

The Northwestern Miller

LIBRARY,
THE RESEARCH ASSOCIATION
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BRITISH FLOUR MILLERS



THE MILLER OF DEE AND THE CAVALIER

Drawing by R. Caton Woodville

JANUARY 7, 1931



A proud boy and a Seal made loaf (actual photograph)

A Baker's Ambition Realized

FORTUNATE is the young baker who is taught the value of good flour as the first fundamental of success. This young man has had exceptional advantages for his father, a successful baker in the Northwest, has used Seal of Minnesota flour for years.

Your trained eye tells you that any baker would be proud of this split top loaf. Here is full development coupled with that highly desired break and shred which proves the strength of Seal.

Every baker cherishes the ambition to consistently produce bread of large volume, fine texture and appetizing flavor like the loaf shown here. Since this ambition can be realized by using Seal of Minnesota, why run risks with inferior flours?

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”

*Here's a better flour
for every purpose.*

*Total Capacity
4700 Barrels*

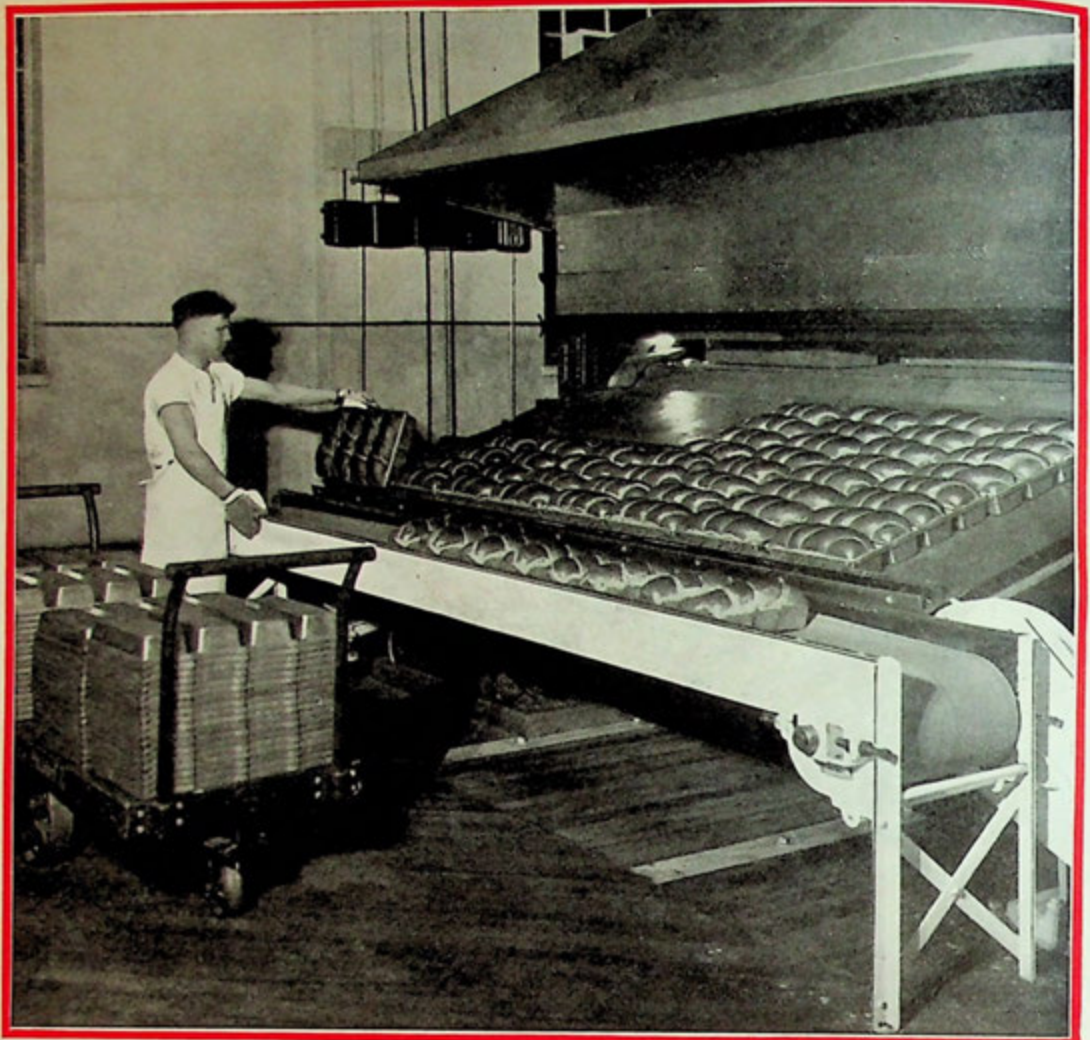
Elevator Capacity, 4,500,000 Bushels



RED STAR

The RED STAR MILLING CO. - WICHITA, KANSAS

R. S. HURD, President



Baked—but not sold

Too many cripples cut the profits mighty short

SUPPOSE there is an unexpected change in the time needed for fermentation of your dough—or a change in the absorption of your flour. The result is an upset in your shop schedule. One dough creeps a little ahead of another. When they come quickly, the man at the divider must hold back No. 10 until he has finished No. 9. Some doughs must be speeded through the overhead proofer—unfortunately they may be the very doughs which should go through slowly. Also, bread is rushed through the moulder into the pans

in a frantic attempt to fill up a time gap at the proof box and the ovens.

Nothing can possibly be right under these conditions. No dough receives exactly the proper treatment. There is waste and loss everywhere—waste of material and labor. One of these losses comes from cripples—in the general rush and uproar which comes from an upset schedule an occasional shelf of bread will be dumped or loaves dropped on the floor as they are unloaded from the oven. In many shops of average efficiency this one

preventable loss has been found to be 6c for every barrel of flour used.

The remedy is simple—control your mixing and fermentation, and plant losses will automatically be reduced. You can control mixing and fermentation only when you use a uniform, dependable flour. Not only excessive loss from cripples, but divider losses, dusting flour wastes, labor losses, sales losses from irregular quality in the finished loaf—you can lay every one to undependable flour. On the invoices the price may be a few cents a barrel more for a uniform, dependable flour like Pillsbury's. But don't pay too much attention to that invoice. Take a look at the cost sheets, and you'll find Pillsbury's is the most economical flour you can use.

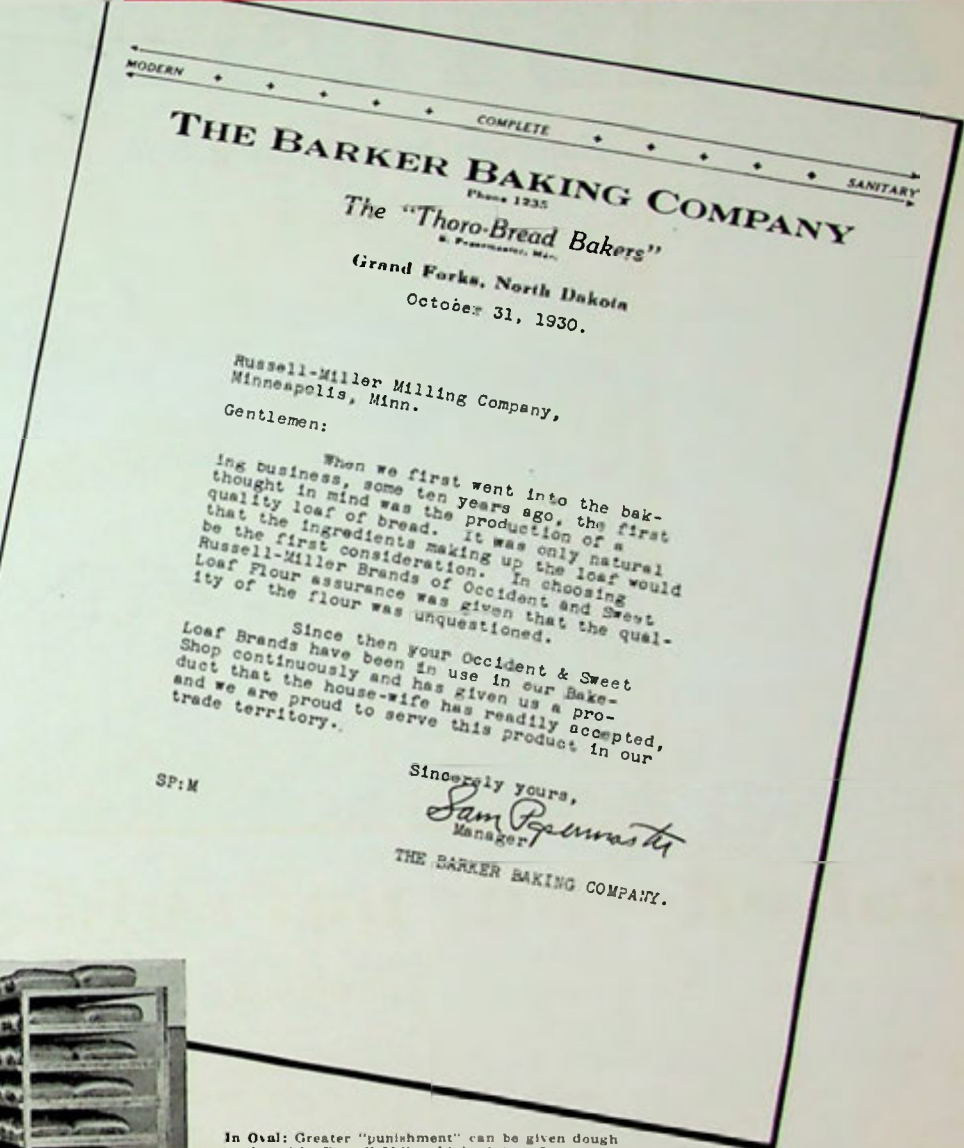
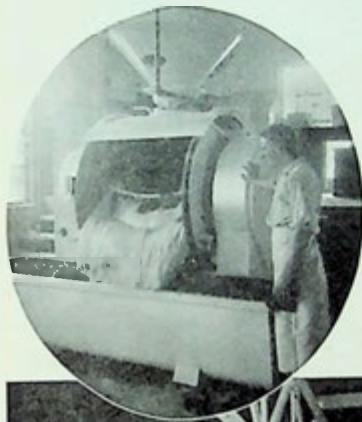
Pillsbury's Bakery Flours

...has given us a product the housewife has readily accepted

From a "three-man" shop in 1920 to a new \$70,000 plant in 1930 marks the progress made by Mr. Papermaster.

The new plant is electrically operated in every department—and represents the very last word in modern equipment.

Notice particularly Mr. Papermaster's statement about "giving ingredients first consideration." The story of his growth proves the wisdom of this principle.



MODERN * * * * * COMPLETE * * * * * SANITARY
THE BARKER BAKING COMPANY
Phone 1235
The "Thoro-Bread Bakers"
S. Papermaster, Mgr.
Grand Forks, North Dakota
October 31, 1930.

Russell-Miller Milling Company,
Minneapolis, Minn.
Gentlemen:

When we first went into the baking business, some ten years ago, the first thought in mind was the production of a quality loaf of bread. It was only natural that the ingredients making up the loaf would be the first consideration. In choosing Russell-Miller Brands of Occident and Sweet Leaf Flour assurance was given that the quality of the flour was unquestioned.

Since then your Occident & Sweet Leaf Brands have been in use in our Bake-Shop continuously and has given us a product that the house-wife has readily accepted, and we are proud to serve this product in our trade territory.

Sincerely yours,
Sam Papermaster
Manager
THE BARKER BAKING COMPANY.

SP:M

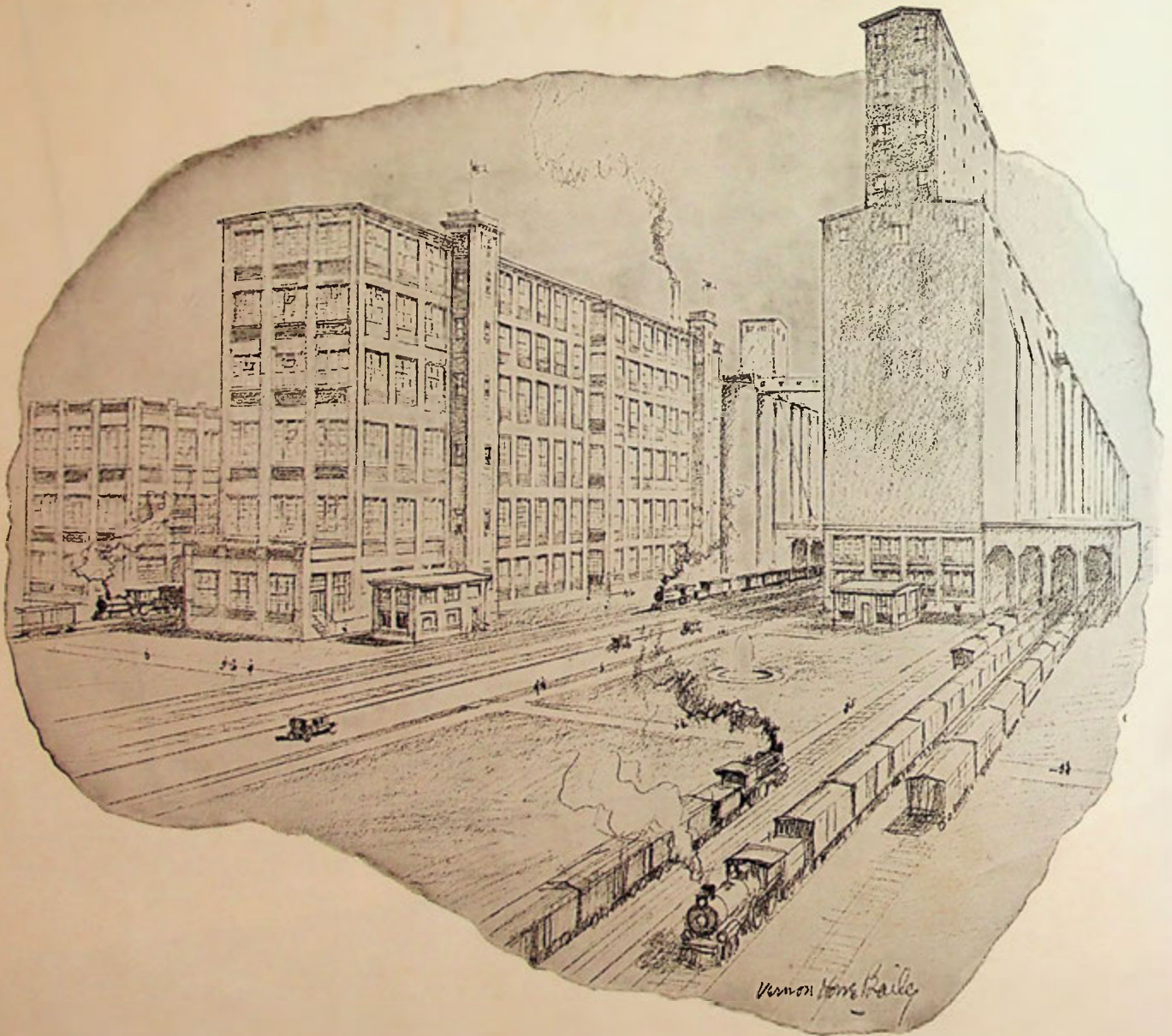
In Oval: Greater "punishment" can be given dough made with Russell-Miller high-gluten flours.
At Left: Six hundred loaf traveling oven, gas fired—one of two in the new plant of the Barker Baking Co. The oven heats to baking temperature within 20 minutes of firing.
Below: The new home of the Barker Baking Co., representing 10 years' growth from a three-man shop—concrete evidence that quality pays.



THE GREAT FLOUR MILL OF THE GREAT SOUTHWEST

"ARISTOS FLOUR"

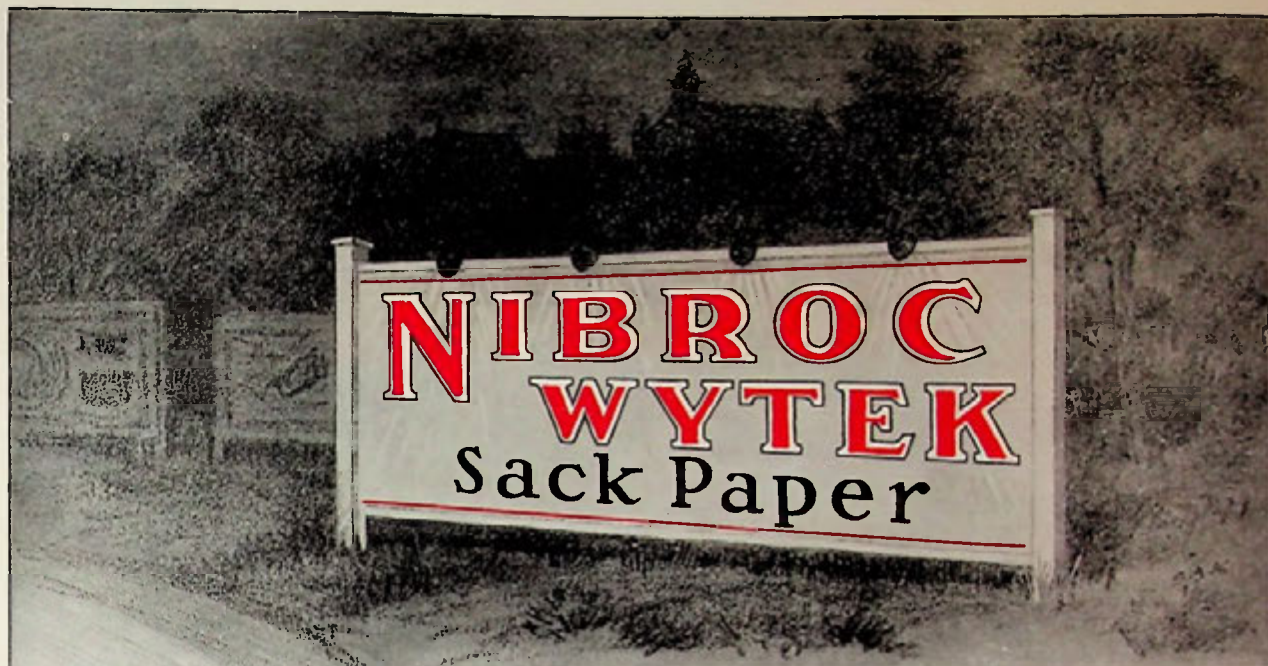
Superior Quality Always Is the Best Value



THE SOUTHWESTERN MILLING CO., INC.

KANSAS CITY, U. S. A.

AT THE GATEWAY TO THE WORLD'S PREMIER WHEATFIELD



Does for the Flour Sack what the Electric Light has done for the Billboard



Just as the illuminated board stands out in the night above everything else, the sack made from Nibroc Wytek paper commands more attention than any other sack in the dealer's stock.

Nibroc Wytek will give prominence to your trade-mark because it possesses an exceptionally bright white color and a beautiful printing surface.

**NIBROC WYTEK SACK PAPER MAKES
PRINTER'S INK "TALK"**

Make Nibroc Wytek your standard sack paper — it helps sell your product, and meets all the requirements of the Consolidated Freight Classification.



Branches

BOSTON
80 Federal Street

NEW YORK
233 Broadway

PITTSBURGH
1626 Oliver Bldg.

ATLANTA
1025 Candler Bldg.

CHICAGO
110 So. Dearborn Street

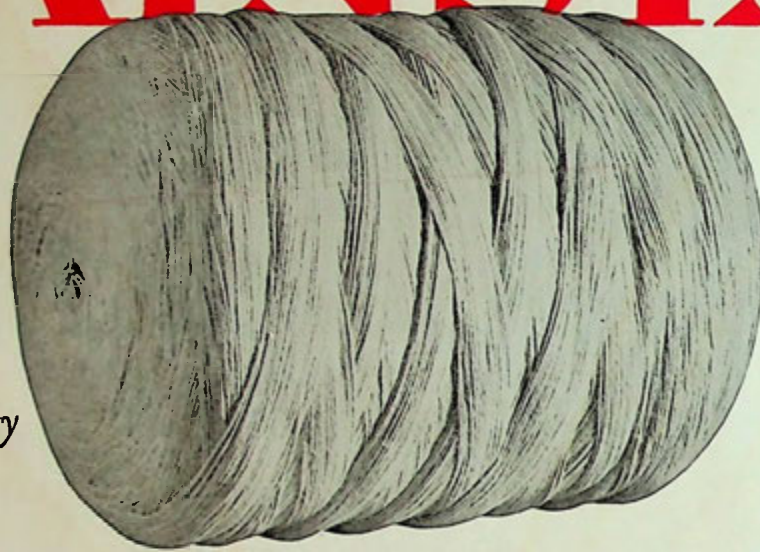
ST. LOUIS
1012-14 Arcade Bldg.

MINNEAPOLIS
735-7 Plymouth Bldg.

SAN FRANCISCO
58 Sutter Street

... *Depend Upon* **BEMIS**
MAINSTAY

*A Twine
of Quality*



-to lower your bag closing costs

Leading mills depend upon Mainstay for hand sewing, for very substantial reasons.

First, they get a maximum yardage per pound. Second, they get twine of unusual strength.

Finally, the packers sew more bags per hour, because Mainstay is soft and free from kinks.

