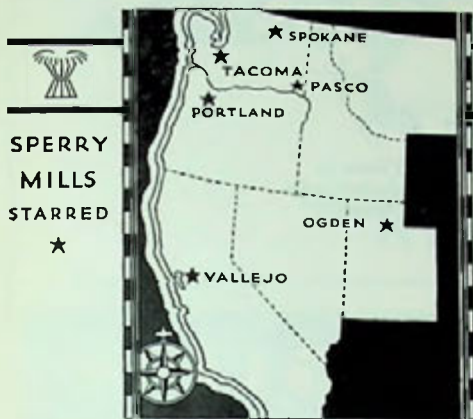
**SPILLERS CANADIAN MILLING CO. Limited**  
AND  
**VANCOUVER MILLING and GRAIN CO. Limited**  
EXPORT AGENTS  
Vancouver Milling and Grain Co. Limited  
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SURPRISINGLY LARGE CAPACITY  
For Production of Oatmeal, Cut-wheat, Barley or any other Small Grain for Breakfast Foods or Chick Feeds.  
Will cut any small grain with negligible production of flour. Many patented improved features. Rugged design. Low upkeep. Excellently constructed. Capacity 400 to 800 pounds product per unit per hour, depending on size of grain and size of product. Six Unit machines producing 2,400 to 4,800 pounds per hour.  
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Two Million Bushels Capacity  
  
Canadian and United States shippers will find our storage and service equal to the best on this continent.  
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Daily Capacity, 2,000 Barrels

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*Soft White Winter Wheat Flour  
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A perfect flour, laboratory con-  
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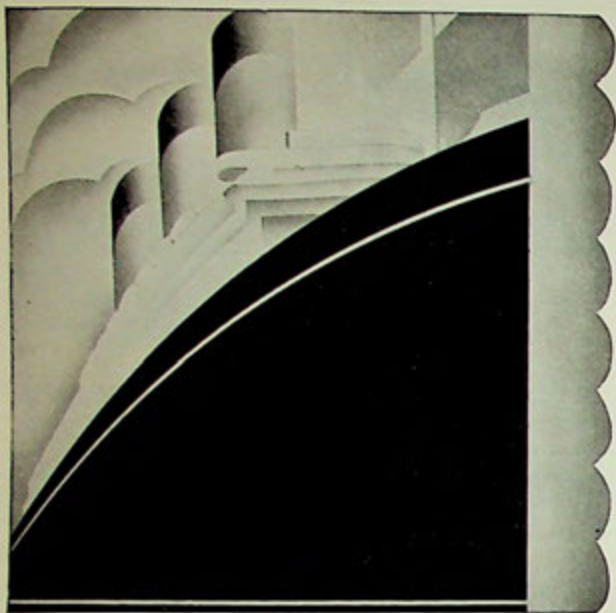
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**A** 25 Years' Experience Serving Millers  
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 (Formerly a Dept. of Brown & Bigelow)  
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*Samples, prices and distribution plans gladly sent on request.*



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*Quick Eastern Shipment*

Diamond Spring Patent    Monogram Rye  
 Fancy Soft Winter        Iron King Clear  
 Entire Wheat Flour        Corn Meal

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**SPRING WHEAT FLOUR**

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We are giving particular attention to the milling of strong Spring Wheat Flour as a result of the exceptionally favorable location of our mill.

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**“BULL DOG”**

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**MELLOW CREAM CAKE FLOUR**

*Made from SELECTED PURE SOFT WHEATS*

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**WHITE CORN PRODUCTS**  
 Capacity, 5,000 Bushels

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Millers of soft, hard winter, and spring wheat flours  
 Self-rising flour  
 Mixed cars of flour, feed and corn goods