*Suppose we send a generous sample for trial.
Free, of course. Just write for it.*



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

BOSTON
 BROOKLYN
 BUFFALO
 CHICAGO
 CLEVELAND
 DENVER
 DETROIT

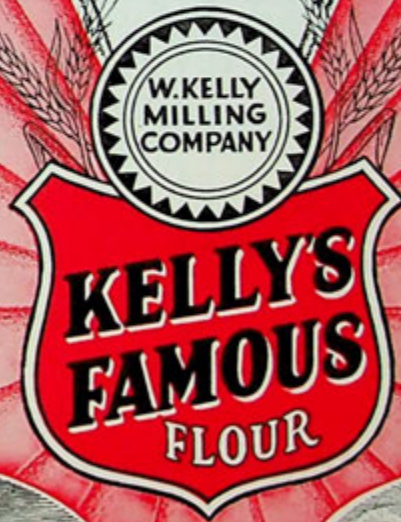
E. PEPPERELL
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 WARE SHOALS
 WICHITA
 WINNIPEG

In the Strong Wheat Country

Anybody who knows the Southwest will tell you that Hutchinson is the very heart of the strong wheat country, so it is here that **KELLY'S FAMOUS** is made better than ever in our fifty years of milling



The WILLIAM KELLY MILLING COMPANY
Capacity 2500 Barrels **HUTCHINSON, KANSAS** *William Kelly, President*

Courage!

COURAGE! The grit to spend beyond the bare necessities of the business—to push and fight, to advertise and sell—the bulldog determination to *urge* your prospects to buy. If they buy, others can buy. And that's the only way this dreary pall of gloom can be dispelled.

You may mark this down—the organizations that advertise **NOW**, that redouble their selling effort **NOW**, will go far toward cementing dealer and consumer relations, and will profit most in later months when better times shall come.

This organization offers an intelligent art and engraving service to advertisers. Our artists will help you illustrate in modern manner. BEYGEH engravings, zines, halftones and color plates have long been known for quality. Our motto is "Promptness and Accuracy."

Let's each do our share to help prosperity return! Let's advertise! Let's sell!

BEYGEH ENGRAVING CO.

ATLANTIC 6463-4

603 SECOND AVE. SOUTH

MINNEAPOLIS, MINN.

• Direct Color Photography and Engraving

Color process engravings are made here by the most modern and advanced method of *direct color* photography and engraving. It has been developed by one of the country's foremost photographers and proven highly superior to other methods.

A phone call will not obligate you, but will bring a competent man to show you samples and consult with you.



"Lustro" Paper Flour Bags

A No. 1 Rope Bag for FLOUR, Meal, Etc.

"Securpac" Coated Kraft Bags

A Composition Rope and Kraft Paper made in our own mill on a Cylinder machine, with natural or Blue Lining, meeting the R. R. Classification for FLOUR and all Grain Products.

"Celupac" White Kraft Bags

Made from "NIBROC WYTEK" White Kraft Paper and Carrying the R. R. Guarantee for FLOUR, Etc.

Three Outstanding Grades for the Milling Trade

Cylinder made Kraft Bags for Feed Meal, Etc., and Container Bags for small sizes.

HAMMOND BAG & PAPER CO.

Write us for Samples and Prices.

WELLSBURG, W. Va.

8,377 Miles IN 6 STATES

THE distribution and transmission lines of the Northern States Power Company extend for more than eight thousand miles to the 588 cities and towns served by this company.

These miles of wire—the many mighty generators—the thousands of huge transformers—all are but parts of the great system which brings **GOOD ELECTRIC SERVICE** to you.

These 8,377 miles of wire will grow. But only as you and your community grow.

The Northern States Power Company is building today for that growth which comes tomorrow, so that **GOOD ELECTRIC SERVICE** will not be a thing of the past when Tomorrow becomes Today.



DAVID STOTT FLOUR MILLS

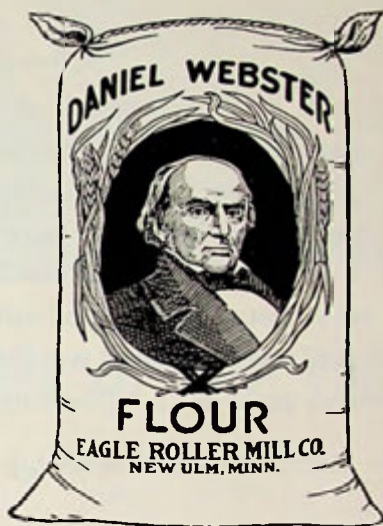
DETROIT, MICHIGAN

Quick Eastern Shipment

Diamond Spring Patent	Monogram Rye
Fancy Soft Winter	Iron King Clear
Entire Wheat Flour	Corn Meal

Those Who Know Quality

APPRECIATE THE MERITS OF



DANIEL WEBSTER

Short Patent Flour



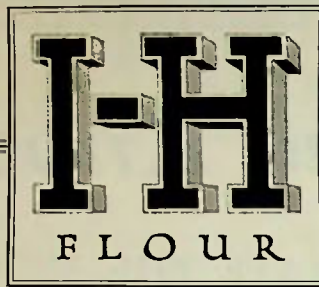
COMPETITION is best overcome by producing a better loaf of bread than that of your competitors.

Daniel Webster Short Patent will help you.

Daily Capacity: 5,000 bbls. wheat flour
1,000 bbls. rye flour
300 bbls. whole wheat flour

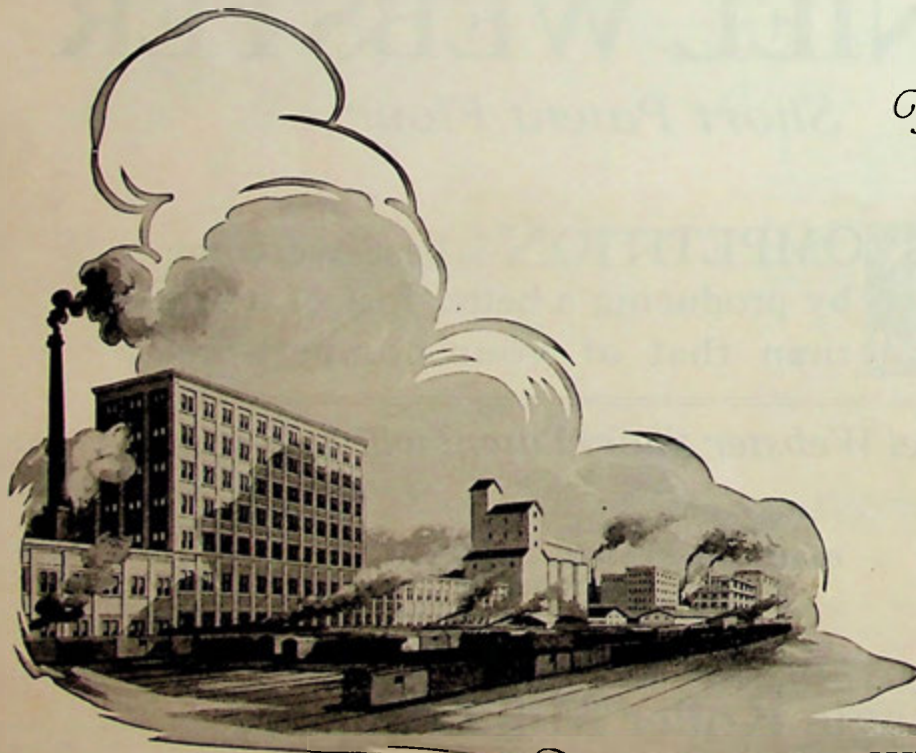
Eagle Roller Mill Company

NEW ULM, MINNESOTA



OME salesmen speak of the quality of their flour as if it resulted from secret and highly mysterious process of milling. There are no secrets in milling. The best flour is the result of intelligent selection of the very best wheat, a good mill, skillful milling and constant and never ceasing watchfulness. That combination insures good flour. Nothing else does.

"I-H" Flour never varies from its high standard



For Bakers
 ORACLE
A Short Patent
 THUNDERBOLT
A Reliable Flour

The ISMERT HINCKE MILLING CO.
 KANSAS CITY, MO.

The Northwestern Miller

Established in 1873

MINNEAPOLIS, MINN., U. S. A., JANUARY 7, 1931

Volume 165 Number 1



The Apotheosis of the Old Gristmill: I

By James F. Bell

President General Mills, Inc.

NOTE, if you please, the last line of the accompanying stanza "If nobody cares for me." Some evil-minded person, along about the middle of the nineteenth century, maliciously altered this to read "And nobody cares for me" which gave an entirely different significance to the verse, implying that the miller was an unpopular character in the community who deliberately defied public opinion.

We millers went to considerable trouble and some expense to investigate the genesis of the old song, and to our great satisfaction discovered that the original and only true version was as I have here quoted it, showing that the traditional miller who worked and sang so blithely merely wished to imply that, while he was not altogether dependent for his happiness upon the approval of others, he desired their good will.

THE OLD GRISTMILL

The Dec mills still stand on the site of the old one which the jolly miller once operated. It was a gristmill, grinding the wheat grown in the vicinity, driven by an old-fashioned, overshot water wheel, using millstones for grinding, and taking toll from the neighboring farmers who brought their wheat to be ground into flour.

It had a door, the upper part of which opened inward. Leisuredly leaning over the bottom half of this, which had a broad shelf made to rest upon, it was the custom of the miller, bareheaded, in his spotless white smock, to smoke his long-stemmed pipe and gossip with the farmers waiting for their grist to be ground, while the millstones grumbled at their task.

Here was the exchange of the neighborhood, frequented both by the idle and the industrious; long, broad benches were built on the raised platform in front of the mill, their backs to the wall; three-legged stools and rude chairs, of the millwright's making during idle hours, supplemented the accommodations.

Great trees grew before the mill porch and cast their pleasant, flickering shadows over its beamed floor. Within the mill was an agreeable dusk, and the atmosphere was filled with fine particles

*There was a jolly miller once
Lived on the River Dee.
He worked and sang from morn 'till night,
No lark more blithe than he;
And this the burden of his song
Forever used to be:
"I care for nobody, no, not I,
If nobody cares for me."*



MORE than 100 years before the American Revolution the colonists in eastern Connecticut hauled their grain to this mill at New London to be ground into flour. No nails were used in the original construction of the building proper, for all planks and timbers were hand cut and fitted with wooden pegs, or dovetailed and spliced. All of the original oak timbers are still in place, and probably no other mill in America can boast of so many years of service. The city of New London has officially recognized its value as a historical relic and has converted the property into a public park.

of flour dust which settled on everything and added whiteness to the miller's gray hair. When the sun shone through the few windows, it set the flour atoms dancing and floating in golden beams of light.

The sound of the slow grinding made a slumberous rumble, an accompaniment for the creak of the huge wheel, which creaked and groaned as its paddles revolved. There was heard the rush of the river, the splash of the waters as they turned the wheel, the sound of the stream falling over the milldam, and the shouts and laughter of boys disporting themselves in the near-by swimmin' hole.

What a place was this to loiter and dream and drowsily loaf in. It was no wonder that artists sought it to find subjects for their sketches and paintings, and poets found therein inspiration for their rhymes. From time immemorial the old mill has been the theme of the writer, the painter and the versemaker.

Amid this atmosphere of tranquil peace, yet busy industry, moved the untroubled miller of that period. As Tennyson wrote:

*"I see the wealthy miller yet,
His double chin, his portly size,
And who that knew him could forget
The busy wrinkles round his eyes?"*

He was a man of substance and of high repute, the arbiter of local disputes, walking among his fellows with charity toward all, with malice toward none. Upright in his dealings, firm in his faith and convictions, calm, benign and unafraid.

Witness the doughty miller of Potsdam, who, in defense of his rights, dared defy Frederick the Great, and by his courage and self-respect gained them. Witness, also, that loyal miller of Pennsylvania, whose descendants still live and, until a comparatively recent time, still owned and operated a mill in which was incorporated the original one. During the Revolutionary war this heroic soul refused to grind flour for the British troops which had captured the town and, though they lined him up against the wall of his mill and threatened to shoot him, he never weakened.

A few hundred years before the beginning of the gristmill-cum-millstone pe-

(Continued on page 26.)

The "Jo" Family of Flours

- "Big Jo" - - - A Family Patent of Highest Quality
- "Diamond Jo" The Baker's Favorite, strong and for big yield.
- "Josie" - - - A Fancy Clear in such demand that we are often compelled to revive our old slogan, "NONE TO OFFER."

Milled at Wabasha, where for half a century there has been but one standard of flour production, viz: the highest possible quality.



WABASHA ROLLER MILL CO.
 W. B. WEBB, President and Manager
 WABASHA, MINN., U. S. A.



Half a Century of Milling Progress

Please help yourself to profit....

LIKE the vender who could afford to sell his wares at a loss "because he sold so many," some bakers are striving for volume . . . and losing sight of profit.

The baker whose profit is founded on a loaf of poor quality and low price is in a hazardous position because there is hardly anything in the world that some man cannot make a little worse and sell a little cheaper. E-A-CO Flour makes better bread. Ask any E-A-CO baker.

Better bread always holds trade in the face of cut-price merchandise. An E-A-CO loaf means permanent trade and profitable trade.

EVERETT, AUGHENBAUGH & CO.
 General Offices Minneapolis, Minn.

FOUR GoodBreadMakers

From Selected Spring Wheat



- DULUTH UNIVERSAL
- PRIDE OF DULUTH
- DULUTH RELIABLE
- APEX
Extra Fancy Clear

Duluth Universal Milling Co.
 DULUTH, MINN.

"Ethan Allen"

- The Ideal Flour
- Fancy Minnesota Patent
- Strong Uniform Reliable

Wells Flour Mills
 MINNEAPOLIS, MINN.

"PRIDE of MINNESOTA"

Fancy Short Patent
 NORTHWESTERN MILLING CO.
 General Offices: 814 Chamber of Commerce
 Mills at Minneapolis, MINN.
 Little Falls, Minn.

"AMERICAN BAKER"

Choice of the wheat of the whole west—a fine flour is the result.
 INLAND MILLING CO.
 Des Moines, Iowa

Excelsior Milling Co.

MINNEAPOLIS, MINN.
 High Grade Spring Wheat Flours and Fancy Semolinas



CHRISTIAN MILLS

Matchless Quality Flours

SEMOLINAS AND RYES
 MINNEAPOLIS, MINN.

Capacity.
 1,200 Barrels Spring
 1,000 Barrels Durum
 250 Barrels Rye
 Cable Address: "CHRISMILLS"

FARMERS BUY BAKERS' BREAD, SURVEY SHOWS

Of 28,793 Farm Homes 72.3 Per Cent Buy from Bakers, but Majority Still Bake Some Bread at Home

A food survey conducted by the Midwest Unit of Standard Farm Papers, Chicago (Wallaces' Farmer and Iowa Homestead, the Farmer and Farm, Stock and Home, the Nebraska Farmer, Prairie Farmer), reveals interesting facts regarding the food buying habits of farm families as studied in cases of 28,793 farm homes.

Among other findings the survey shows that 72.3 per cent of the farm homes buy bakers' bread from time to time and 27.7 per cent do not. Of the bread bought, 56.6 per cent is made by local bakers and 43.5 per cent is shipped from outside points. The average farm home buys three loaves of bread at a time.

The great majority of farm wives, however, still bake bread, and the average number of times a week they bake is 1.6.

Sixty-five and six tenths per cent of those answering use prepared pancake flour.

The farm home is a great consumer of oranges and grapefruit. A total of 24,612 families report they buy oranges on an average of every 10 days. Eight thousand, four hundred and sixty-five buy grapefruit.

Nine thousand four hundred and seventy-seven buy canned peas on an average of every two weeks, buying six cans at a time, and 10,352 buy canned corn on an average of every 10 days, and purchase six cans at a time, showing that the farmer is a quantity buyer.

PATRONIZE INDEPENDENT STORES

Farmers trade regularly in their nearest town, which happens to be an average distance of 5.5 miles from a town of not over 2,500 population.

Ninety and eight tenths per cent of all those making a report buy groceries in towns of 2,500 and under.

The farm wife visits the grocery store on an average of one and one half times a week.

The farmer still buys the greater part of his food from independent stores. Out of 32,366, 29,088 bought from independent stores, 6,886 from chain stores, 1,701 from mail order houses, and 1,299 from wagons. These figures indicate, of course, that many farmers patronize more than one type of store.

Eighty-one per cent of farm homes buy the larger portion of their weekly supplies from independent stores and 17.2 per cent from chain stores.

The average farm family consists of five persons, of whom three are under 16 years of age and one less than 6 years of age. Three square meals a day are the rules of the family.

F. H. MORNINGSTAR, BAKER OF PHILIPSBURG, PA., IS DEAD

PITTSBURGH, PA.—Frank H. Morningstar, president of the Hagerty Baking Co., Philipsburg, Pa., died early on the morning of Dec. 9, after a long illness. He had been at the Clifton Springs Sanitarium, returning home about seven weeks ago. He was stricken with paralysis on the night of Dec. 8, and the end came quickly. Mr. Morningstar was 51 years of age, and is survived by his widow and one son, George, as well as a brother, S. Reed Morningstar, a partner in the bakery and president of the Pennsylvania Bakers' Association. He was a member of the Presbyterian Church and of the Kiwanis Club. Interment took place at Huntingdon, Pa., his birthplace.

CHAIN REDUCES BREAD PRICES

BIRMINGHAM, ALA.—The Great Atlantic & Pacific Tea Co. has announced further reductions on bread in Birmingham. It was the first chain store to put in an 8c loaf of bread, shipping it from the plant at Atlanta. Now the company announces a 16-oz loaf of plain bread for 7c; pan rolls 7c doz; pullman loaves weighing 20 ozs, 9c or three for 25c; and an 18-oz loaf of raisin bread, 10c.

KING MIDAS

THE HIGHEST PRICED FLOUR IN AMERICA
AND WORTH ALL IT COSTS

NO BUSINESS MAN will deny the old truth that the satisfaction yielded by a quality article is remembered long after the price has been forgotten.

Selling finer bread is the most certain way to a permanent following of loyal customers.



King Midas Mill Co.
MINNEAPOLIS MINNESOTA



Mother Hubbard FLOUR

*An Insurance of High Quality
Worth the Difference*

HUBBARD MILLING CO.
Mankato Minnesota

Use
GOLDRIM
Superlative Quality
Spring Wheat Patent
WESTERN FLOUR MILLS
Davenport, Iowa

Daily Capacity
1,000 Bbls

Repeaters...

"KOMO" and "PACEMAKER"

*Each a peer in its class....
so why look further?*

SAINT PAUL MILLING COMPANY
SAINT PAUL MINNESOTA



ATKINSON MILLING CO.
MINNEAPOLIS
MINNESOTA

Choice
No. 2 Semolina
Fancy
Durum Clears

AMBER MILLING
COMPANY
Flour Ex., Minneapolis, Minn.

COMMANDER
LARABEE
QUALITY FLOURS
MINNEAPOLIS
Telephone - Atlantic 1521

Crown Milling Co.
Chamber of Commerce
MINNEAPOLIS
Brokerage Connections Wanted

New Ulm Roller Mill Co.
RED JACKET PATENT
COMPASS WHITE RYE
NEW ULM MINNESOTA

"CREMO"
Just the Cream of Hard Wheat
CROOKSTON MILLING CO.
CROOKSTON, MINN.

HIGHEST GRADES OF HARD
WHEAT FLOURS—BRANDS
"New Gold" "Silver Leaf"
Correspondence Solicited
MORRIS CITY MILLS, INC.
MORRIS, MINN.

FARGO MILL COMPANY
Millers of Hard Spring Wheat
Flour made from the famous
Red River Valley Wheat.
FARGO, N. D.

"SNOW WHITE" flour, a high quality
spring patent.
"PIONEER" Rye flour.
"PIONEER" Whole Wheat flour.
Split ears a specialty
MINOT FLOUR MILL COMPANY
Minot, North Dakota

Wedding Invitations
Announcements
Finest Hand Cut Engraved Plates
BUSHNELL SOCIETY STATIONER
64 So. 11th Street MINNEAPOLIS

EMINENT MEDICAL MAN STRIKES AT FOOD FADS

Dr. Llewellys F. Barker, Emeritus Professor at Johns Hopkins, Calls Them "Harmful to Health and Farse"

Attacking food fads of virtually all kinds as "harmful to health and purse," Dr. Llewellys F. Barker, emeritus professor of medicine at the Johns Hopkins medical school, told the Baltimore Dietetic Association recently that the normal human instinct is "a pretty safe guide" to proper diet. The bran fadists, the protein opponents, the vegetarians, the antialso group, the raw food sect, the masticators—all were hit by Dr. Barker.

"Although diets vary in virtually all countries, it has been found that in all cultured nations the total of calories and protein is about the same, the average being 2,876 calories and 86 grams of protein a day," Dr. Barker said.

"It's perfectly all right to keep the bran out of the bread and feed it to the cattle, provided we get the product of the bran back from the cattle in the form of milk.

"Persons affected with protein phobia fear meat, but the Eskimos eat virtually nothing but protein in their exclusive meat and fish diet, and they are a healthy race. I doubt that it is wise to eliminate proteins from the diet even in kidney cases.

"The vegetarians seem to overlook that to obtain the amount of proteins the human system needs, the gastrointestinal tract is put under a heavy strain—and there would not be enough vegetables for all of us if we all shunned meats."

CHEWING EXTREMISTS HIT

The belief that extreme mastication, practiced during the war, saves food, has been found to be without basis, Dr. Barker said.

"The body does the regulating despite what you do," he said, referring to the acid-equilibrium fad now in vogue on the West Coast.

As for vitamins, he predicted that "soon we'll have a vitamin fad," and expressed the opinion that two sardines and a tomato at a meal would provide all the vitamins a normal, healthy person needs.

The raw food fadists, said Dr. Barker, overlook that cooking prevents intestinal parasitism, makes food more attractive and therefore more digestible, transforms starch to make it more likely to be assimilated, and that in eating food raw "50 per cent of the food value is lost."

"People who take up various food fads often do feel better for a time, but auto-suggestion explains that," he said. "In the case of normal healthy people the appetite is a fairly safe guide to follow."

NEBRASKA BAKERS PLAN FOR NEXT ANNUAL CONVENTION

OMAHA, NEB.—Carl D. Wilke has been appointed chairman of the program committee for the next annual meeting of the Nebraska State Bakers' Association, which will be held early in April at the Rome Hotel, Omaha. E. J. Kelly heads the entertainment committee, J. E. Boyle that on golf, and T. F. Naughtin is in charge of publicity.

The appointments were announced at a district meeting of about 30 bakers and allied tradesmen held recently at the Rome Hotel. M. L. Penick, of the service department of Armour & Co., talked on bakeshop practice, and W. Dale Clark, president of the Omaha National Bank, discussed business conditions.

POTOMAC STATES BAKERS TO MEET AT BALTIMORE, FEB. 2

New York, N. Y.—The midwinter meeting of the Potomac States Bakers' Association will be held, Feb. 2, at the Rennett Hotel, Baltimore. The program will include addresses and discussions, practical from the bakers' standpoint, probably on engineering, selling and state returns. Dinner and a social gathering will follow.



After all,
 "There Is
 No Substitute
 for Quality"



BAY STATE MILLING CO.

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WINONA, MINNESOTA

DAILY CAPACITY
 FIVE THOUSAND BARRELS

Red Wing Special

Choice Short Patent

Cream of West

Fancy Medium Patent

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Strong Standard Patent

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Millers of High Grade Flours
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 FAIRY BOW
 KING'S GOLD
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- HAYWARD & CO., 317 Chamber of Commerce,
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- J. M. BOUR & CO., 323 Erie St., Toledo, Ohio—
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- WILKINS-ROGERS MILLING CO.,
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- C B MUNDAY CO.,
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 The Vim and Pep left in, and
 The Doubt and Trouble left out.

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 DURUM WHEAT
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 for a
Quality Trade

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Short Patent Standard Patent
 SIMPLEX—Bakers' Favorite MINNEAPOLIS PARAGON—Fancy First Clear

Red River Milling Company


<p>"CERES" Highest Quality Hard Spring Wheat Flour</p>	<p>Montana and North Dakota Wheat used exclusively</p> <p>Daily Capacity 1,000 Barrels</p> <p>FERGUS FALLS, MINNESOTA</p>	<p>"No. A1" Highest Quality Hard Spring Wheat Flour</p>
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for Performance and Satisfaction
 Distinctive Quality and Flavor
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 "WISCONSIN MAKES THE BEST RYE FLOUR"

Established 1831 W. G. McLAUGHLIN, Manager
 "Flour *Quality* Our Pride"
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 BRANDS: "HEADLIGHT"....."GLOBE'S BEST"....."HERCULES"



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 always uniform; always the best at a fair price. We want some live buyers who are willing to pay for quality.
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 All Grades—from the Darkest Dark to the Whitest White
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 Successors to Blodgett-Holmes Co., Blodgett Milling Co., and Ford Milling Co.
 The buyer purchasing our products pays no commission, no brokerage. Each sale is direct from mill to buyer.

WISCONSIN RYE FLOUR
 RYE MEAL—ALL GRANULATIONS
 In the heart of the Rye producing sections of Wisconsin
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PURE RYE FLOUR
 We make a high-grade pure winter rye flour
 Ask for sample and quotations.
FISHER & FALLGATTER
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Pure Wisconsin Rye Flour
 Samples and quotations sent on request
THE PAGEL MILLING COMPANY
 Stevens Point, Wis.

Overproduction and Crop Adjustments

By **Arthur M. Hyde**
Secretary of Agriculture

ONE aspect of the farm problem overshadows all others. Production in a number of important lines is out of balance with the market, and surpluses pile up continuously. Barring such temporary fall in demand as we experienced in the past year due to world-wide business depression, our difficulty is not a sudden emergency, but a cumulative overproduction. Farm production, already above normal requirements, became disastrously excessive when the depression curtailed purchasing power. Exceptional weakness on the demand side was added to the trouble on the supply side. I want to emphasize the need for equitable, intelligent, systematic and collective action to bring supply into better relationship with demand. Farmers, of course, must deal mainly with the supply phase of the problem in one way or another. There are two main alternatives. They can let matters drift until production is reduced by the ruin of thousands and their elimination from the farming industry, or they can consciously direct the readjustment process to lessen its difficulty and hasten its end. The answer to overproduction is less production. Crops must be balanced as

nearly as possible with market demands and offered only in such quantities as can be sold at prices covering the farmers' cost of production plus a profit. If readjustment is not brought about by intelligent action, it will be effected through blind economic forces at excessive cost. Let us not deceive ourselves by saying that real overproduction is impossible, since all the foods and fibers produced are eventually consumed at some price. There is overproduction if the price received does not exceed the cost of production by a margin sufficient to give the reasonably efficient farmer a fair net income.

TECHNICAL PROGRESS IN PRODUCTION

The growing efficiency of American agriculture helps to explain but does not justify its persistence in overproduction. Technical progress has increased farm productivity tremendously in the last 15 years, but the benefit has gone largely to the consumers. Farming has been industrialized and mechanized. It has used science, decreased its production costs, and increased its output, without finding either profit or security in the process. It has made two blades of grass grow where one grew before, only to find the second blade depressing the price of both. Continuing in this path, in the hope that still greater efficiency will eventually force our competitors out of the market, seems likely to work no better in the future than it has done in the past. Farming is becoming more efficient all over the world, and crop acreage and live stock breeding are increasing. The competing groups know that a halt in production will have to be called, but no group wishes to be the first to slow down.

Other industries behave differently. In the first seven months of 1930 the production of motor vehicles in the United States declined 44 per cent. This de-

(Continued on page 19.)

REITMANN-DAVIS MILL CO.
 (UNDER NEW MANAGEMENT)
 Makers of PEACH BLOSSOM and GOLD SEAL
 The Finest Wisconsin Patent Rye Flours
 GALESVILLE, WIS.
 WRITE FOR SAMPLES AND PRICES

H. P. Schmidt Milling Co., Inc.
 OSHKOSH, WIS.
 Millers of Strictly Pure
Buckwheat Flour
 Especially used by blenders and mixers
 Carloads or less Ask for samples and quotations



NEW RICHMOND ROLLER MILLS CO.
 NEW RICHMOND, WISCONSIN
 MOSHER'S BEST, Spring Wheat Patent—NOKOMIS, White Rye Flour—Scratch Feeds



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 PIONEERS IN DESIGN AND CONSTRUCTION OF
FIRE PROOF MILL BUILDINGS
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flours for bakers; makes them
with a thorough knowledge of what
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brands are your assurance
of a dependable product.
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 Manufacturers of hard and soft
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Pfeffer Milling Company
 Manufacturers of Pure High-Grade
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 Brands: Lebanon Bell, LEBANON, ILL.
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 Capacity: 1,000 bbls National Federation

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 POSTEL'S SELF-RISING
 Pure, Soft Red Winter Wheat Flours
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REICHERT MILLING CO.
 FREEBURG, ILLINOIS
 Millers of High Grade Soft Winter Wheat
 Flour, Plain and Self-Rising
POND LILY FLOUR
Always Good

FLOUR OF QUESTIONABLE QUALITY IS COSTLY AT ANY PRICE

Dependable Wheat Flours
 DADDY DOLLAR.....LIBERTY.....SNAPPY
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*We Supply
 Dependable Flour
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Dependable Rye Flours
 MANNA.....MEDIUM.....PURE DARK
 RYE MEAL

Our Eastern Representatives Can Supply You Truck Loads, Car Loads or Train Loads

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 R. S. THORPE, 1479 Park Blvd., Pittsburgh, Pa. Phone, Lehigh 1408

B. A. ECKHART MILLING COMPANY

CHICAGO, ILL., U. S. A.

Capacity 4,000 Barrels Daily

Overproduction and Crop Adjustments

(Continued from page 17.)

cline was not compelled by bankruptcies, but resulted from voluntary concerted effort to adjust output to the demand. Low cost as well as high cost plants participated. They found that course better business than to go on glutting the market, in the hope of driving enough producers out of it to leave a good field for the rest. While the problem in farming is more difficult, this same logic should apply to agriculture. It does not follow, because some farmers can produce at a lower cost than others, that the low cost farmer should do nothing to prevent overproduction. Narrow competitive views of that sort invite bankruptcy. Bankruptcy is contagious. Ruthless competition means, in the end, measuring living standards by the lowest in the scale.

WORLD WHEAT EXPANSION

Since wheat particularly is overabundant, let us consider the wheat situation. The world's wheat area is 42,000,000 acres larger than it was before the war. The United States has contributed 14,000,000 acres to the increase. These figures do not include Russia's acreage. Russia undoubtedly will increase its wheat exports. Wheat surpluses have piled up steadily in the last half decade, and world carry-overs reached huge proportions after the bumper crop of 1928. The current year's world carry-over on Aug. 1 exceeded 500,000,000 bus, though the 1929 world crop was less than that of the preceding year by almost the same amount.

Consuming countries have reduced their wheat imports by high tariffs, by forcing the consumption of substitute cereals and starches, and by encouraging their own wheat production. For instance, Germany has raised her tariff on wheat to \$1.62 bu. Importing countries in the crop year 1929-30 imported 237,000,000 bus less than in the previous year. Meantime wheat growing continues to expand in the exporting countries, particularly in parts of the United States and in Canada, Argentina and Australia. The area sown to wheat in our southwestern winter wheat states increased approximately 4,000,000 acres from 1924 to 1929. During the same period the area in Canada, Argentina and Australia combined, increased more than 10,000,000 acres, from 49,000,000 to 59,000,000 acres. This is in line with the trend in expansion since 1910. The entire wheat producing world faces increased acreage, increased production, and unsatisfactory prices. It is vainly trying to beat the law of supply and demand. In the last seven years it has produced an annual average of 43,000,000 bus of wheat more than has been consumed, and the United States' carry-over has piled up to the record total of 275,000,000 bus. This year, moreover, our wheat crop is larger than that of last year.

It is sometimes urged in defense of continuous wheat expansion in the United States that certain extensive wheat growing areas in this country can produce wheat more cheaply than it can be produced anywhere else in the world. Whether or not this is entirely correct we do not know. Our methods and our machinery are up to date, but other countries are efficient, too, and some of them have much cheap and fertile land. Even if our growers are in a relatively strong competitive position, it does not follow that they should blindly offer themselves for punishment. Competition to see who can stand the heaviest losses is irrational. Live and let live is a better doctrine. Moreover, the number of relatively low cost producers in this country is too great to justify an endurance contest among them. Their interest lies not in fighting among themselves but in combining to adjust their total output to market needs. In this task they can expect help from the federal government, but only if they approach it practically. By this time it is evident that supply and demand conditions cannot be set aside by legislation, that the dumping of surpluses abroad is not feasible, that the

(Continued on page 20.)

Business NEEDS Modern Accountancy

To estimate correctly where it stands today; to vision clearly the demands of tomorrow, and prepare for them—Business needs *now*, more than ever, definite and dependable Facts and Figures. On them, Management will determine its best and most economical use of working capital, will place responsibility for production and sales costs and inventories, and prevent wastes.

The tools of Modern Accountancy are definite of purpose, sharp and sure. Its Budget alone gives management a plan for economic and orderly readjustment—a guard against harmful sacrifice. The Budget compels sane, constructive action, eliminates fear, and generates through all departments a conviction of Reason and Right.

Not big business alone, but any business, all business, NEEDS *Modern Accountancy*. Its adaptability to every situation and its creative dependability at all times make it an economical necessity in the service of Better Business.

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BOSTON	DETROIT	KANSAS CITY	PORTLAND, ME.	TULSA
BUFFALO	ERIE	LOS ANGELES	PROVIDENCE	WACO
CANTON	FORT WAYNE	LOUISVILLE	READING	WASHINGTON
CHICAGO	FORT WORTH	MEMPHIS	RICHMOND	WHEELING
CINCINNATI	GRAND RAPIDS	MIAMI	ROCHESTER	WILMINGTON, DEL.
CLEVELAND	HARTFORD	MILWAUKEE	ST. LOUIS	WINSTON-SALEM
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VOIGT MILLING COMPANY

GRAND RAPIDS, MICH., U. S. A.

MANUFACTURERS OF

Soft Wheat Flours

VOIGT'S ROYAL PATENT
VOIGT'S GILT EDGE
VOIGT'S CRESCENT
VOIGT'S SELF RISING

Spring and Hard Wheat Flours

MARK TWAIN
COLUMBIAN
PEP

Quality Michigan Flour

Plain and Self-Rising

Made exclusively from Michigan wheat—we grind nothing else. Open for Connections
CHELSEA MILLING CO. - CHELSEA, MICH.

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Millers of Michigan Quality
SOFT WHEAT FLOUR

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Open for a few additional connections.
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Watson-Higgins Milling Co.

Fancy Soft Wheat Flour

"NEW PERFECTION" "FIRST PRIZE"
Flour Self-Rising Flour
GRAND RAPIDS, MICH.

Hard-Soft-Blended
and
Self-Rising Flours

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GLOBE MILLS FIVE MILLS IN CALIFORNIA
GENERAL OFFICES - LOS ANGELES
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WASCO WAREHOUSE MILLING CO.
MILLERS OF
Bluestem Patents - Montana Hard Wheat Patents
Pastry Flour - Cake Flour

Cable Address: "WASCO." All Codes
Daily Capacity, 2,000 Barrels THE DALLES, OREGON, U. S. A.

Preston-Shaffer Milling Co.
Soft White Winter Wheat Flour
a Specialty
Also Choice Blue-stem and Hard Spring Patents

Cable Address: "Preston." All Codes
Capacity, 2,000 Barrels WAITSBURG, WASH., U. S. A.

Fisher's FOR UNIFORM FLOURS
The largest and most modern flour mill and elevators on the Pacific Coast with storage capacity at our mills of 2,500,000 bushels, together with more than one hundred elevators and warehouses in the choicest milling wheat sections of Montana, Idaho and Washington, insure the uniformity of all Fisher's Flours.
FISHER FLOURING MILLS CO., SEATTLE, U.S.A. Domestic and Export Millers
Cliff H. Morris, Eastern Representative, 431 Produce Ex., New York City

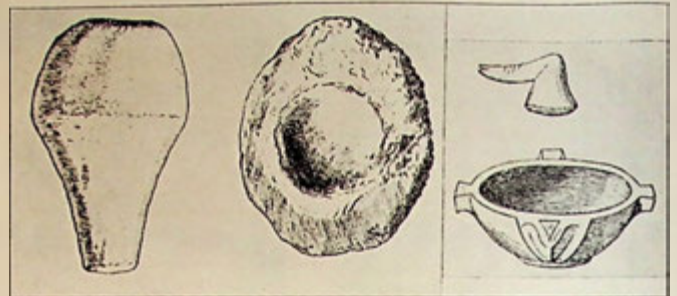
CENTENNIAL MILL COMPANY
Head Office: 1730 Exchange Building SEATTLE, U. S. A.

Cables: "CENTENNIAL" All Codes
We have Mills in the Wheatfields and Mills on Tidewater

COLLINS FLOUR MILLS
PENDLETON, OREGON
Mills of Export and Domestic Flours
Daily Capacity, 1,000 Barrels
Correspondence Solicited

SPOKANE FLOUR MILLS, SPOKANE, WASHINGTON
Soft Winter and Blue-Stem Wheat Flours

The Peacock Mill Co. Millers of Hard Spring, Bluestem and Pacific
FREEWATER, OREGON Soft Wheat Flours.



Pestles and Mortars from the Site of Troy
—"The Apotheosis of the Gristmill," page 11.

Overproduction and Crop Adjustments

(Continued from page 19.)

indefinite storing of surpluses tends to prevent rather than to cause a rise of prices, that tariff duties are not effective on commodities produced largely for export, and that subsidies would increase rather than restrain production. Voluntary curtailment of production is the only logical remedy for the surplus problem.

A striking instance of world resistance to dumping has been afforded us lately by Russia's efforts to sell wheat and other products in other countries at extremely low prices. Agitation began in France some months ago against Soviet dumping, particularly of wheat. As a result the government issued a decree on Oct. 3, which provided for the control, through licensing, of imports from Russia into France of certain merchandise, including "cereals and their derivatives," and also a number of other products, mainly foodstuffs. The license system limits the quantities that may be admitted. Similar action was taken by Belgium on Oct. 25, under a decree requiring an import license on grains, flour, wine and a number of other articles from Soviet Russia. Roumania has issued an ordinance understood to apply particularly to imports from Soviet Rus-

sia. It requires on imports the stamp of the country of their origin, and also a permit issued by the Roumanian trade attaché. Roumania has no such official in Soviet Russia, because of the absence of diplomatic relations between the two countries. Hence, the ordinance seems to place an complete embargo on importations into Roumania from Soviet Russia. It recently was announced that Hungary was contemplating a license system covering imports from countries with which it has no trade agreements. Soviet Russia is the only country to which this condition applies. The latest increase in Germany's tariff on wheat, though applying to imports from all countries, is acknowledged to be a move to control the dumping of Russian wheat in the German market.

CURTAINMENT OF ACREAGE

The curtailment of acreage, indispensable if wheat growing is again to be profitable over a period of years, cannot be recommended as a blanket policy applying equally to all farmers regardless of their special circumstances. In areas specially adapted to wheat and on farms that have no other satisfactory alternative cash crop, the problem is not the

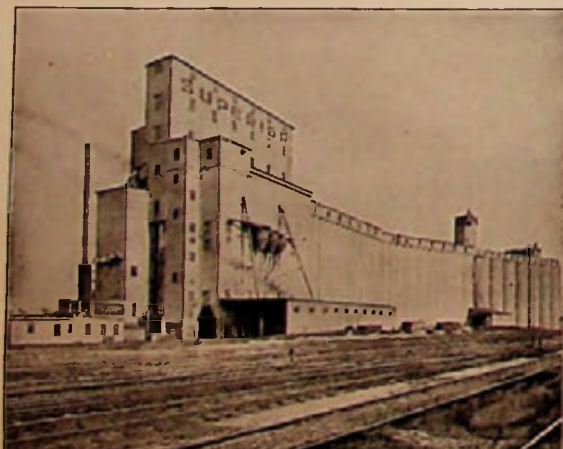
(Continued on page 22.)



Piling Sheaves of Grain—From a Tomb Painting of the Third Egyptian Dynasty
—"The Apotheosis of the Gristmill," page 11.

Western Milling Company
Specializing High Grade
Bakers' and Pastry Flours
MILLS AT
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25 YEARS
EXPERIENCE
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ADVERTISING
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Fireproof Milling and Elevator Plants

SUPERIOR ELEVATOR

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3,500,000-BUSHEL

1914-1920-1925

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BUFFALO, N. Y.

***We Specialize in Milling
Montana High
Protein Wheat***

SAPPHIRE . . . (short patent)
JUDITH . . . (standard patent)
GOLD CROSS (bakers' patent)
ISIS (fancy clear)

FLOURS
*Are unexcelled among
flours of this type.*

Montana Flour Mills Company
 Office: GREAT FALLS, MONTANA

Daily Capacity, 3,700 barrels Grain Storage, 3,400,000 bushels

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CASCADE MILLING AND ELEVATOR CO.

Shippers of Wheat "CASCADE" Cascade, Montana
 Daily Capacity, High-Grade Montana Flour Storage Capacity,
 600 Barrels 600,000 Bushels

"DIAMOND D"

A High Grade Baker's Spring Patent
 Milled Under Laboratory Control
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Sheridan Flouring Mills, Inc.
 SHERIDAN, WYOMING

Gallatin Valley Milling Co.
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Flours and Grain
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It's a highly profitable operation
 to reclaim wheat from screenings
 with disc separation.
 Carter-Mayhew Mfg. Co. - Minneapolis, Minn.



THE KEYSTONE WAREHOUSE CO.
 Buffalo, N. Y.

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 for Flour Maturing
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conveniently located plants**

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MELLOW CREAM CAKE FLOUR
 Made from SELECTED PURE SOFT WHEATS
 NORTHWESTERN ELEVATOR & MILL COMPANY
 TOLEDO, OHIO

Bakers—

When comparing Spring
 Wheat Flour use

"BULL DOG"

for your standard

Made by
 The Fairchild Milling Company
 CLEVELAND, OHIO

**Ohio Soft Wheat
 Flour**

OF HIGHEST QUALITY

THE
 ALLEN & WHEELER CO.
 Domestic and Export
 TROY OHIO

The Ansted & Burk Co.

MILLERS SINCE 1846,
 BUT UP TO THE MINUTE IN IDEAS
 SPRINGFIELD, OHIO

William Tell's

Master Bread Flour
 Master Pie Crust Flour
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Each specially milled for its purpose

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Quality Millers for
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Merchant Millers KENT, OHIO, U. S. A.
 Specialists Ohio Winter Wheat Flour
 All our wheat is grown on "Western
 Reserve" and bought from the grow-
 ers at elevators we own and operate.

THE WARWICK CO.

Makers and Shippers of Flour from Choice Winter Wheat
 MASSILLON, OHIO
 Write for samples and prices

MAS-SOTA Spring Patent Flour
 BCCO Blended Patent Flour
 ENERGY Horse Feed Mixed Cans
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The Buckeye Cereal Co.
 MASSILLON, OHIO

The Toledo Grain & Milling Co.

TOLEDO, OHIO
 MIXED CARS
 SOFT WINTER WHEAT FLOUR
 Red Ball Patent Old Homestead

Overproduction and Crop Adjustments

(Continued from page 20.)

same as it is where nature or circum-
 stances offers a choice of major enter-
 prises. Adjusting production is an in-
 tricate process with varying applications
 in different regions and on different
 farms. Not merely the available crop
 enterprises but the size and shape of
 fields, the characteristics of the soil, the
 climatic conditions, and the extent to
 which farm operations are mechanized
 must be considered.

These considerations justify a flexible
 adjustment policy. They do not justify
 a refusal to make adjustments. Not ev-
 ery acre now growing wheat should be
 in that crop even in the specialized wheat
 areas, whose opportunities for making
 crop shifts are often underestimated.
 Whole-hearted co-operation in a concert-
 ed effort to bring our wheat industry
 more nearly in line with its market would
 disclose many useful modifications of the
 existing one-crop system. It would de-
 velop forage crop and other side lines,
 and eliminate many high cost acres from
 wheat growing. If by leaving acres fall-
 low a better profit can be obtained that,
 in itself, is good farm economy.