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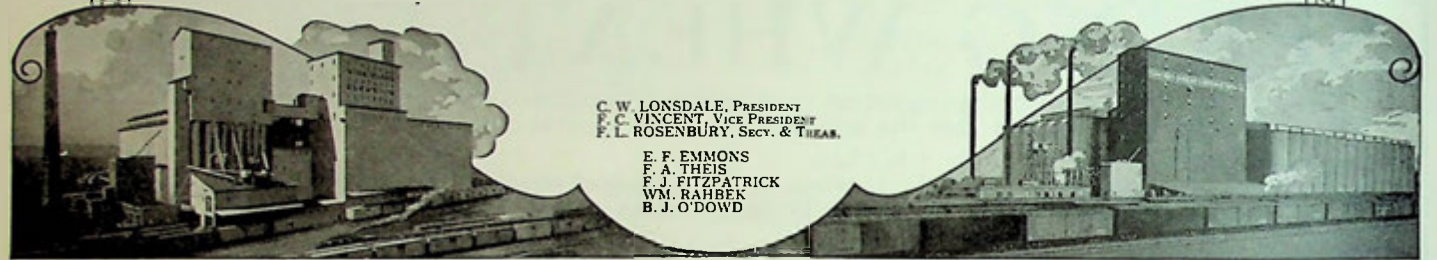
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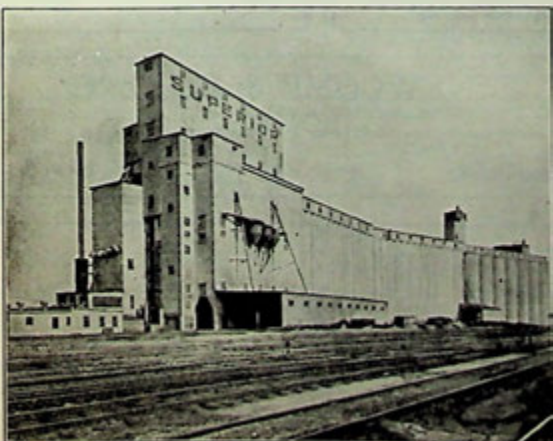
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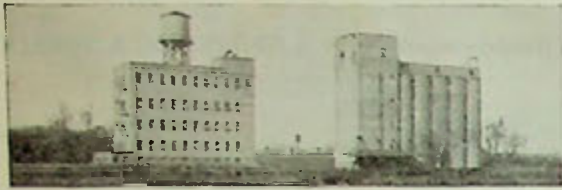
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ST. LOUIS—Arthur F. G. Raikes, 517 Merchants' Exchange, St. Louis, Mo.
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The Northwestern Miller

Published by THE MILLER PUBLISHING COMPANY
Main Office—118 South Sixth Street, Minneapolis, Minn., U. S. A.
Cable Address: "PALMING, MINNEAPOLIS"

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SUBSCRIPTION PRICE

The Northwestern Miller, published weekly on Wednesdays, except the fourth Wednesday of each month, 10c per copy; yearly rate, \$3 domestic, 2 years \$5, \$5 or £1.10 foreign.
The Northwestern Miller and American Baker, published on the fourth Wednesday of each month, 10c per copy; \$1 per year domestic, 2 years \$2; \$1.25 foreign.
Combination annual subscription to The Northwestern Miller and The Northwestern Miller and American Baker \$3 domestic, 2 years \$5; \$5 or £1.10 foreign.
Entered at the Post Office at Minneapolis, Minn., as mail matter of the second class.
The Northwestern Miller will not knowingly advertise irresponsible or untrustworthy concerns.
A quarterly printed Index for binding with files of The Northwestern Miller will be mailed to subscribers upon request.

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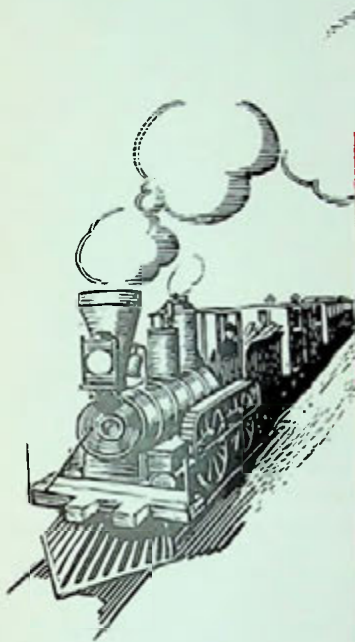
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