There is no merit in growing a crop
 at a loss merely because there is no crop
 that might be grown at a profit. Con-
 tinuing to do that may, in fact, turn
 one's attention away from possible profit-
 able alternatives. The intentions to plant
 reports this fall showed that continuous
 expansion is not unavoidable in the wheat
 fields. They indicated an intention to
 reduce the winter wheat acreage by 4½
 per cent. Whether this is a response

to the price situation or to the general
 argument in favor of readjustment
 makes no difference. It shows that ad-
 justment is possible.

ELIMINATE HIGH COST ACRES

Mainly, readjustments in acreage are
 necessary as a corrective of low prices.
 It is elementary that prices can never
 rise in an overstocked market. That,
 however, is not their sole value. Wise
 acreage adjustments can help to decrease
 the unit cost, as well as the volume of
 production, and thus to widen the favor-
 able margin, when any exists, between
 costs and prices, or to decrease that
 margin when it is unfavorable. This ef-
 fect is produced by the elimination of
 the higher cost acres, and the concentra-
 tion of the remaining production on
 the more productive land. In the case
 of a widely distributed crop like wheat,
 acreage readjustment would affect lands
 varying much in productivity. On some
 farms, where wheat is a rotation crop,
 it might be retained at a rotation of pro-
 duction that would be prohibitive in a cash
 wheat area. Everywhere, however, the
 general principle of the readjustment
 process would be the same. In each re-
 gion or locality it would transfer the
 highest cost acres to other uses and thus
 tend to reduce average costs of produc-
 tion. This would obviously be an im-
 portant advantage in world competition.

It is not correct to say that the same
 result would be reached by leaving the
 curtailment to the free play of economic

(Continued on page 60.)



In the Era of the Saddle Stone
 —"The Apotheosis of the Gristmill," page 11.

SPRING WHEAT FLOUR

In buying flour it is important to consider not only the reputation of the mill
 and its flour, but also the advantages which may accrue to its location as a
 shipping point.

We are giving particular attention to the milling of strong Spring Wheat Flour
 as a result of the exceptionally favorable location of our mill.

Osota

Mainspring

Doughboy

Brands

We have all the advantages of either ex-lake or milling-in-transit rates.

Another advantage is our nearness to the important consuming markets, and
 consequent efficient service to both the baking and jobbing trades.

The Mennel Milling Co. TOLEDO, OHIO

Essmüller
 Peerless

Ground Cut Roll Finish

For Complete Information Write

ESSMUELLER MILL FURNISHING CO., St. Louis, Mo.

Reduces Stock Easier

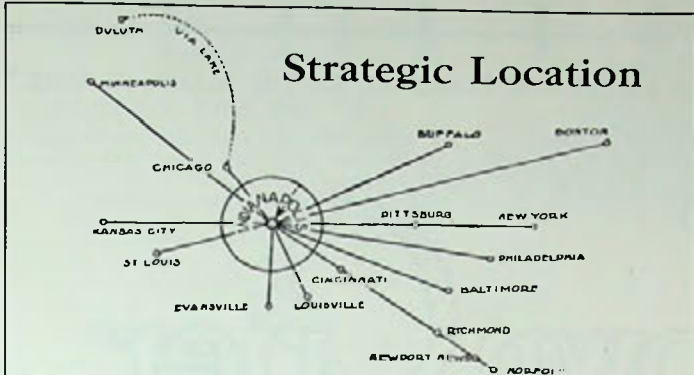
—10 to 15 Degrees Cooler

—Using Less Power

—20 to 25%

More Grinding Capacity

—Facts!



Strategic Location

One of many reasons why your interest can be served better by us.
ACME-EVANS COMPANY, Indianapolis

100 Years of Progressive Milling

BULLETIN OF NEW ADVERTISERS

The Northwestern Miller, presenting to the trade herewith its new advertisers, commends them to the reader in the belief that they are worthy of confidence. Knowingly, The Northwestern Miller will not advertise any save reliable and trustworthy concerns. The appearance of an advertisement in the columns of this journal, therefore, is an indication of the financial and moral responsibility of the advertiser. If evidence proving the contrary is submitted to The Northwestern Miller, the advertiser will not be permitted to renew his contract, and the advertisement will be discontinued as soon as possible.

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

H. S. Pearlstone, Flour Broker, New York, N. Y. 66
 J. J. Shevelove, Flour Broker, Newark, N. J. . . . 67

You Can't Afford to Take a Chance!

Extraordinarily good flours are selling lower now than "price" flours have sold in recent years—a wonderful opportunity is offered to you now to build your business with better flours at extremely reasonable prices.

Let us quote you on better flours for your every need!

Lawrenceburg Roller Mills Co.

Daily Capacity 2,500 barrels LAWRENSBURG, IND. Elevator Capacity 750,000 bushels

FLOUR ANALYSES

40 Years of Service. Practical, reliable reports that show you the exact characteristics of flours and comparison with standard type averages. Know all the qualities of your flours. You can't afford to be without the HOWARD TESTS. HOWARD REPORTS are always unbiased and easily understood. Write for price list of tests. Consultation on mill, bakery and related problems, laboratory control methods, etc.



The Howard Wheat & Flour Testing Laboratory

Drawer 1, Commerce Station MINNEAPOLIS, MINNESOTA

Lyon & Greenleaf Co.
 MILLERS OF
 High Grade Soft Winter Wheat Flour
 LIGONIER, IND.
 WAUSEON, OHIO NORFOLK, VA.

MILL-O-CIDE
 Positive eradication of flour moths, weevils and all other insect pests
 SAFE AND EASY TO USE
 MIDLAND CHEMICAL LABORATORIES, Inc.
 Dubuque, Iowa, U.S.A.

Evans Milling Co.
 INDIANAPOLIS, IND., U.S.A.
 Manufacture Kilm-Dried
 WHITE CORN PRODUCTS
 Capacity, 5,000 Bushels

PAUL, PAUL & MOORE
 PATENT ATTORNEYS and SOLICITORS
 Patents Prosecuted and Trade-Marks Registered in All Countries
 854 Security Building MINNEAPOLIS



J. ALLEN SMITH & COMPANY, Inc.
 KNOXVILLE : TENN.

MILLERS OF
 Soft Wheat Flour
 Hard Wheat Flour (for Bakers)
 White Corn Meal

Domestic and Export Ask for Prices

Mixed Cars
 of Spring and Winter Wheat Flour and Feed
MAYFLOWER MILLS
 FT. WAYNE, IND.

Mason, Fenwick & Lawrence
 Patent and Trade-Mark Lawyers.
 Practice before the United States Courts.
 Complete Files of Registered Flour Brands.
 Established 1861 Trade-Marks Registered
 600 F St. N. W. WASHINGTON, D. C.

Garland Milling Co.
 Pure Soft Winter Wheat Flour
 GREENSBURG, IND.

BLISH MILLING CO.
 Fancy Soft Wheat Flours
 SEYMOUR, IND.

Riverside Code

FIVE LETTER REVISION
 Issued in 1923

Per Copy, \$12.50

Discount for quantities

For sale by all its branches and by

THE NORTHWESTERN MILLER, Minneapolis, Minn., U. S. A.

You Be the Judge!



Let your baker try KISMET FLOUR for Crackers. When he brings you the result, you be the judge. One test will show you why leading cracker-bakers use it—why you, too, should choose it.

More facts, if you want them.

NOBLESVILLE MILLING COMPANY
 NOBLESVILLE, INDIANA

Elevator Capacity, 750,000 Bushels

Mill Capacity, 1,200 Barrels Daily

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

Town Crier

FLOUR

The jobber who
 Seizes the opportunity of
 Present low prices
 To build distribution on
 A premier quality flour
 Such as TOWN CRIER FLOUR
 Will have a good will asset
 He never thought possible
 When prices and
 Trade trends
 Return to normal.
 Now is the time to start
 TOWN CRIER FLOUR
 In your quality trade.



*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

EDITORIAL

FACING THE FACTS

IN the brief interval since the 1921 period of business depression and corrective decline in commodity prices, the flour milling industry has passed through a series of changes unprecedented in its entire history. Millers, necessarily more concerned with adjusting themselves to effects rather than with the study of causes, scarcely have appreciated the fundamental and widespread character of these changes in an industry which, for a period of nearly half a century, had developed along well-established lines.

Keeping in mind that milling at the beginning of this period was greatly overextended as a result of wartime profits and somewhat staggered by the blow of the 1921 liquidation period, the following changes, some of them completed and some still under way, have occurred:

(1) Continued decline in per capita flour consumption, denying to milling any opportunity for wholesome growth with normal increase of population.

(2) Progressive increase in the use of commercially baked bread with corresponding decline in home use of flour.

(3) Growth in size of baking units and combinations of these units into great corporations with augmented buying power.

(4) Continued increase in distribution of family flour through corporate and voluntary chains with increased buying power, and corresponding decline in number of independent distributors and in volume of flour handled by them.

(5) Further growth of the practice of buying flour for delivery over periods up to a full year, with resulting complications of carrying charges, hedging and by-products price variations.

(6) Tendency of domestic wheat prices to advance above a world level with resulting contraction in export outlet, culminating in present situation of pegged prices for cash and near delivery wheat at approximately twenty cents per bushel above world price.

(7) Changes within the industry itself, chiefly resulting from efforts to meet these conditions by a policy of expediency and opportunism and increasing dependence upon ingenuity in anticipating changes in wheat premiums and by-products prices and, above all else, in seeking volume, with little regard for price, as a means to reduce unit costs.

(8) In the past two or three years the effects of these changes have been additionally emphasized by a prolonged period of generally declining prices in combination with abnormal carrying charges on wheat as the result of accumulation of a burdensome surplus. Millers being traditionally and temperamentally bullish and normal hedging methods tending to put them on the long side of the market, an overwhelming majority of them have suffered heavy losses as a result of this decline. Others have undoubtedly suffered even more seriously by maintaining an open long position on wheat as a result of too great confidence in the government's valorization program.

Proceeding from these general causes to the present situation, we find these conditions:

(1) The price of wheat stabilized for an indefinite period, the length of the period known only to government officials, but with every present indication that no wheat can be carried over by the exercise of ordinary hedging methods into the new crop year.

(2) Restriction of normal export outlet by the artificial maintenance of a wheat price substantially above world level, with resulting back pressure on milling and promise of correspondingly increased "price salesmanship" in domestic trade.

(3) Added buying pressure exercised by bakery buyers as outgrowth of relative depression in that industry.

(4) Pronounced, if temporary, trend toward use of poorer grades of "cheap" flour in domestic trade, especially in the South.

(5) Lack of prospect of improvement in by-products returns because of probability of continued heavy millfeed imports so long as our wheat price is stabilized above world basis.

(6) A marked trend among millers to weaken the sales efforts upon which the success of their enterprises was securely founded and to substitute a price policy with a "full time" objective, thus not only weakening their own position but tending to destroy both the usefulness and the morale of



distributors, who are so necessary to the well being of milling.

(7) Finally, and as the result of all these movements, both historical and continuing, an almost complete absence of any possibility of any invisible, incidental or contingent profits arising from trading ingenuity or "getting the breaks" in changes in premiums, by-products advances and other factors upon which millers have in steadily increasing degree come to depend for a substantial part of their earnings. Differently stated this means that *no profit is to be gained from any flour sale that is not visibly and assuredly present in the price at the time the sale is made.*

These fifteen "points," historical, current and continuing, part of them elements over which millers have no control and part due wholly to their own actions, make a somewhat gloomy picture of the industry. It seems, indeed, to be caught in a mesh of circumstance from which there is no readily discernible exit.

But the situation is by no means so hopeless. All through this period of change, millers have, through the Millers' National Federation and their sectional and local organizations, discussed these new conditions, resolutely about them and, in a number of instances, taken constructive action. While several programs, such as the adoption of a code of ethics, the holding of a trade practice conference, group and sectional meetings and other associational activities, have failed of their full objective, they undoubtedly have served the industry well in maintaining itself in a state of comparative prosperity in the face of new and trying conditions.

The difficulty with most of these activities has been that their objective was to do something FOR millers, to create some condition which would make money for millers, while the rank and file continued to employ traditional methods, reserving their doubts as to when the expected blessings would begin to shower down from above. Furthermore, all of the efforts were directed toward bringing about the correction of trade abuses while almost nothing was done to correct the **FUNDAMENTAL ABUSE** which was, and is, **THAT FLOUR IS SOLD AT TOO LOW A PRICE.**

Every miller, particularly the larger ones of the Northwest and the Southwest, where conditions affecting the whole industry are made or unmade, knows that a large quantity of flour is sold, based on the actual value of wheat at time of shipment of the flour, at cost or less. They know that, through all of the long period of relatively high carrying charges for wheat, they have given a large part of their storage earnings to their flour customers. They know that they have depended for a large part of their earnings upon contingent profits rather than upon sound manufacturing and merchandising margins. They know that many mills owe their present strong positions as much to trading ingenuity as to operating profits and that most millers who have fallen by the wayside are victims of speculative "breaks" rather than of lack of ability as manufacturers and merchants.

In the fact that they know these things rests the hope—to be regarded as a certainty save in the matter of time—that milling will

fully regain its former position. This recovery will not, however, be the result of action from the top down, but rather of changes in methods and policies working from the bottom up. Already, there are many important units of the industry which have, of their own decision, abandoned trying to make all of the money in the world by the process of trying to make all of its flour. They have, by their own wills, adjusted themselves to the new conditions. They sell flour when they can sell it at a known profit based on their budgeted and known costs. Otherwise they do not sell it.

Is all of this theoretical? There is ample evidence that it is not. All about the country are successful and profitable milling enterprises, operated in every case by men who have not permitted conditions to run their businesses. They have, of course, not been able to separate themselves wholly from general trends, but they have definitely refused to let trends break down their morale, weaken their selling activities, make them a part of a general movement in a direction contrary to proved and sound methods.

Just now there is an opportunity for milling to profit out of its misfortunes. The Federal Farm Board has "stabilized" the price of wheat, thereby definitely reducing the hazards of mill operation and placing the purchase of wheat and the sale of flour upon a merchandising basis. No profit can possibly be made from operating a mill save by the sale of flour at a known conversion over definitely known costs and by-products returns.

Furthermore, sales of flour so far on this crop year have been substantially subnormal. More flour remains to be sold before next July 1 than in any recent year. There can be, if we accept at face value the pledge of those in high government authority, no decline in wheat before May. Storage earnings on wheat are, so far as wheat now in store can be used for milling requirements, secure to next major delivery time. The backwash from reduced exports can be avoided since it is known and recognized. Production **MUST** be adjusted to it.

What remains? The adoption by every miller in the country of a definite policy of abandoning all expectation of contingent profits for the rest of this year and of recognizing for himself and as applicable to his own enterprise the absolute necessity of selling his product, not some part of it but every barrel and sack of it, at a profit on each particular unit of sale. There is a relatively unsupplied market, a stable basis of price, a subnormal exposure to market hazards,—nothing, indeed, to interfere with the conduct of each individual business as profitable businesses have been conducted since the first trade was made in the world.

Millers can do this or they can continue blindly to seek the end of the rainbow in the maze of large volume at an unknown return, depending upon some fortunate break or some deal with the government authority to lead them to the pot of gold. There is no pot of gold to be found and no bluebird of milling happiness to be captured by any course other than that of sound accounting, intelligent salesmanship and the determination to apply these toward making a profit. **NOTHING ELSE WILL SERVE, AND IF MILLERS USE THE PRESENT OPPORTUNITY FOR THEIR OWN PURPOSES, THE DIFFICULTIES OF THE SITUATION, INCLUDING EVEN GOVERNMENT INTERFERENCE, WILL BE MORE THAN COMPENSATED BY THE CREATION OF A NEW ERA IN THE INDUSTRY.**

THE WEEK IN MILLING

Flour Market Lacks Buying Incentive

WITH the price of wheat stabilized for the present, but uncertain for the future, flour buyers find little incentive for booking requirements in volume. Sales show a slight improvement since the passing of the old year and the completion of stock taking, but the average of new business in the principal milling centers is less than 30 per cent of capacity. The influences of other recent weeks continue to prevail. The widely advertised general business depression causes the trade to keep inventories as low as possible, with replacements made only as needed. The functioning of the Grain Stabilization Corporation in the wheat market makes prices a known factor until the May option matures, but uncertainty as to what the government agency will do after that time is making both millers and flour buyers cautious about entering into contracts for delivery in the late spring or early summer. General opinion is that the farm board will possess the bulk of the surplus wheat by the end of May, and that developments thereafter are problematical. If the present condition of the wheat crop in the Southwest is maintained, flour buyers feel that they have much to gain and little to lose by their waiting tactics.

Export.—Foreign demand for flour is extremely limited, with Europe, Latin America and the Orient all showing disinterest for the time being. A little scattered business is being done, but the aggregate is small. A surprising feature is that occasional small sales are being made to European markets, inasmuch as wheat prices in the United States are so far out of line with world levels. Export sales of Canadian mills also are light, being affected by competition of European mills grinding cheap Russian wheat.

Clears.—Demand for clear flour is considerably improved in the Southwest, and some good sales have been made out of that territory recently. This has given a somewhat stronger undertone to the market, although spring wheat clears still are in light request.

Prices.—With wheat prices marking time at the levels named by the Federal Farm Board, there is little reason for altering flour quotations. Millfeed values have advanced slightly from the low point reached just prior to the advent of 1931, thus preventing any rise in flour.

Production.—Output of flour mills in the three largest producing

Index of Millfeed Production

The following table shows the computed production of millfeeds for the current and prior two weeks, together with season totals of (1) all mills of Nebraska, Kansas and Oklahoma and the cities of Kansas City and St. Joseph; (2) all mills of Minnesota, North and South Dakota and Montana, including Minneapolis, St. Paul and Duluth-Superior; (3) mills of Buffalo, N. Y.

WEEKLY PRODUCTION (IN TONS)				
	Southwest	Northwest	Buffalo	Combined
Dec. 28-Jan. 3	20,017	12,606	7,888	40,511
Previous week	18,837	11,584	6,904	37,385
Two weeks ago	21,755	15,180	8,657	45,592
1929-30	22,365	14,470	7,778	44,613
1928-29	22,863	12,606	6,396	41,267
1927-28	19,929	18,477	7,722	46,128
1926-27	21,173	18,305	7,477	46,955
Five-year average	21,287	15,173	7,452	43,912

PRODUCTION JULY 1 TO DATE				
	Southwest	Northwest	Buffalo	Combined
1930-31	632,233	491,160	234,206	1,357,599
1929-30	627,869	510,529	265,343	1,343,741
1928-29	603,172	548,107	198,130	1,407,409
1927-28	621,031	552,967	211,949	1,385,947
1926-27	707,251	523,125	203,931	1,434,317
Five-year average	650,311	524,778	210,712	1,385,801

Note: The foregoing figures of total millfeed production are computed from operation reports made to The Northwestern Miller by more than three-fourths of the flour milling capacity of the territories included.

territories in the United States showed a gain in the week ending Jan. 3, despite the fact that virtually all plants were idle on Jan. 1. The Northwest and the Southwest each made about 28,000 bbls more than in the preceding week, and Buffalo gained 25,000 bbls. Chicago and the Pacific Coast each showed a gain of 3,000 bbls, but the central and southern group lost 9,000 bbls. Total production of United States mills reporting to The Northwestern Miller for the week ending Jan. 3 was 1,265,213 bbls, compared with 1,185,832 in the preceding week, 1,361,485 in the corresponding week of 1930, and 1,303,576 two years ago.

European Markets by Cable

London, Eng., Jan. 6.—(Special Cable)—Demand for Canadian flour is very slow in all markets. There is a fair trade in Australian flour at London. Today's quotations: Canadian top patents 21s per 280 lbs (\$3.56 bbl), Canadian export patents 19s (\$3.23 bbl), Kansas export patents 23s 6d (\$3.99 bbl), Buffalo patents 20s (\$3.40 bbl), Australian patents 18s (\$3.06 bbl), home milled 19s, ex-mill (\$3.23 bbl).

Amsterdam.—Flour business is at a standstill, awaiting the fate of the compulsory milling bill in the upper house.

Hamburg.—Sales of imported flour are very small at Hamburg and in Czechoslovakia, owing to government restrictions. Today's quotations: Canadian top patents \$4.30 per 100 kilos (\$3.80 bbl), Canadian export patents \$4.10 (\$3.62 bbl), Kansas patents \$5 (\$4.43 bbl).

Copenhagen.—Limited demand prevails for imported flour owing to the holiday season and to the low prices. Today's quotations: Canadian top patents \$4.50@4.65 per 100 kilos (\$3.98@4.10 bbl), Canadian export patents \$4.20@4.40 (\$3.71@3.89 bbl), southwestern patents \$5@5.40 (\$4.43@4.79 bbl), home milled, delivered, \$4.25@4.55 (\$3.74@3.91 bbl).

Wheat.—There is a better feeling in the London wheat market, but demand continues slow.

Millfeed.—Active demand for millfeed is in evidence, and prices are strong. Coarse bran is quoted at £6 ton.

Flour Production and Percentage of Mill Activity

The first column of the table below shows actual flour production in barrels of mills at principal centers, together with production of a group of representative mills in each section, for the week indicated. In the second column actual production is interpreted in form of percentage of maximum production, based on full operating schedule of 24 hours daily six days per week:

NORTHWEST—					NORTHWEST—				
	Jan. 3	Dec. 27	Jan. 6	1929		Jan. 3	Dec. 27	Jan. 4	Jan 5
Minneapolis	167,352	138,657	181,350	105,235	Minneapolis	31	34	45	40
Duluth-Superior	11,620	8,045	8,390	19,135	Duluth-Superior	31	22	22	62
Outside mills*	149,492	153,667	170,657	178,568	Outside mills*	34	35	39	41
Totals	328,464	300,369	360,397	302,930	Average	37	34	41	31

SOUTHWEST—					SOUTHWEST—				
	Jan. 3	Dec. 27	Jan. 6	1929		Jan. 3	Dec. 27	Jan. 4	Jan 5
Kansas City	137,631	124,890	137,853	139,032	Kansas City	73	66	73	70
Atchison	28,516	26,299	28,831	30,978	Atchison	91	81	92	100
Wichita	23,713	23,907	41,190	35,936	Wichita	38	38	66	57
Salina	36,939	32,306	33,091	39,914	Salina	75	69	69	85
St. Joseph	6,900	4,453	44,386	38,125	St. Joseph	13	9	93	80
Omaha	17,961	22,731	21,017	25,623	Omaha	66	66	77	83
Outside millst	188,485	174,880	186,348	194,911	Outside millst	68	54	57	62
Totals	438,239	409,066	492,816	501,573	Average	60	56	67	69

CENTRAL AND SOUTHERN—					CENTRAL AND SOUTHERN—				
	Jan. 3	Dec. 27	Jan. 6	1929		Jan. 3	Dec. 27	Jan. 4	Jan 5
St. Louis	28,900	33,600	30,800	34,286	St. Louis	42	48	58	56
Outside†	25,400	27,700	43,800	39,770	Outside†	40	43	68	45
Central States‡	81,250	77,121	63,812	70,989	Central States‡	60	61	55	54
Southeast	56,931	63,247	16,960	48,825	Southeast	53	58	41	42
Totals	192,481	201,668	185,372	193,880	Average	52	55	48	49

PACIFIC COAST—					PACIFIC COAST—				
	Jan. 3	Dec. 27	Jan. 6	1929		Jan. 3	Dec. 27	Jan. 4	Jan 5
Portland	23,332	20,036	25,221	28,111	Portland	63	54	68	76
Seattle	12,237	15,725	18,800	36,350	Seattle	26	33	40	78
Tacoma	32,229	29,183	36,617	34,674	Tacoma	56	51	64	61
Totals	67,798	64,944	80,638	99,135	Average	48	46	57	70

BUFFALO AND CHICAGO					BUFFALO AND CHICAGO				
	Jan. 3	Dec. 27	Jan. 6	1929		Jan. 3	Dec. 27	Jan. 4	Jan 5
Buffalo	210,343	185,781	207,457	170,572	Buffalo	72	64	75	67
Chicago	27,888	24,004	31,805	35,463	Chicago	70	60	57	59

*Minnesota, Dakota, Iowa and Montana mills outside of Minneapolis and Duluth-Superior. †Southwestern 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, Jan. 6. (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	Roston	Columbus	Nashville
Spring first patent	\$4.45@4.85	\$5.20@5.55	\$4.00@4.35	\$4.40@4.75	\$5.90@6.10	\$4.85@5.15	\$3.85@5.10	\$4.75@5.10	\$5.00@5.25	\$5.00@5.25	\$5.25@5.75
Spring standard patent	4.25@4.65	4.80@5.05	3.40@3.75	4.20@4.55	4.75@4.85	4.15@4.85	4.35@4.60	4.40@4.75	4.65@4.75	4.75@5.00	5.00@5.25
Spring first clear	3.70@4.10	3.70@3.90	3.40@3.50	3.40@3.50	4.25@4.35	4.25@4.45	4.00@4.35	4.10@4.35	4.40@4.75	4.40@4.75	4.75@5.00
Hard winter short patent	4.25@4.60	4.25@4.60	4.00@4.35	4.00@4.35	4.00@4.35	4.00@4.35	4.00@4.35	4.00@4.35	4.00@4.35	4.00@4.35	4.00@4.35
Hard winter 95 per cent patent	4.00@4.35	4.00@4.35	4.00@4.35	4.00@4.35	4.00@4.35	4.00@4.35	4.00@4.35	4.00@4.35	4.00@4.35	4.00@4.35	4.00@4.35
Hard winter first clear	3.60@3.75	3.60@3.75	3.60@3.75	3.60@3.75	3.60@3.75	3.60@3.75	3.60@3.75	3.60@3.75	3.60@3.75	3.60@3.75	3.60@3.75
Soft winter short patent	4.45@4.70	4.45@4.70	4.45@4.70	4.45@4.70	4.45@4.70	4.45@4.70	4.45@4.70	4.45@4.70	4.45@4.70	4.45@4.70	4.45@4.70
Soft winter straight	3.90@4.15	3.90@4.15	3.90@4.15	3.90@4.15	3.90@4.15	3.90@4.15	3.90@4.15	3.90@4.15	3.90@4.15	3.90@4.15	3.90@4.15
Soft winter first clear	3.50@3.70	3.50@3.70	3.50@3.70	3.50@3.70	3.50@3.70	3.50@3.70	3.50@3.70	3.50@3.70	3.50@3.70	3.50@3.70	3.50@3.70
Rye flour, white	3.40@3.70	3.25@3.40	3.25@3.40	3.25@3.40	3.25@3.40	3.25@3.40	3.25@3.40	3.25@3.40	3.25@3.40	3.25@3.40	3.25@3.40
Rye flour, dark	2.90@3.10	2.85@3.00	2.85@3.00	2.85@3.00	2.85@3.00	2.85@3.00	2.85@3.00	2.85@3.00	2.85@3.00	2.85@3.00	2.85@3.00

Seattle (49#)		San Francisco		Standard patent—Seattle		San Francisco	
Family patent	\$5.00@5.50	\$4.00@4.50	\$4.00@4.50	\$4.00@4.50	\$4.00@4.50	\$4.00@4.50	\$4.00@4.50
Straight	3.80@3.40	3.80@3.40	3.80@3.40	3.80@3.40	3.80@3.40	3.80@3.40	3.80@3.40
Cut-off	3.30@3.70	3.30@3.70	3.30@3.70	3.30@3.70	3.30@3.70	3.30@3.70	3.30@3.70

Toronto **Winnipeg		Toronto **Winnipeg	
Spring top patent†	\$5.20@5.45	Spring top patent†	\$5.20@5.45
Spring second patent†	4.60@4.35	Spring second patent†	4.60@4.35
Spring first clear†	3.60@3.35	Spring first clear†	3.60@3.35

*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.

EMBARGO ON GRAIN AND FEED PROPOSED

Bill Introduced in House Would Prohibit Imports of All Grain and Grain Products—Support Uncertain

WASHINGTON, D. C.—An embargo on imports of wheat, feed grains and feed products, butter and butter substitutes is proposed in a bill introduced in the House by Representative Olger B. Burtness, of North Dakota. The bill met with considerable favorable comment from other grain state representatives, but this does not mean that the bill will be passed this session.

The measure was referred to the House committee on ways and means, which has a reputation as being rather "hard boiled." Representative Burtness said that while he had talked with several members of the committee and felt that they were not hostile to the intent of his measure, he had no positive assurance that the committee would grant him a hearing.

Both Hope and Burtness point out that the tariff rate of 10 per cent ad valorem on feeds is too low, even for normal conditions. In the present situation importations of feed grains and products have showed a substantial increase. It might be as much as a year before the rate could be raised if the tariff commission were called upon to handle the matter.

Mr. Burtness points out that "potential competition is just as dangerous as actual competition," and he points to the recent drop in New York butter prices as an example of this. The price broke, he says, in order to prevent importations of butter.

On the Senate side, most of the so-called "farm bloc" favor embargo action for the grain situation. But in both the House and the Senate, there is opposition made up of one group which believes that the matter should be handled by the tariff commission and the procedure of the tariff law followed, and the industrial group which is not so keen for any program that is likely to enhance agricultural prices.

CONTROL OF WARD BAKING CLAIMED BY MORROW GROUP

New York, N. Y.—The committee which is seeking to oust the present management of the Ward Baking Corporation, and place its direction in the hands of George K. Morrow, chairman of the Gold Dust Corporation, and his associates, states that it now has proxies from 51 per cent of the stockholders of the corporation, and will call a special meeting in a few days to vote formally upon the transfer. This committee is composed of Edgar Palmer, Charles Hayden and Thomas H. McInerney. Two directors of the company, C. W. Comstock and E. W. Gwinner, who had formerly supported the present management, announced they had turned over their proxies to the Morrow group.

Mismanagement and illegal use of about \$3,335,000 of the capital funds of the Ward Baking Corporation by pres-

HEAVY RAINS DAMAGE ARGENTINE WHEAT (By Special Cable to The Northwestern Miller)

Buenos Aires, Argentina, Jan. 6.

WIDESPREAD rains continue in Argentina. Precipitation is very heavy in some parts. Harvesting is being delayed, and some damage has been done to the quality of the wheat. Exporters have reduced specific weight to fair average quality basis. The reduction works out at about 1 lb. bu. A late forecast is for unsettled weather, with possible further precipitation.

ent officials is charged in a suit filed by Maurice B. Meady, son-in-law of Robert Ward, founder of the company, and by other stockholders. The complaint, served on Ralph Kent, president of the Ward company, alleges that company officials used capital funds to purchase Ward stock in an effort to maintain fictitious prices so that "stockholders might be lulled into a false sense of security."

The complaint seeks to enjoin officers and directors from further purchases of the corporation's stock with its own funds, to force them to restore money used in connection with the purchase of the preferred stock, and to remove from office Ralph S. Kent, president, and William C. Evans, chairman of the board.

ROUMANIA EXCITED BY CZECH RULE

LONDON, ENG.—As a result of the introduction of compulsory milling regula-

tion by Czechoslovakia, whereby mills may not include more than 25 per cent of foreign wheat in their grist, a kind of panic has been created in Roumanian grain circles, as the export of wheat to Czechoslovakia is now practically impossible.

ROYAL MILLING CO. BUYS FORD FLOUR CO; TO MERGE

NASHVILLE, TENN.—The purchase of the Ford Flour Co. by the Royal Milling Co. is announced here. The two concerns, it is expected, will later be consolidated. The Ford Flour Co. has been in the past a large blender of self-rising flours and was a pioneer in that field. John McGraw and E. A. Glennon operate the Royal Milling Co., while H. O. Blackwood has headed the Ford Flour Co.

Baking Stocks Strong

THE opening of a new year brought with it a good demand for stocks, and the market moved steadily upward, the recovery being sharper than any witnessed for several months. There were no sensational gains among the food stocks, but practically every issue made a net advance during the week. Shares of the Continental Baking Co. were among the leaders in the upward movement, the preferred stock gaining 6 1/4 points, and others making substantial advances. All baking stocks were strong, with the exception of the Ward Baking. There is a fight on to oust the present heads of the Ward company, whom it is charged used company funds to keep its stock prices up. Other important gainers were General Baking preferred, Loose-Wiles, National Biscuit, and United Biscuit.

The highest and lowest prices for food stocks listed on the New York Stock Exchange registered in 1931 and the close on Jan. 6, 1931, and Dec. 30 and 23, 1930, are here shown (quotations by courtesy of Chan. E. Lewis & Co., Minneapolis):

1931		Dividend in dollars		Close	
High	Low			Jan. 6	Dec. 23
...	...	.60	Allied Mills, Inc.	4 1/2	4 1/2
...	...	*2.00	American Stores Co.	37	37
...	...	...	Continental Baking A.	2 1/2	19 1/2
22	2 1/4	...	do B.	3	2 1/2
3 1/4	6 3/4	8.00	do pfd.	70	63 1/2
70	7 3/4	*3.00	♦♦Corn Products	80 1/2	77
80 1/2	7 3/4	...	**General Baking ....	...	1 1/2
1 1/2	...	3.00	do pfd.	30	23 1/2
30 3/4	27 1/2	3.00	General Foods	50	48 1/2
50	47 1/2	3.00	General Mills, Inc.	47 1/2	45 1/2
47 1/2	45 1/2	*2.50	do pfd.	97	97 1/2
97	97	6.00	†Globe Grain & Milling Co.	20 1/2	20 1/2
20 1/2	20 1/2	2.00	Gold Dust Corporation	33 1/2	31 1/2
31	31 1/2	2.50	Kroger Grocery & Baking	20	17 1/2
20 1/2	18	*1.00	Langendorf U. Bak. Inc. A.	16	15
16	16	2.00	do B. ....	...	...
16	7	...	Loose-Wiles	50	43 1/2
50	43 1/2	*2.00	do pfd. ....	...	...
12 1/2	11 1/2	7.00	National Biscuit Co.	81 1/2	77 1/2
81 1/2	7 1/2	2.80	National Tea Co.	15 1/2	13 1/2
15 1/2	15 1/2	2.00	Park & Tilford	6 1/2	6 1/2
6 1/2	6 1/2	*3.00	Pillsbury Flour Mills	26 1/2	25 1/2
26 1/2	26 1/2	12.00	Procter & Gamble	65 1/2	62 1/2
65 1/2	63	4.00	Purity Bakeries	43	39 1/2
44	38	4.00	††Quaker Oats ....	...	...
44	...	4.00	Safeway Stores	43 1/2	39
43 1/2	40	5.00	Standard Brands, Inc.	17 1/2	16 1/2
17 1/2	16 1/2	1.50	United Biscuit of America	37	32 1/2
38	33 1/2	1.50	Ward Baking A.	13 1/2	13 1/2
15 1/2	13 1/2	...	do B.	4 1/2	4 1/2
4 1/2	3 1/2	...	do pfd. ....	...	...
45 1/2	43	7.00		45	45

*Includes extra cash dividend. **New York curb. †San Francisco Stock Exchange. †San Francisco curb. †Chicago Board of Trade. ††Chicago Stock Exchange. †And extras. †Listed on both New York Stock Exchange and Chicago Board of Trade.

R. HENKEL, COMMERCIAL MILL PRESIDENT, DEAD

Michigan Miller Succumbs at Winter Home in Florida—Entered Father's Employment at Age of 17

TOLEDO, OHIO.—Robert Henkel, president of the Commercial Milling Co., Detroit, Mich., died recently at his winter home in Miami, Fla. Funeral service was held in that city, where he had been spending his winters for many years.

Mr. Henkel was born in 1860, the son of Peter Henkel, of the flour milling firm of Henkel & Voorhees, which later became the Commercial Milling Co. After a course in Patterson's private school, the young Mr. Henkel became bookkeeper for his father's firm at the age of 17. In 1890, he was made secretary of the company, and five years later he became its president. He was a director of the First National Bank in Detroit and of the Detroit Savings Bank. He had served as director, president and chairman of the board of the Michigan Millers' Mutual Fire Insurance Co. During the war, Mr. Henkel assisted Herbert Hoover, food administrator, having charge of the flour mills in the Michigan district.

Mr. Henkel was a member of Kilwinning Lodge of Masons, the D. A. C., Pontchartrain, Old Club of St. Clair Flats, Detroit Yacht Club and Detroit Boat Club. Boating, music and astronomy were his hobbies, and he was a member of the Southern Cross Astronomical Society of Miami.

Mr. Henkel is survived by two sons, Robert and Frederick, the latter being vice president of the Commercial company, and a daughter, Mrs. Gerard Pitt.

NEW RULINGS GIVEN BY WESTERN CARRIERS

Only Products Made Directly from Grain Can Move on Transit Billing and Proportional Rates

Carriers this week published proposed regulations under the Interstate Commerce Commission decision in the western grain rate case, to become effective April 1. No opportunity was given shippers for oral hearings before the new regulations were published, it was announced, due to lack of time.

Probably the chief change, as it affects flour millers, is the ruling that shipments not the direct product of grain will move under class rates, and that transit and proportional billing will not apply to them. Such items as pancake flour, self-rising flour or other products which are not wholly the product of grain formerly were allowed to take the same railroad rates as flour.

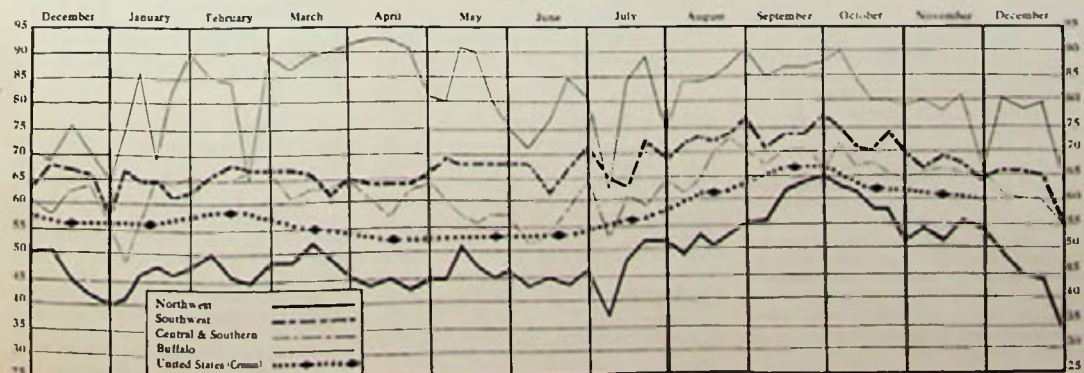
Mixed feed manufacturers are also affected adversely by the new rulings, inasmuch as many of their products contain molasses, meat scraps, fish meal or other such ingredients. These now move under proportional rates, with transit billing applicable, but will be required to take flat rates when the new regulations go into effect. An example of the result of this is the case of a mixed feed containing molasses and other ingredients not the product of grain moving from Minneapolis to Chicago. The old rate would be 11 1/2¢ per 100 lbs, but the new rate would be 22¢. The effect would be to curtail sharply the area a feed manufacturer could reach with his brands.

Protests are expected to be filed by various industries which will be hurt by the new rates.

NEBRASKA MOISTURE SUFFICIENT

OMAHA, NEB.—The moisture supply is generally sufficient throughout Nebraska, and winter wheat is in good condition. Corn husking is further along than at this time last year or in 1928. The work is nearly completed in all districts, with the exception of western and southwestern Nebraska, where husking has been delayed by rain and snow. About 86 per cent of the corn is cribbed, as compared to 65 per cent last year and 77 per cent in 1928.

Percentage of Flour Milling Capacity in Operation



NO PRICE FIXING FOR CANADIAN WHEAT CROP

Premier Bennett Declares Action Unwise—Credit Assistance to Farmers Promised in Speech at Regina

WINNIPEG, MAN.—Arranging of credits to prevent forced selling of the 1930 crops; creation of a private corporation to lend money to farmers to assist them in getting into mixed farming; assistance to western provincial governments in providing free food, clothing and seed grain to needy farmers; no attempt to fix the price of wheat; efforts to explore and extend markets for Canadian wheat; arrangements whereby France will definitely purchase 7,500,000 to 8,000,000 bus of Canadian wheat, and may take total of 20,000,000 bus during current season; negotiations in progress with China through Canadian minister to Japan to arrange necessary credit facilities in China to enable that country to buy large quantities of Canadian wheat.

These are the highlights of the eagerly awaited speech of the Canadian prime minister, the Hon. R. B. Bennett, delivered before an audience of 8,000 people in Regina, Sask., Dec. 30, and broadcast in a Dominion-wide hook-up.

In dealing with the question of price fixing, the premier spoke as follows: "The government of the country acting as trustee for all the people in the face of an admitted national emergency, has taken steps through the extension of credit facilities and by other means to prevent the forced and precipitate liquidation of the 1930 wheat crop. We have not fixed a price for wheat—the jurisdiction to fix such prices in peace time lies with the provinces, but apart from the legal difficulties, it is clear that we cannot hope to absorb our surplus wheat by domestic consumption, either for food or otherwise, as is the case in the United States. To fix a price in excess of the world's price as determined by supply and demand would be unwise.

"Nor must it be forgotten that a special obligation rests upon the federal government in view of the fact that within a few years nearly \$1,000,000,000 of our funded debt will become due, to take every reasonable precaution to protect the national credit. I do not think it is in the public interest in such an emergency to discuss the details of the arrangements we have made. We are not the only wheat sellers in the world. Competition is keen and the important thing is to give effect to the arrangements that have been made without delay or unprofitable discussion of details."

The plan to enable farmers to get into mixed farming is one that involves cooperation of banks, transportation companies, industrial concerns and insurance and mortgage companies. The corporation will have a capital of \$5,000,000 which it will use as a "revolving fund" from which money may be loaned to farmers to aid them in their operations.

Judged by comment in the leading western newspapers, the premier's relief plans proved disappointing. The secrecy with which the Ottawa authorities handled the whole matter, following the return of Premier Bennett from Europe, and the time allowed to elapse before making the government's plans known, had led the western farmer to expect big things but he found in the prime minister's speech a vagueness that left him disappointed.

DEATH OF J. R. CAREY, VETERAN ALLIED TRADESMAN

ST. LOUIS, Mo.—J. R. Carey, for 15 years with the American Bakers Machinery Co., St. Louis, died here on Dec. 22 of complications following an operation for appendicitis. He had been ill for only a few days so that his death came as a great shock to his family and the host of friends he had in the baking and allied industries.

Born in Chicago almost 50 years ago, Mr. Carey became connected with the baking industry early in his business career. In addition to individual enterprises and a connection with the American Oven & Machine Co. which lasted from 1904 to 1908, he spent the majority

of his active business life with the American Bakers Machinery Co. and it was especially during his connection with this company that he built up a friendship among bakers in all parts of the United States.

Mr. Carey is survived by his widow, a son and daughter, as well as by his mother and other close relatives. The funeral took place here on Dec. 26, interment following at Calvary Cemetery.

FARMERS' NATIONAL BECOMES MAIN BUYER IN SOUTHWEST

KANSAS CITY, Mo.—The Farmers' National Grain Corporation, operating chiefly through its subsidiary, the Hall-Baker Grain Co., of Kansas City, has become the principal active buyer of cash wheat at all points in the Southwest. While the company has been operating in a limited way right along in southwestern cash markets, it was not until early in the week of Dec. 29 that its activities were extended to the point of virtually fixing prices over the entire territory.

At Kansas City most of the available storage room which elevator operators were willing to surrender was either definitely or tentatively engaged by the farm board agency. Included in this was available storage at some of the flour mills, the latter being taken at straight public storage rates under special contracts.

At Wichita, Hutchinson and Salina, as well as at minor markets in the interior, the board agency bought and stored wheat in available local storage, the price paid being generally the Kansas City market basis of 3@4½¢ under May for Nos. 1 and 2 wheat. In Texas the price paid is 2¢ under Chicago May, approximately 8½¢, basis Galveston.

Interior millers are gratified by the apparent disposition of the farm board management to hold wheat at interior points, since, at present price levels and

in the absence of some later special arrangement, they will have to dispose of all of their wheat by the end of May, there being no hedge price available to make it possible to carry their stocks beyond that time.

NEW YORK CEREAL CHEMISTS' PLANS

NEW YORK, N. Y.—The balance of the meetings of the New York Cereal Chemists' Club this year are planned for Feb. 3, March 3, April 7, and May 12. They will be held at the Governor Clinton Hotel, beginning at 7 p.m. with an interesting program finished at 9:30. Resolutions were passed at the December meeting requesting that a charter be granted to the club as the New York section of the American Association of Cereal Chemists.

ARGENTINE WHEAT ESTIMATE 66.9 PER CENT OVER 1929

WASHINGTON, D. C.—Another boost in the estimated world total production of wheat has resulted from the first estimates for the Argentine crop for 1930-31. The first official estimate, as received by the Department of Agriculture, places the Argentine crop at 271,404,000 bus against 162,576,000 bus for 1929-30.

This is an increase of 66.9 per cent in the current year compared with last crop year, and raises the estimate of the total 1930 wheat crop in 11 countries (excluding Russia and China) to 3,619,656,000 bus. That figure represents an increase of 9 per cent over the comparable total for 1929.

The total 1930 production of wheat for the 25 European countries so far reported, excluding Russia, is 5.3 per cent below the 1929 total for those countries.

Russian production, according to the Department of Agriculture, is reported at 1,157,400,000 bus for 1930, as compared with 702,851,000 in 1929.

NEW OFFICERS FOR KANSAS CITY BOARD



Frank A. Theis



W. B. Lincoln

FRANK A. THEIS, vice president of the Simonds-Shields-Lonsdale Grain Co., has been elected president of the Kansas City Board of Trade, succeeding R. A. Jeanneret, of the Moore-Seaver Grain Co. He was unopposed for the position, following the withdrawal of Kenneth G. Irons. Mr. Theis, while one of the youngest presidents elected by the Kansas City exchange, distinguished himself as a student of marketing under the tutelage of the late Charles W. Lonsdale, with whom he had been associated for 13 years. Mr. Lonsdale, Fred C. Vincent and Mr. Theis of the same firm have filled the office of exchange president. Mr. Theis is the third father-and-son combination to head the Kansas City board. Serving two two-year terms as director, Mr. Theis then was elected sec-

ond vice president and for the past year has served as first vice president. He is a graduate of the University of Kansas law school. Mr. Theis's father, the late J. A. Theis, was president of the exchange at the time of his death in 1928.

W. B. Lincoln, of Wolcott & Lincoln, Inc., automatically advanced from second vice president to the office of first vice president. He has been in the grain business for the past 33 years and a member of the Kansas City exchange since 1907. Formerly he was associated with the Van Dusen Harrington Co. and the Armour Grain Co. With J. J. Wolcott he organized his present firm in 1925. This organization operates the Alton elevator and four country branch offices.

LEGGE PREDICTS NEED FOR SHORT SALES BAN

Chairman of Farm Board Says Futures Trading May Have to Be Replaced by "Something Else"

WASHINGTON, D. C.—Taking cognizance of a statement attributed to Peter B. Carey, a vice president of the Chicago Board of Trade, Alexander Legge, chairman of the Federal Farm Board, has redefined the board's attitude toward exchanges in general and futures trading in particular.

Mr. Carey is represented as saying that further federal restrictions on grain speculation may cause the Chicago Board of Trade to close its doors. "Few traders are doing any business," he is quoted as saying. "The government agencies are doing most of the trading. It is time we fight back at those who have tried to make the Board of Trade the goat in this farm relief business. We've gone along with the farm board; given them our support and kept still when Secretary Hyde introduced his Russian menace, and Chairman Legge, of the farm board, found so much fault with our practices. I don't think we ought to keep still any longer, nor do most of the traders."

Mr. Legge observes that closing the Board of Trade would be rather "revolutionary" in view of the fact that exchanges have been an institution in the grain market for 70 years. He says that while such action is possible, since anything is possible, it is not at all probable. He says: "I don't think it represents any considered program of the exchange."

The farm board chairman was disposed to accept the Carey comment as a "rather petulant expression" of opposition which would in no way influence the board's attitude or future actions. With some emphasis, he reiterated his statement, made several times recently, that the farm board has not suggested and does not favor closing the exchanges or even eliminating dealing in futures contracts. It does urge, he said, such legislation as will make the rules established on exchanges subject to the approval of the Secretary of Agriculture.

"There has been too much of 'heads I win, tails you lose,' in the rules," he said. "The rules are made by traders in the interest of traders. No matter how high or low the price, traders are interested only in the volume of the turnover. They should not be free to switch the rules at will."

As an example of the arbitrary changing of rules, Mr. Legge referred to the "car delivery" arrangement established, he said, last March and May without notice.

IMPOSSIBLE TO RESTRICT

Having but recently set out in detail in a letter to Senator Charles L. McNary, of Oregon, the board's views regarding the essential economic functions of the futures market, Mr. Legge did not go into that matter, except to express the belief that eventually short selling would have to be abolished. He said: "I am afraid they will have to abolish short selling eventually because regulation will never be effective. It is impossible of successful restricting."

In the event that the Board of Trade closed its doors, the action would embarrass the Stabilization Corporation no more than it would any one else, according to Mr. Legge. He expressed the belief that something else would be devised, promptly, to take its place, and futures contracts would remain valid.

LETTER TO MR. SIMPSON

Mr. Legge discussed the Carey statement only when questioned by newspaper men, and confined his remarks to answering their direct questions. To another critic of the farm board, John A. Simpson, president of the Farmers' Educational and Co-operative Union, Chairman Legge addressed the following under date of Dec. 31:

"It would be highly improper for me to enter into any discussion of what was said in an executive session of a Senate committee, but I do want to repeat most emphatically that the statements you

have been using as having been made by me at this hearing are absolutely untrue.

"Entirely aside from anything which happened at the meeting, isn't it rather absurd to accuse us of trying to depress the price of wheat at a time when the domestic markets are 25 to 35c bu, depending on where the wheat might be located, above what it would bring if exported today, the Liverpool price averaging at present approximately 20c bu under the Chicago figure for the same grade of wheat? Don't you realize that in taking this position you are aligning yourself with the interests which are so bitterly opposing all efforts to aid agriculture in an effective way?"

"So far as I know no resolution has been introduced in Congress asking for an investigation of the farm board, but have been informed that the private traders in grain and cotton have been trying to have such a resolution introduced. Do you wish to place yourself in the position of supporting their activities? So far as the board is concerned we have nothing to conceal and have always tried to furnish to the various committees of Congress such information as they have asked for. Should they wish to make a special investigation they will receive the fullest co-operation from us.

"Of course, we would be sorry to see the administration of the Agricultural Marketing Act drawn into partisan politics. This act was passed by friends of agriculture without regard to party lines. The board has taken no part in political activities of any kind. The job assigned to us is to assist the farmer in building and operating his own marketing system so that he will get the full market value for his products and to aid him in other ways to place the industry of agriculture on a permanently sound financial basis. Our work is being done the way we believe to be in the best interests of the producer, and we are going to continue straight ahead. If you doubt that real progress is being made, we invite you to call upon the farm organizations that are participating in the program laid down by Congress."

TEXAS GRAIN MAN DEAD

DALLAS, TEXAS.—Gustave E. Cranz, 50 years old, vice president and secretary of the Terminal Grain Co. of Fort Worth, died from pneumonia following an operation in Fort Worth recently. He had served as president of the Fort Worth Grain and Cotton Exchange for two years and was one of the leaders in Texas for the movement to have grain men submit their differences to an arbitration board rather than take them into the courts. He had been in the grain business for 24 years. He is survived by his widow and two sons.

BOOSTS MILLFEED FUTURES MARKET

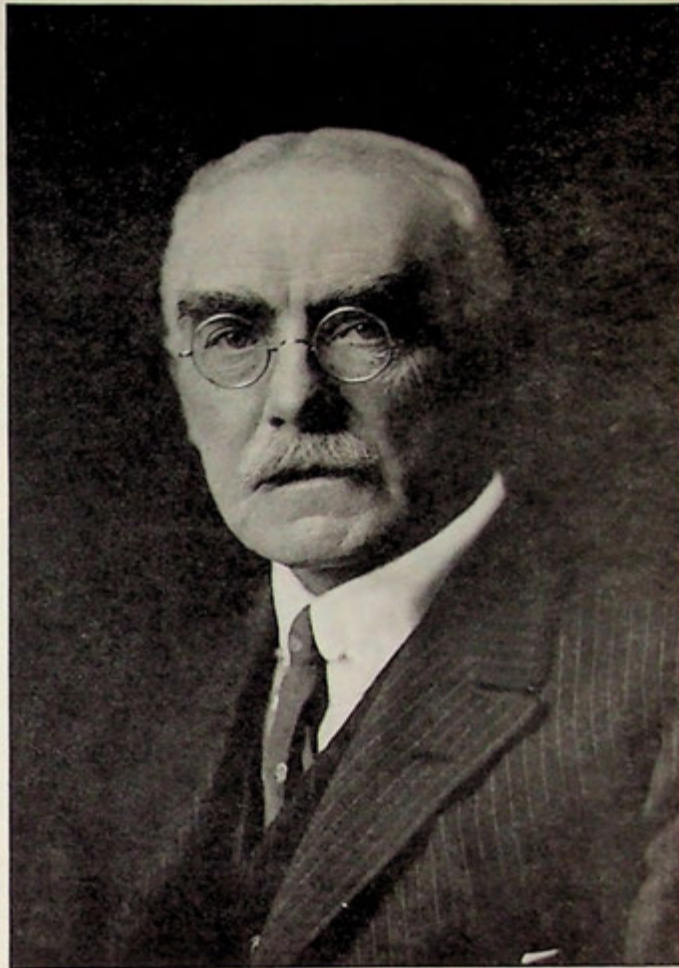
KANSAS CITY, Mo.—Albert Ripper, field representative of the J. C. Shaffer Grain Co., St. Louis, who has been traveling in the Northwest in the interest of the St. Louis millfeed futures market, is spending some time calling on millers of the Southwest on the same mission. He finds, he says, steadily increasing interest in the St. Louis enterprise and every evidence of a constantly expanding volume of business from millers.

E. C. DREYER LEAVES HOSPITAL

ST. LOUIS, Mo.—E. C. Dreyer, president of the Dreyer Commission Co., and a prominent feed man here, has recovered sufficiently from an eye infection, from which he has been suffering for the past fortnight, to be able to leave the hospital. Mr. Dreyer has suffered a great deal of pain, and it probably will be necessary for him to have complete rest for some time.

STOCKS AT NASHVILLE

NASHVILLE, TENN.—Stocks at Nashville, and comparison with week before, as shown in parentheses, as reported through the Grain Exchange, Jan. 3: flour, 43,000 bbls (43,500); wheat, 1,185,000 bus (1,140,000); corn, 71,000 (80,000); oats, 338,000 (232,000).



The Late Sir Harry Perry Robinson

The Death of Sir Harry Perry Robinson

LONDON, ENG.

THE death is announced of Sir Harry Perry Robinson, which occurred on Dec. 20, at Minchend, Somerset, Eng. He had been in poor health for some time and finally succumbed to an attack of pneumonia at the age of 71.

Sir Harry was educated at Westminster School and Christ Church, Oxford. After leaving the university he went to America and became a journalist in New York. In 1884 he settled in Chicago and made a special study of American railways. In 1887 he founded the Railway Age in Minneapolis, of which publication he continued as editor until about 1900. Shortly after this he returned to England. In Minneapolis he made a host of friends, among whom was William C. Edgar, at that time editor of THE NORTHWESTERN MILLER. Some years later Mr. Edgar made an arrangement with Sir Harry to act as temporary manager of the London office of THE NORTHWESTERN MILLER. He also was the first London correspondent of the Bellman, which at that time was published in Minneapolis under the editorship of William C. Edgar. Soon afterwards he became a contributor to the Times of London, and in due course joined the staff of that paper.

Prior to the World War he served as special war correspondent of the Times in various parts of the world, and had some specially thrilling experiences in Serbia. After the outbreak of the World War in 1914 he was appointed special war correspondent of the Times, and through his excellent work won fame to such an extent that he was created a Knight of the British Empire in March, 1920. He was also awarded the French Legion of Honor. After the war he continued to work for the Times, which

for several years employed him as its correspondent on the French Riviera during the winter season. He is survived by his wife and one son.

General C. G. Dawes, the American ambassador in London, has written the following appreciation of Sir Harry:

"I first knew Sir H. Perry Robinson when I was a young man and we were both connected with the work of the Republican national committee in the campaign of 1896 for the election of William McKinley as president. Robinson was, as I remember, in charge of the railroad publicity department. This was an important department, and he was a

THE MORAL OF THE RAT MAN

IT has come to the attention of this publication that a one-armed gentleman with some of the persuasive qualities of the celebrated Pied Piper of Hamelin, representing a magic but entirely fictitious eastern company, has been selling to flour and feed millers a rat exterminator that does not exactly live up to expectations. Buyers of the "exterminator," in fact, after trying out the product, declare their chief emotion is a desire to lay hands on the rat man, perhaps with the idea of exterminating him. All of which points a moral: there are honest manufacturers of rat eradicators, and some of the leading ones are advertisers in this publication. Needless to say, the product that is subject to complaint is not made by one of these advertisers, and is not recommended in these columns. We could say more on this subject—but why?

success. My own work with the committee, however, brought me not so much into contact with his work as with him personally, when as a young man he exemplified those same unusual and lovable traits of character which endeared him to his associates through life and bring a heartache as we think of them now that he has gone. I knew him so well in the days when we were both young that the recalling of them when I heard the news of his death made me live over again that crowded and active period in our two lives when our hopes and ambitions were as boundless as they were unrealizable, but our physical energy commensurate with them both. Robinson was a young man of intense nervous energy, which was never misdirected but employed always constructively. He had a long and distinguished career since those days when we parted long ago, but I shall always think of him as he was then, when for us 'half the world was good, and the other half unknown.'

ANHEUSER-BUSCH MEN HOLD SALES MEETING IN ST. LOUIS

ST. LOUIS, Mo.—The bakers' malt and yeast division of Anheuser-Busch, Inc., held a sales conference here, Dec. 27-29, which was attended by 20 district and regional managers of the company. Homer F. Ziegler, general sales manager of these divisions for the Busch company, was in charge of the business sessions which were held on Dec. 27 and 29. Sunday, Dec. 28, was devoted to a trip to Grant's Farm, the model farm operated by August A. Busch, president of the company. Those who attended the meeting found much to interest them in the business sessions and left imbued with a spirit of determination to better even the excellent record made in the past year.

BARRED FROM NEW YORK EXCHANGE

NEW YORK, N. Y.—The board of managers of the New York Produce Exchange has prohibited representation on the floor of the exchange to Nathan Weiss, 402 Metropolitan Avenue, Brooklyn, N. Y. This action was taken subsequent to charges brought against him by Ansel S. Leo. The notice sent to members states that any member of the exchange who, with knowledge of such prohibition, shall represent or transact, or endeavor to represent or transact business for or with the said Nathan Weiss on the floor of the exchange or therefrom, while such prohibition by the board of managers is in effect, shall be deemed guilty of willful violation of the by-laws, and subject to the penalties prescribed therefor.

BUFFALO GRAIN MOVEMENT

BUFFALO, N. Y.—Over the Erie Canal Buffalo shipped 38,671,724 bus of wheat, 101,785 bus of corn and 53,220 bus of rye in 1930. By lake, Buffalo received 148,155,437 bus wheat, 10,152,789 corn, 6,880,454 oats, 6,681,786 barley, 1,688,055 rye and 5,999,917 flaxseed, making a grand total of 179,558,438 bus, all American grain. The Canadian receipts were 88,832,653 bus wheat, 616,947 oats, 1,715,403 barley, 734,864 rye, 938,781 flaxseed, and 258,781 screenings. In 1929, the Canadian receipts were 79,782,000 bus wheat, 675,000 oats, 9,813,000 barley and 23,000 flaxseed.

HUTCHINSON BOARD HAS BIG YEAR

HUTCHINSON, KANSAS.—Although the wheat crop in several southwestern counties which ship through the Hutchinson market was far short of normal, the past year was the second largest in history for the Hutchinson Board of Trade. Receipts of all grains aggregated 30,937 cars, of which 27,605 were wheat. Local storage was boosted 3,000,000 bus during the year.

IS NEW KANSAS CITY BROKER

KANSAS CITY, Mo.—Herbert Schaefer is the most recently established flour broker in Kansas City. Mr. Schaefer, who has been associated with the Interstate Bakeries Corporation, and is a brother-in-law of R. L. Nafziger, president of the corporation, occupies offices in connection with that organization on Country Club Plaza.

BAKERS GREET 1931 IN VARIETY OF MESSAGES

Official Statements Call Attention to Associated Bakers' Meet—Stress Need for "Guts" in Soft Spine Era

How prominent bakers say "Happy New Year" is being illustrated in the numerous annual messages sent out to the trade by officials of the various organizations in the baking industry. These greetings at the turn of the year continue in a more extended and purposeful way the great tide of purely personal messages extended and exchanged during the holiday season. Some of these latter were highly original both in form and expression, ranging from a half of a stiff collar used as a Christmas card and bearing a "prosperity" slogan: "Almost down to my shirt, but I have enough left to wish you a Merry Christmas," to an elaborate greeting from one famous allied tradesman in the form of a handsome edition of a book of famous quotations for every day in the year.

Gustav W. Wilde, president of the Associated Bakers of America, greeted the new year by inviting retail bakers throughout the country to be present for "Retail Bakers' Week," featuring the annual convention of the associated bakers and starting at the Sherman Hotel, in Chicago, on Jan. 26. President Wilde, however, did not make this invitation the subject of his message to the trade to the exclusion of more typical "New Year" thoughts.

NEW OPPORTUNITY

"The New Year means for every one of us a new chance," says Mr. Wilde. "The future of the retail baking industry is bright. The retail baker really has nothing to fear. In fact, his is a field peculiarly his own. Coming in daily contact with his customers there is no reason why he should not capture a large portion of the baking that is still being conducted in the American home. However, we must admit that competition is becoming keener every day. Chain stores, and even drug stores, are in direct competition. We dare not fall into the rut, we must keep alert and meet this competition aggressively, by making better products, applying new methods, greater efficiency and more intensive ways and means of selling. At present low material prices the retail baker, by all means, should raise the quality of the goods he sells and also extend his variety."

President Wilde suggests the following resolutions for retail bakers:

"That we shall be dissatisfied with ourselves for the next 365 days:

"That we shall realize that our troubles are in ourselves, not in the shortcomings of others;

"That we shall try by hard work and close thinking to develop to the utmost what powers we have,—

"And in so doing we shall deal justly with others."

Frank Bueller, president of the Associated Bakers of Minnesota, state unit of the Associated Bakers of America, co-operated with Mr. Wilde in urging bakers through his New Year's greeting to attend the coming Chicago meeting. Mr. Bueller also pointed out that the human factors of "good will, co-operation and friendship among all members" form the highest objective of business association activities.

"GUTS" NEEDED, SAYS GUTHRIE

A greeting that was unique in its expression and ideas was that sent out by Murray K. Guthrie, president of the Allied Trades of the Baking Industry. Mr. Guthrie introduced his remarks by saying that "as the allied trades have chosen one of their 'rural members,' living up in the open spaces of the Northwest, as their president, I hope they will excuse a few good, homely thoughts that may not be exactly orthodox, but I think are extremely appropriate.

"It is my candid opinion that the tremendous growth and prosperity of America has created a large supply of softness and an ample number of weak spines. The year 1931 will afford a swell opportunity for every one to show his true colors.

"Frankly, this remark is not particu-

larly aimed at our own group, or at our industry, more than any other, but it is made as a plain statement of fact that creates both an added responsibility and a greater opportunity for both the individuals and companies in the allied trades and in the baking industry.

"The net is that there exists a need for hard hitting leadership in America today that creates an opportunity for every member of the allied trades to play his part in creating a group leadership throughout our association that will cause us to render a definite benefit during 1931—not only to our association, our



C. D. ALEXANDER who, for several years, has been assistant to the manager of the Bemis Bro. Bag Co., at Minneapolis, has been transferred to the St. Louis office of the company. His many friends in the milling business in the Northwest wish him success and happiness in his new surroundings.

own company, and the baking industry, but to our country as a whole.

"Therefore, instead of wishing you just the orthodox 'Happy New Year,' I am going to wish for the membership of our association, the ability and 'guts' to take full advantage of the marvelous opportunity that is ours during 1931."

NEW MEMBERS PICKED BY NEW YORK BAKERS' GROUP

NEW YORK, N. Y.—Over 80 members and guests were present at the monthly meeting and luncheon of the Bakers Club, Inc., held on the ballroom floor of the Hotel Commodore, Dec. 31, with President C. Everett Casto in the chair. This was considered a large turnout in view of the many business meetings and other attractions scheduled for the last day of the old year.

After luncheon had been served and the guests introduced, the admissions committee submitted names of three applicants for membership, which were favorably acted upon. These included W. S. Allison, of the Quality Bakers of America, Ernest V. Ballard, of Thomas M. Royal & Co., and L. G. Spindler, flour broker. E. M. Rabenold, chairman, special housing committee, also mentioned what had been completed toward seeking a new home for the club. Mr.

Rabenold said that the committee had plans in mind that might eventually provide a new club home at a reasonable expenditure.

The recent activities in connection with the farmers' prosperity campaign to increase bread consumption and for which a fund of \$200,000 is being raised among bakers and allied tradesmen, were discussed by Robert Sullivan. He stated that up to the present time response to letters sent out had been received from approximately 28 bakers and 12 allied concerns, and urged club members to send in their subscriptions promptly. Ellis Baum next called on some of the members for New Year's resolutions and among those heard from were R. E. Wells, C. R. Chesley, Samuel F. McDonald, B. C. Black, Farrer Tilney, Charles R. Rinehart and Joseph A. Lee.

A feature of the meeting which afforded much enjoyment was the display of film pictures by the club's official photographer, W. D. Black. These dealt with the various golf parties held under the auspices of the Bakers Club three to five years ago.

INTEREST OF MILLERS NOT PRIMARY, LEGGE DECLARES

WASHINGTON, D. C.—In a letter to Senator Charles L. McNary, Alexander Legge, chairman of the Federal Farm Board, denied charges made by John Simpson, of Oklahoma City, president of the National Farmers' Union, that the board was opposed at this time to a rise in the price of wheat or cotton. Mr. Legge also said: "Equally unfortunate is the conclusion drawn that the board primarily considers the interests of the miller and spinner. Nothing has been said by any member of the board which would support this thought. Every effort of the board has been directed to the desire to assist the producer in securing higher prices for his products."

D. M. ELVING IS NEW SALES MANAGER FOR KANSAS MILL

KANSAS CITY, Mo.—G. A. Wallerstedt, who has been spending several months in Europe, has resigned as assistant sales manager for the Lindsborg (Kansas) Milling & Elevator Co. and been succeeded by D. M. Elving. N. L. Hensley, vice president of the company, recently has returned from a six months' trip through eastern and central states.

S. L. Denhollem, formerly central states representative of the Lindsborg company, has been transferred to Oklahoma and Arkansas territory. His home is at Wichita, Kansas.

A FAR-REACHING DISPUTE

THE following editorial recently was printed in the Wichita (Kansas) Beacon, of which Senator Henry J. Allen, of Kansas, is chairman of the board:

"Alexander Legge, chairman of the Federal Farm Board, is branded as a 'two-cent Mussolini' by John A. Simpson, of Oklahoma, recently elected president of the Farmers' Union, an organization of national scope.

"Mr. Simpson is properly resentful of the attitude of Mr. Legge, who called the Oklahoman an 'unmitigated liar' following a suggestion that a congressional investigation of the farm board's activities would not be out of order.

"The irritation of Mr. Simpson will be shared by thousands of farmers in America and tens of thousands of others who believe profanity such as that to which Legge is addicted is unbecoming to a public official.

"The man who hastens to answer a critic by shouting 'liar' is open to suspicion of being guilty as charged.

"The dispute between the farm board chairman and the national president of the Farmers' Union is likely to prove more far-reaching than Mr. Legge anticipated when he lost his temper and began calling names.

"The proposed investigation of the farm board is rapidly becoming more than a mere possibility."

CUBA PLANS FORCED USE OF YUCCA FLOUR

Bill Passed by Cuban Congress Would Automatically Reduce Wheat Flour Trade by 10 Per Cent

A bill passed by the House and Senate of Cuba recently, will, if effective, automatically cut the flour imports of that republic 10 per cent. The bill is said to be assured of presidential sanction.

The legislation provides for obligatory use of a minimum of 10 per cent of cassava flour in the preparation of bread, crackers and similar products. The measure will become effective six months after the president has signed, this period of time being allowed to enable producers of cassava flour to make necessary preparations for increased demand, their present production being for the most part starch.

Cassava flour is made from the yucca, a plant which is native to Cuba, as well as to the southern United States, Mexico and Central America. It is utilized in the manufacture of tapioca. Certain food faddists in southern California, where yucca abounds, have recommended it from time to time for bread making, but it has never gained even moderate popularity.

The purpose of the Cuban law is said to be the encouragement of home industries in every way possible. Cuba has no wheat fields or flour mills, but it does have considerable yucca, and a few companies devoted to processing the plant. The bill provides for a maximum of 40 per cent cassava flour to be used in baked goods, but it is considered doubtful if any one would attempt to use more than the 10 per cent minimum.

Another doubt expressed by Cuban flour handlers is whether the law actually could be enforced. The use of cassava flour would affect the gluten quality of flour considerably, and would necessitate a revamping of baking methods.

If bakers are forced to start using 10 per cent cassava flour in their products, however, it would mean a reduction of 10 per cent in the amount of wheat flour imported. Wheat flour imports into Cuba average more than 1,000,000 bbls a year, and men well informed on Cuban industries say they know of no source which could supply 100,000 bbls of cassava flour. It is also questioned whether enough yucca is actually growing on the island to take care of a new demand for 100,000 bbls of cassava flour a year, in addition to the present purposes for which yucca is used.

RAINS DAMAGE AUSTRALIAN WHEAT

WASHINGTON, D. C.—Heavy rains in Australia are seriously damaging the quality of the wheat crop, the Department of Commerce has been informed. At the same time the department was told that the Australian parliament has passed a bill guaranteeing 3s bu for wheat f.o.b. It was reported also that wheat trading is at a standstill there owing to the obscurity of the application of minimum price guaranty.

MIDYEAR GATHERING HELD BY PENNSYLVANIA BAKERS

HARRISBURG, PA.—The midyear meeting of the Pennsylvania Bakers' Association, which was held at Harrisburg, Jan. 5-6, was exceptionally well attended. The first day was devoted to sales problems and the second to production. A notable list of speakers, in addressing the convention, expressed confidence in the future trend of business. The national conference of the Bakery Sales Promotion Association will be held at the Fort Pitt Hotel, Pittsburgh, early in April, it was announced.

PENNSYLVANIA MILLER DEAD

PITTSBURGH, PA.—F. E. Farabaugh, age 68, for many years owner of the Farabaugh Flour and Feed Mill at Patton, Pa., died of heart disease, Dec. 24, after an illness of several months. He was president of the board of township supervisors and vice president and director of the First National Bank of Patton.

GRAIN CORPORATION CHIEF MARKET FACTOR

Government Has Held Up Wheat Price in United States Despite Declines in Free World Markets

WASHINGTON, D. C.—With navigation closed on the Great Lakes, declining shipments from Russia, and harvest time in the Southern Hemisphere, the flow of wheat oversea to the importing markets is beginning to shift. Shipments during the last few months have come mostly from the Northern Hemisphere. During the next six months Southern Hemisphere shipments will bulk larger in the world total.

In its current analysis of the world wheat situation, the Bureau of Agricultural Economics, United States Department of Agriculture, pictures the Grain Stabilization Corporation as the major factor in the domestic price equation.

"Of special interest has been the support given United States markets by the Grain Stabilization Corporation," the bureau states. "The decline in prices was stopped about the middle of November and after a rise of about 6c bu in United States markets east of the Rocky Mountains, prices of cash grain and of December, March and May futures have remained fairly steady at about the level at which support has been given by the Grain Stabilization Corporation. July futures have registered still further declines.

"Meanwhile, cash and future prices have continued to decline somewhat in the free markets of the world. At Winnipeg, Liverpool and Buenos Aires the lowest prices thus far this season have been reached during December. Continued large supplies from most exporting countries and a restricted demand from the importing countries appear to have been responsible for the declines. Some countries of continental Europe have adopted measures tending further to restrict imports. While such measures have tended to prevent prices in those countries from declining in sympathy with world market prices, they have contributed to the decline of the world markets.

DEMAND IS RESTRICTED

"Despite extremely low prices in the free markets of the world, prices in many countries are not correspondingly low and consumption has been less than would otherwise have been the case. Furthermore, reports indicate that millers and importers of certain continental countries are looking forward to a lowering of import duties or milling quotas of domestic grain where these exist. They are consequently following a hard-to-mouth buying policy. Any relaxation of restrictions on imports might well result in a distinct change in the demand of continental Europe which would materially relieve present large port stocks and would aid in disposing of shipments from surplus producing countries."

The bureau places some emphasis on the importance of Russian shipments. In the report is the following comment:

"The significant and almost dominant factor in the world trade in wheat during the past five months has been shipments from Russia. Since the war, trade has accustomed itself to expect only a small amount or no wheat from Russia and dependence of the importing countries has been placed largely upon North America, Argentina, Australia and the Danubian countries for their foreign supplies of wheat. This year, however, from July 1 through the second week of December trade reports indicate that a total of over 65,000,000 bus have been shipped from south Russian ports, compared with none last season. This is an amount which is not greatly below the average of pre-war years, for during the corresponding weeks of the five years 1909 to 1913 trade figures show exports from Russia amounting to an average of about 87,000,000 bus.

SIZE OF RUSSIAN SHIPMENTS

"In view of the great importance of Russian shipments during the past few months special interest is attached to their probable size during the remainder of the season. During the five years im-

mediately preceding the World War, Russian exports ordinarily reached their peak during the fall months and then during the latter part of November or during December declined markedly to from one half to one third of their level during the fall. This lower level of exports tended to continue until spring, a slight increase occurring about April 1 and being fairly well maintained through the remainder of the crop year. This year there has been some slackening of the Russian shipments during the past few weeks and reports generally indicate that fully as much of a seasonal decline is to be expected as was normal in the pre-war period."

STANDARD BRANDS RADIO SERIES OPENS AT CHICAGO

CHICAGO, ILL.—The first of the new radio programs, sponsored by the Fleischmann division of Standard Brands, Inc., New York, through 68 stations, was given on the evening of Jan. 5. Three "doctors," now known as "Three Bakers," Pratt, Sherman and Rudolph, well-known specialists in "humor, harmony and hokum," entertained for 30 minutes. The program was broadcast from the station of the Chicago Daily News, WMAQ. R. W. Varney, of New York, spoke for several minutes telling the radio audience of the high quality goods made by both wholesale and retail bakers. The opening program was witnessed by a large number of bakers and allied men, who were received by local executives and outside staff members of Standard Brands, Inc. Officers of the American Bakers Association, American Society of Bakery Engineers, Associated Bakers of America and several local bakers' organizations were present. All displayed keen interest in the program, which features commercial bakery goods and stresses high quality.

FLOUR EXPORTS ANALYZED BY FOOD INSTITUTE STUDY

A detailed analysis of the United States wheat flour export trade by Alonzo E. Taylor is the latest publication released by the Food Research Institute, Stanford University, California. The inquiry appraises the circumstances influencing the export of flour, and is concluded with a summary of the outlook for United States foreign shipments of flour.

In general, the study points out, American flour exporters labor under five disabilities: (1) the relative high price of American wheat; (2) the limited ability (after covering domestic needs) to offer export flours of outstanding types for specific needs and of special qualities; (3) high ocean rates on flour compared with wheat; (4) import discriminations of various kinds against flour; (5) the

high value of millfeed in many importing countries.

Against these disadvantages, American mills hold, more or less, three advantages: (1) long-established trade connections and good will in foreign markets; (2) ingenuity in milling and efficiency in merchandising; (3) the fact that for the group the proportion of flour export to total grind is small, permitting mills active in the home market to operate for export at a low rate of profit.

Commenting on the future prospects, the publication says, in part: "The prospect for a continuation of export of flour, under contraction of wheat acreage toward domestic requirements, depends on the technical objectives of contraction. A blanket reduction of acreage to contract the wheat crop would practically wipe out all export of flour ground from domestic wheat. But a selective contraction of acreage designed to give the American growers the full home market for the wheats desired by American mills for domestic uses . . . would yield a crop considerably larger than the per capita requirement, since to get the quality we would have an excess in quantity. Under such a contraction . . . a large export flour trade could be maintained, including clear flours of all kinds, cut straights and stuffed straights, with a small amount of representative patent flour of all types ground from domestic wheat."

CANADIAN GRINDINGS LESS, BUT 500,000 BUS OVER 1929

Wheat ground in Canadian mills during the month of November was less in quantity than during the preceding month, but exceeded the November, 1929, grindings by 528,000 bus, the amounts compared being 8,345,000 bus in October, 1930; 7,788,000 bus in November, and 7,260,000 bus in November, 1929. Figures given are from Canadian Grain Statistics, published by the Dominion department of trade and commerce.

From June of 1930 until November there had been an uninterrupted gain in Canadian mill operations each month over the preceding month. Substantial increases have continued over the corresponding months of 1929.

All of the gain in Canadian wheat ground during November over the previous year's figures was made by mills of the eastern division, the western mills showing a loss in operations. Eastern division mills ground 4,092,000 bus of wheat in the month, compared with 3,545,000 bus in November, 1929, while western division mills ground 3,696,000 bus, compared with 3,715,000 bus.

Grindings of other grains in Canadian mills showed a total increase for all grains other than wheat of 634,000 bus. Corn was the only grain ground in less quantity during November, 1930, than in November, 1929. Total November grindings of grains other than wheat amounted to 3,294,000 bus.

LEGGE EXPLAINS NEED FOR FUTURES BUYING

Chairman of Federal Farm Board Informs Senator McNary of Reasons for Stabilization Operation in Options

WASHINGTON, D. C.—Justification of "trading in futures" by the Grain Stabilization Corporation has been attempted by Alexander Legge, chairman of the Federal Farm Board. At the request of Senator Charles I. McNary, chairman of the Senate committee on agriculture and forestry, Mr. Legge has traced the development of the futures market and the hedging practice in the grain trade, and points out the necessity of recognizing this form of trading as an integral part of the market.

In his letter to Senator McNary, Chairman Legge says in part:

"The co-operative marketing associations in wheat and cotton are agencies set up by farmers to market their products in competition with private merchants. In order to compete for business on even terms, these co-operatives must be in position to give the same services and enjoy the same advantages as a private merchant. To do this they have found it necessary to make use of existing marketing facilities, of which, under existing conditions, futures trading operations are an integral part. Resort to hedging operations, in so far as they find it possible and desirable to do so, greatly reduces their problem of financing their operations. In the past six months, when wheat prices have been almost constantly declining, the Farmers' National Grain Corporation would have suffered disastrously heavy losses if it had not hedged its wheat supplies. The board has not deemed it wise to insist that co-operatives should abandon these practices; on the contrary, the board is of the opinion that, under present conditions, appropriate use of the futures market by the co-operatives is essential to their successful operation, and is even a means of minimizing speculation.

MAINTENANCE OF PARITY

"As a result of the close relationships between cash and futures markets, everybody dealing in the commodity, co-operatives, millers and warehousemen alike, is interested in the maintenance of what is called a parity between spot cash prices and the future delivery price. Their business operations are seriously disturbed when some outside force creates abnormal disparities between cash and futures prices.

"When the Grain Stabilization Corporation first started last winter to operate in cash wheat only, the result was that this cash price became out of line, as the traders call it, with the future contract market. Millers, we will say, who had bought wheat in the fall and sold a March hedge, and when March arrived found themselves with the wheat still on hand and no flour sales against it, were unable to transfer their contracts from March to May without loss. In other words, they were unable to maintain their balanced position and were in trouble with the banks financing them as to their position in the market, and we were faced with a storm of protest by the processors on this account. The tendency was for all of them to stop carrying their normal stocks and unload the whole burden of the supply on the stabilization operation, their position being that, as they couldn't hedge their wheat, they were not able to borrow money for their normal operations and could not carry that percentage of the available supply that they normally would carry.

MUST OPERATE IN BOTH

"Briefly this is the reason that forced the board to the conclusion that the Grain Stabilization Corporation must operate in both cash and futures markets to be able to handle the situation. The only alternative would be for the stabilization corporation to assume the burden of a much greater portion of the market supply. This might easily result in tying up, in grain operations alone, an amount exceeding the entire revolving fund authorized by the Agricultural Marketing Act."



THE attractive Christmas bakery windows shown above were designed and used by Bricker's Bakery, 2125 North Avenue, Milwaukee, and succeeded in drawing increased business to the shop. The radio, which is a decorated dummy with a loud speaker inside—the feature of the display. The wire leading to the speaker was so disguised that the curiosity of the public was aroused as to how it played. In the center of each window is a honey cake, decorated as a Christmas card.



Spring Wheat Flour Sales Light

A REVIEW of the flour trade for the past week must necessarily be a repetition of that for the last several weeks—light sales and little interest. Total sales by the spring wheat group for the week ending Jan. 3 probably did not exceed 20 per cent of the capacity represented.

With stock taking completed, however, millers look for a revival of interest. In fact, some already report improved sales, with inquiry that indicates that some of the larger buyers will be in the market again before long.

Options Create Uncertainty.—There is so much uncertainty in the air as to what the farm board agencies will do, following the maturity of the May option, that neither buyers nor millers care to enter into contracts for delivery after that date. In the meantime, the trade will probably buy sparingly for near-by shipment. The opinion seems to be that the farm board will have the bulk of the surplus wheat on its hands by the end of May and, thereafter, everything is problematical. If the present condition of the growing crop in the Southwest is maintained, flour buyers feel they have everything to gain and nothing to lose by waiting.

Light Demand for Clears.—Spring clears are still in rather light request, but reports of good sales of southwestern clears are encouraging. Temporarily, spring clears are cheap, with second clear almost impossible to move and in the feed class.

Shipping Directions Slow.—The anticipated improvement in shipping directions has not yet materialized. Some interior mills have been forced to curtail their production on this account. The spring wheat group as a whole last week operated at only 37 per cent of capacity.

Quotations, Jan. 6, hard spring wheat flour, basis cotton 95's or in jute 140's, Minneapolis: short patent, \$5.20@5.55; standard patent \$4.80@5.05; second patent, \$4.55@4.70; fancy clear, \$4.30@4.50; first clear, \$3.70@3.90; second clear, \$2@2.35; whole wheat, \$4.35@4.60; Graham, standard, \$4.20@4.35.

Mills in Operation.—Of the 26 Minneapolis mills, the following 13 were in operation, Jan. 6: Atkinson, Everett, Aughenbaugh & Co., King Midas, Minneapolis (one half), Northwestern Consolidated A and F, Pillsbury A (one half), Anchor, Palisade and Phoenix, Washburn Crosby A (one half), C (one half), F, rye and Gold Medal feed.

SEMOLINAS

Declining premiums on cash grain have brought about a reduction in semolinas to 2½¢ lb, bulk, f.o.b., Minneapolis, the low point on the crop. Special brands are held at 2½¢, and No. 3 semolina at 2¢. No new business reported. While shipping directions are light, it is believed that practically all the August contracts have been cleaned up and fair headway made with purchases made in October. In other words, contracts showing the biggest loss as compared with current market, are out of the way, while the bulk of that remaining to be shipped is at the present market level to ¼¢ lb higher. Mills, therefore, are not much concerned over unfilled business, and look for new buying should the market show strength. In the week ended Jan. 3, seven Minneapolis and interior mills made 30,874 bbls durum products, compared with 34,958 made by nine mills, in the previous week.

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, 1930, to Jan. 3, 1931, with comparisons, in barrels (000's omitted):

	Output		Exports	
	1930-31	1929-30	1930-31	1929-30
Minneapolis	3,991	3,721	5	12
St. Paul	143	123	1	6
Duluth-Sup.	444	423		
Outside	3,850	4,219	216	120

MINNEAPOLIS FLOUR OUTPUT

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

	Weekly capacity	Flour output of bbls	Pct. of activity
Dec. 25-Jan. 3	407,100	167,352	41
Previous week	407,100	138,657	34
Year ago	403,150	181,350	45
Two years ago	460,800	182,765	40
Three years ago	460,800	246,233	53
Four years ago	259,200	221,368	85
Five years ago	325,000	295,418	91

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	Flour output of bbls	Pct. of activity
Dec. 28-Jan. 3	437,250	119,492	27
Previous week	437,250	152,657	35
Year ago	434,550	170,657	39
Two years ago	438,150	178,500	41
Three years ago	425,700	207,112	48
Four years ago	440,340	187,747	43
Five years ago	424,890	218,203	51

DULUTH TRADE IS SLACK

DULUTH, MINN.—The holiday season brought about the usual slackening in flour buying, as the trade limited its activities during that time. Government operations in wheat and the general inventory period were further deterrent factors. Buyers covered near-by requirements generally before the holidays, and until the situation clarifies will not do much buying. Even though wheat prices are the lowest in years, buyers are wary and hesitant, booking only for short periods. Inquiry for clear shows no im-

provement, while export business is entirely out of the question with our prices so far out of line. Shipping instructions on maturing contracts are coming slowly, but mills hope for some improvement shortly.

There is no general demand for semolinas, only an occasional sale now and then to buyers who have run down on stocks and are compelled to take on new working supplies. In many cases buyers are covered for the next 60 to 90 days. When needed movement sets in the urgency of buyers for delivery may rush mills to make shipments on time.

Quotations, Jan. 3, Duluth-Superior, f.o.b., mills, in 98-lb cottons: first patent \$5.10@5.25 bbl, second patent \$4.80@5.05, first clear \$4.40@4.65, second clear \$3@3.25.

FLOUR OUTPUT

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

	Output bbls	Pct. of activity
Dec. 29-Jan. 3	11,620	31
Previous week	8,045	22
Year ago	8,390	22
Two years ago	19,135	52

NO CHANGE IN MONTANA

GREAT FALLS, MONT.—With the close of the first week in the new year, there is practically no change in the flour situation. Our domestic wheat market is "pegged," and as long as foreign markets are below us, the flour trade has but little fear of an advance. On the contrary, many buyers express hope for a further decline before low supplies compel them to get into the market.

Cash wheat premiums are on a better basis from a milling standpoint than they have been for some time, and some business is being booked right along, mostly for near-by shipment. Mills are looking for a decided improvement in shipping directions as soon as the inventory period is over, and in the meantime the usual percentage of operation during the holiday season is being maintained.

Quotations, f.o.b., mill, car lots, Jan. 3: fancy patent, \$4.45@4.65 bbl; standard patent, \$4.25@4.45; first clear, \$4@4.25.

INTERNATIONAL MILLING MEETING

MINNEAPOLIS, MINN.—The mill and branch office managers of the various units of the International Milling Co. are in Minneapolis this week for the annual meeting. Several business sessions and

one or two social functions are scheduled. Among the out-of-town representatives present are: A. J. MacMillan and H. Offerhaus, Calgary; C. V. Anderson, George Carter, Charles Grieve, W. J. Harper and Joseph W. Suchomel, Moose Jaw; P. B. Hicks, Winnipeg; Charles Ritz, R. P. Kember and T. J. Griggs, Montreal; J. J. Kovarik, W. A. Lansker, G. H. Clark, Milton Wittig, Thomas Cecka and H. R. Westover, Buffalo; J. G. Webster, New York; J. T. Lipford, Pittsburgh; S. A. Salter, W. E. Weeks, Amos Bjork, Davenport, Iowa; John Wacek, W. H. Kellen, W. A. Hunter and R. A. Henderson, Sioux City, Iowa; John Wrabek, W. F. Mullaney and Peter Yackley, New Prague, Minn., and L. D. Larkin and T. O. Northwick, Blue Earth, Minn.

WILL INVESTIGATE MARKETING ACT

MINNEAPOLIS, MINN.—Officials of the Farmers' Union from Minnesota, North and South Dakota, Montana, Kansas, Illinois, Missouri, Washington, Idaho, Oregon and Wisconsin, met in St. Paul, Jan. 2, to discuss the controversy that has arisen between Alexander Legge, chairman of the Federal Farm Board, and John A. Simpson, of Oklahoma, president of the National Farmers' Union. A committee was appointed to go to Washington to investigate the administration of the Agricultural Marketing Act, with instructions to publish its findings in pamphlet form. The committee, now on its way east, is composed of M. W. Thatcher, manager of the Farmers' Union Terminal Association, St. Paul; C. A. Ward, president of the Kansas Farmers' Union; J. R. Callahan, president of the Illinois Farmers' Union, and A. N. Young, president of the Wisconsin Farmers' Union.

MILLER TO CONFER WITH I. C. C.

MINNEAPOLIS, MINN.—John F. Diefenbach, manager of the Amber Milling Co., Minneapolis, left, Jan. 6, for Washington and several of the principal eastern markets. While in Washington, he will have a conference with officials of the Interstate Commerce Commission relative to milling-in-transit rates at his mill at Rush City, Minn. The mill is located between two terminal markets, Minneapolis and Duluth, and, under the recent ruling, cannot draw wheat from either and mill in transit for eastern account. This is one of the inconsistencies that the commission will have to deal with individually.

FLOUR SALESMAN INJURED

MINNEAPOLIS, MINN.—Crashing into a tractor on a road near Weyauwega, Wis., F. J. Kenny, of Oshkosh, salesman for the W. J. Jennison Co., Minneapolis, was severely injured recently and his car badly damaged. The accident occurred when it was almost dark, and the tractor, which was towing a threshing machine, did not carry any lights, it was reported. Mr. Kenny is now on the road to recovery.

NORTHWEST CHEMISTS TO MEET

MINNEAPOLIS, MINN.—The next meeting of the Northwest section of the American Association of Cereal Chemists will be held at the Andrews Hotel, in Minneapolis, at noon, Jan. 9. Guest speaker will be Dr. Charles A. Mann, of the chemistry department of the University of Minnesota. Leslie R. Olsen, the new chairman, will announce committee appointments for the coming year.

NEW MONTANA GRAIN FIRM

GREAT FALLS, MONT.—The Lake Grain Co., Inc., has been organized by H. B. Lake, C. D. Lake and H. E. Bechtold, with a capital stock of \$100,000. They will buy and sell agricultural products, particularly grains, will act as grain commission merchants, and will establish and operate elevators.

BUYS INTEREST IN WEAVER CO.

MINNEAPOLIS, MINN.—Charles T. Olson, Minneapolis, who recently resigned as export manager for the Commander-Larabee Corporation, has purchased an interest in the mill and elevator equipment business of the Weaver Co., Minneapolis.

NEWS and PERSONAL

B. B. Butler, manager of the Cleveland office of the Pillsbury Flour Mills Co., is visiting in Minneapolis.

Robert Dobie has succeeded Landis Barley as superintendent for the Atkinson Milling Co., Minneapolis.

W. I. Stanger, of Duluth, manager of the Itasca Elevator Co., has returned from a business visit in New York.

August Schwachheim, president of the Cascade (Mont.) Milling & Elevator Co., who has been in California for several weeks, is expected home soon.

C. F. Dietz, vice president of the Commander-Larabee Corporation, Minneapolis, is expected home from the East, Jan. 8.

The Duluth Board of Trade celebrated the passing of the old year and the dawn of the new with music and dancing on the exchange floor on Dec. 31, the final session of the year.

C. R. McClave, president of the Montana Flour Mills Co., Great Falls, was in Minneapolis, Jan. 6, attending a meeting of the Northwest Spring Wheat Millers' Club.

Jan. 3 marked the fiftieth anniversary of the organization of the Duluth Board of Trade. No formal observance of the occasion was arranged, but a number of the former members were on the floor

and several congratulatory telegrams were received.

A. E. Neass, manager of the millfeed department of the E. F. Carlston Co., Minneapolis, left, Jan. 5, to call on feed manufacturers at Chicago, Memphis, St. Louis and Kansas City.

Grain stocks in Duluth-Superior elevators increased 1,376,886 bus during the week ending Jan. 3, and now aggregate 33,986,642 bus, against 30,631,992 last year. Receipts are continuing at a fair rate.

Guy W. Everett, former head of Everett, Aughenbaugh & Co., millers, Waseca, Minn., who is making a trip around the world with Mrs. Everett and their daughter, spent Christmas in India.

The sympathy of a host of friends in the trade goes to W. H. Perry, traffic manager for the Pillsbury Flour Mills Co., Minneapolis, over the death of his mother, Jan. 5. Mrs. Perry was 89 years of age. Funeral services were held in Minneapolis, Jan. 7, and the body taken to Le Sueur Center, Minn., for burial.

Following the closing of the Minneapolis office of the Allied Mills, Inc., Chicago, Raymond R. Ebner, the manager, has made a connection with the Bartlett Frazier Co. of Minneapolis, and will continue through his new connection to buy feed and grain for his old company.

THE SOUTHWEST

ROBERT E. STERLING, SOUTHWESTERN MANAGER

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

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

Southwestern Milling Situation

SLOW recovery from the holiday quiet in combination with the stabilized price of wheat and general lack of any buying incentive caused continued sluggish interest in flour buying. Sales showed a thin line of improvement over the previous week, amounting to 27 per cent of mill capacity in the interior and probably less than that at Kansas City. So far as can be determined by millers, neither bakers nor resellers are much anticipating actual current needs. This statement usually is coupled with the comment, "why should they?"

Fair Shipping Directions.—Considering that much of the flour now being ordered out was purchased on a much higher price level, shipping directions are surprisingly good, enabling mills to keep up a normal production for the season. Millers report subnormal delays and defaults on old contracts, and some find delayed shipping directions actually much under last year.

Better Millfeed Interest.—A cheering factor was better interest in offals, with the price of bran up \$1 a ton after the new year low point.

Cables Rare.—Rather to the surprise of those doing the business, there are occasional small sales for export to Europe, not of low grades and clears, but of export straights. Prices are, of course, at the low point, but the surviving trade proves that, as to export flour trade, there is, despite the cruel blows of the F. F. B., "life in the old girl yet."

Prices Stabilized.—Flour prices are firmly stabilized. The F. F. B. is not actually trading in flour, but with one price and hardly more than one buyer in the wheat market, there is neither room nor occasion to change quotations on flour.

Quotations, f.o.b., Kansas City, in cotton 98's or jute 140's, basis dark hard winter wheat: short patent, \$4.60@5; 95 per cent, \$4.20@4.50; straight, \$4@4.20; first clear, \$3@3.40; second clear, \$2.80@2.90; low grade, \$2.75.

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.

FLOUR PRODUCTION

The first table below shows the flour production and rate of activity of 62 representative southwestern mills, exclusive of Kansas City, Wichita, Omaha, St. Joseph, Salina and Atchison. Additional tables give the production and activity of principal milling centers in the territory:

	Weekly capacity bbls	Flour output of ac- bbls	Pct. tivity
Dec. 28-Jan. 3...	325,650	185,485	58
Previous week...	325,650	174,880	54
Year ago.....	327,450	186,348	57
Two years ago...	316,860	194,914	62
Five-year average.....			56
Ten-year average.....			59

KANSAS CITY

Dec. 28-Jan. 3...	188,700	137,631	73
Previous week...	188,700	124,890	66
Year ago.....	188,700	137,853	73
Two years ago...	197,700	139,033	70
Five-year average.....			71
Ten-year average.....			70

WICHITA

Dec. 28-Jan. 3...	62,400	23,713	38
Previous week...	62,400	23,507	38
Year ago.....	62,400	41,480	66
Two years ago...	62,400	35,936	57

SALINA

Dec. 28-Jan. 3...	48,000	35,933	75
Previous week...	48,000	32,906	69
Year ago.....	48,000	33,091	69
Two years ago...	46,800	39,914	85

ST. JOSEPH

Dec. 28-Jan. 3...	47,400	6,000	*13
Previous week...	47,400	4,453	9
Year ago.....	47,400	44,186	93
Two years ago...	47,400	38,175	80

ATCHISON			
Dec. 28-Jan. 3...	31,500	28,616	91
Previous week...	31,500	25,259	80
Year ago.....	31,500	28,831	91
Two years ago...	30,800	30,978	100

OMAHA			
Dec. 28-Jan. 3...	27,300	17,961	66
Previous week...	27,300	22,731	83
Year ago.....	27,300	21,017	77
Two years ago...	27,300	22,623	83

PERCENTAGE OF CAPACITY SOLD

Reports of about 70 mills to THE NORTHWESTERN MILLER showed sales represented per cent of capacity as follows: Dec. 28-Jan. 3, 26; previous week, 25; year ago, 15.

Of the mills reporting, 1 reported domestic business fair, 13 quiet, 4 slow and 21 dull.

Direct export shipments by all reporting mills outside of Kansas City were 8,636 bbls last week, 10,063 in the previous week, 12,588 a year ago, and 9,449 two years ago.

BUSINESS DULL AT OMAHA

OMAHA, NEB.—Extreme dullness features the flour trade in Omaha territory. Buyers are strongly disinclined to make commitments for more than their immediate requirements, and such orders as are booked are for small lots for immediate shipment. With the coming of the new year, millers look for an increase in business, although there is no expectation that it will become very active for

several weeks. Shipping directions on old and maturing contracts continue to come in fairly well, and most mills are running on good time.

BUSINESS SLIGHTLY BETTER

OKLAHOMA CITY, OKLA.—New flour business is light, although millers report a trifling improvement. Current sales probably represent about 50 per cent of capacity. Bakers are buying in a very limited way. Export sales are small. Mills are operating at about 65 per cent of capacity, with shipping directions only fair. Quotations, basis cotton 48's: hard wheat short patent, \$4.80 bbl; soft wheat short patent \$4.90, standard patent \$4.10.

WICHITA DIRECTIONS IMPROVED

WICHITA, KANSAS.—The flour market in Wichita is still dominated by the usual holiday dullness. Prices are the same as a week ago. Shipping directions show a little improvement since the first of the year. With inventories out of the way soon it is expected that there will be some improvement in the trade situation. There is little demand for export. Quotations: hard wheat short patent, f.o.b., Kansas City, basis 48's, \$4.90@5.20 bbl.

LITTLE NEW BUSINESS BOOKED

HUTCHINSON, KANSAS.—Holiday dullness still grips the flour trade and very little new business has been booked. New commitments are confined to a few small lots for near-by shipment. Post-inventories time brought a slight improvement in directions. No cables have been received. Quotations, basis cotton 98's, Kansas City: short patent \$5 bbl, straight \$4.50, first clear \$3.30.

ATCHISON DEMAND SLOW

ATCHISON, KANSAS.—Flour demand is "seasonably slow." Jobbers busy in taking inventory are uninterested in adding to their stocks. Bakers generally say that business is poor, and are little disposed to buy beyond immediate needs on the present stabilized market. Shipping directions are slow, but mills are maintaining a normal run. Quotations, basis cotton 98's, Missouri River points: hard wheat short patent \$4.65@4.85 bbl,

BREVITIES in the NEWS

J. H. Moore, president of the Wichita Flour Mills Co., spent the holidays in Kansas City.

Karl E. Humphrey, president of the Oklahoma subsidiaries of General Mills, Inc., visited in Kansas City and at Minneapolis.

W. B. Bailey, Illinois and Indiana representative for the H. D. Lee Flour Mills Co., Salina, Kansas, was a visitor at the mill offices.

R. V. Collins, of the traffic department of the Shellabarger Mill & Elevator Co., and his family, have returned from a holiday visit in Missouri.

Fire at Beaumont, Texas, damaged the property of the American Maid Grain Co., affiliated with the American Maid Flour Mills, to the extent of about \$8,000.

There was a decided slump in grain receipts in Wichita during 1930, according to the annual report of J. J. Mann, executive secretary of the Wichita Board of Trade. The report shows that 24,513,000 bus of wheat were received, as

compared with 31,417,000 bus in 1929. The average for the past six years has been well over 30,000,000 bus.

Mrs. J. C. Roberts, of Springfield, Mo., who represents the Wichita Flour Mills Co. in the south half of Missouri and in northern Arkansas, was a guest of the plant at Wichita for several days.

J. R. Fair, Arkansas representative, and G. C. Cobb, Mississippi and Alabama representative, of the Kansas Mill & Elevator Co., visited in Kansas City and at the company's main office at Arkansas City, Kansas.

Elmer W. Reed, sales manager of the Shellabarger Mill & Elevator Co., Salina, Kansas, finds travel by air the quickest way to effect sales. He recently visited a customer at Omaha, flying from Kansas City to that town.

Herbert C. Jones, head of the Jones Milling Co., of Wichita, Kansas, is heading a campaign to get people to eat more wheat. He says cracked wheat is nearly as perfect a food as milk and contains 16 elements necessary to the perfect food.

straight \$4.35@4.55, first clear \$3.10@3.30.

SALINA TRADE IS DULL

SALINA, KANSAS.—Characteristic beginning of the new year dullness features the flour trade. Buying is quite limited, with evidence that bakers are taking only for immediate needs. The pegged price of wheat makes export business nearly impossible. Cables are few and ineffective. Shipping directions are fair. Quotations are unchanged.

GOVERNMENT TO USE MILL STORAGE

KANSAS CITY, Mo.—Of the total public elevator stocks of wheat in Kansas City, amounting to 23,500,000 bus, estimated to be owned by the government agency. Included in the latter total is approximately 7,500,000 bus delivered on December contracts. The local stock of wheat is steadily increasing, with only a narrow margin of storage space in public houses now available. Of local mill storage of approximately 10,000,000 bus, only about one half is filled. The government agency is arranging to use a considerable part of available private mill storage.

RECORD OMAHA WHEAT RECEIPTS

OMAHA, NEB.—The year 1930 was the biggest year in the history of the Omaha Grain Exchange, so far as receipts of wheat were concerned, and in only one previous year, 1918, were total receipts of all grains larger. A total of 44,664,000 bus of wheat came into this market in 1930, compared with 41,185,600 in 1929, the next biggest year. Receipts of all grains were 78,205,000 bus, against 73,920,200 in 1929. Considerably more corn was received in 1930 than in 1929, but receipts of oats, rye and barley were smaller.

FINE SOUTHWEST WHEAT PROSPECT

KANSAS CITY, Mo.—J. F. Jarrell, chief of the agricultural department of the Santa Fe Railroad, in his January wheat report, comments on the promising condition of fall sown wheat over all southwestern territory covered by the Santa Fe. Wheat in Kansas, he says, is furnishing the best winter pasturage in many years. Mr. Jarrell estimates that between 25,000,000 and 35,000,000 bus will be used this year for stock and poultry feed in Kansas, as compared with an estimated total of 4,000,000 bus last year.

TOM L. BRIGHT MARRIED

Tom L. Bright, of the Kansas City office staff of THE NORTHWESTERN MILLER, and Miss Mildred Kohr, daughter of Mr. and Mrs. Harry F. Kohr, of Kansas City, were married at Los Angeles on New Year's day. Mr. Kohr, who is exchange editor of the Kansas City Star, and his family, are spending several months on a vacation in California. Mr. Bright made the journey to Los Angeles by airplane.

SORRY

A meeting of the executive and sales staff of Town Crier Food Products, Inc., held in Kansas City recently was inadvertently referred to in a news story in this paper as a meeting of the staff of the Midland Flour Milling Co. The Town Crier corporation is a subsidiary of the Midland company, distributing a special self-rising flour under the parent company's leading brand.

MISSOURI INCREASES ACREAGE

The state of Missouri responded to the plea of the Federal Farm Board to reduce acreage by sowing 1,668,000 acres, an increase of more than 10 per cent over the 1929 fall sowing. Some part of the increase doubtless is to be accounted for on the score of winter pasturage, but fields which look promising in the spring undoubtedly will be permitted to stand for harvest.

LOW WHEAT FEEDING ESTIMATE

Replies to an inquiry conducted by the Shellabarger Mill & Elevator Co., in Kansas west and northwest of Salina, indicate that about 8 per cent of this year's wheat crop will be used for animal feeding. The territory is one of large wheat acreage but limited animal population.

Southwestern Flour Output

THE following table shows the flour production, in barrels, of a group of representative southwestern mills, together with figures covering production at principal centers, for the calendar year ended December 31, 1930. Production for the two previous years is given for comparison.

	Annual capacity		Output	
	1930	1929	1930	1929
Southwest	16,372,500	10,437,318	10,874,369	10,337,602
Kansas City	9,435,000	7,775,135	7,928,034	7,565,288
Wichita	3,128,000	1,867,755	1,574,737	1,820,527
Salina	2,400,000	1,909,536	1,993,095	1,935,823
St. Joseph	2,370,000	877,085	1,527,275	1,373,141
Atchison	1,577,000	1,642,721	1,483,136	1,371,757
Omaha	1,365,000	1,259,694	1,151,761	1,247,591

CENTRAL AND SOUTHERN STATES

WILLIAM H. WIGGIN, MANAGER

5-45-545 Board of Trade Building, Toledo, Ohio

Correspondents at Atlanta, Evansville, Indianapolis, Nashville
and Norfolk

Cable Address: "Palmking"

The Central States Milling Situation

THE old year made a quiet exit in the milling business. Sales of flour had declined to about the vanishing point, but operation of mills held up surprisingly well at the reduced rate at which they have been going, and one mill was found that was operating full time, not closing even for New Year's Day. Right after the turn of the year, there came an unexpected rush for millfeed, with the undertone strengthening, and some mills advancing prices slightly. The sale of flour also showed signs of picking up.

The year 1931 is here. It may hold some unexpected disclosures. It is expected to be better than 1930. For one thing, it may reveal more definitely the probable fate of the Federal Farm Board and the Agricultural Marketing Act, and the whole set-up of activities based upon it, which have been so disturbing to the established processes of handling grain and milling. There are those who expect the whole thing to blow up, not merely by its own absurdities and the outrage it does to American institutions and sound economic principles, but, singularly enough, from the opposition and insurrection of the farmers themselves—the very class it was designed to help, without their consent, by their self-appointed political friends.

Optimistic Blah.—The economic ballyhoo is falling into temporary disrepute and becoming taboo. It is said that there are fewer business forecasts for the coming year than usual and that conservative bankers and business men are less inclined to talk. The people are "fed up" on propaganda and optimistic blah. There is criticism of the earlier optimism emanating from Washington, which was proven by subsequent events to have been premature and misleading, doing more harm than good.

One whose contacts give him a knowledge and insight into the working of the Agricultural Marketing Act, at least as it has been handled, may not come so readily as otherwise to a confident belief in the near-by return of prosperity. There is a new element in the situation which has never obtained in previous similar crises. It may turn out to have considerable weight, or the country may be big enough to go ahead in spite of it and to carry the load of the handicap. The whole problem is complicated by the presence of the government in business on a scale never dreamed of heretofore.

Engenders Fear.—Its activities in agricultural products have resulted in an effort to maintain wheat prices at an artificial level. It is an insidious and far-reaching influence, and many men of experience are fearful that it may ultimately bring on a panic the like of which the country has never before seen. Everybody is fearful of what may happen. They are not disposed to let light-headed theorists of the kind responsible for this condition and of the inflation which preceded it, talk them out of their caution. Congress and the administration at Washington have been drifting toward socialism and bolshevism for years, and America is being Russianized. So the independent business man must take care of himself as best he can under adverse conditions.

The Constitution of the United States has been progressively undermined and subverted through interpretations responsive to the spirit of the times, and under pressure of changed conditions, without full knowledge of their implications. The movement has gained such speed and headway that at last there is the spectacle of the government, through its agents, actively engaged in taking

business away from whole groups and classes of its citizens, by the use of the citizens' money, and turning it over to more favored groups.

An Uneconomic Force.—It is these elements in the situation at the opening of the new year that make it without precedent and that invalidate the customary standards for gauging probable recovery. The milling business, without these extraneous influences, should do well in hard times, although it has suffered from the competition of other foods which formerly did not exist in the same competitive way, and from attacks on white flour.

Flour Prices.—Soft winter wheat standard patent flour was quoted, Jan. 2, at \$4.25@4.35, local springs \$4.60, and local hard winters \$4.55, in 98's, f.o.b., Toledo or mill.

FLOUR OUTPUT

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

	Weekly capacity	Flour output of ac-bbls	Pct. of activity
Dec. 25-Jan. 3...	121,950	81,250	66
Previous week ..	124,950	77,121	61
Year ago	117,900	63,812	54
Two years ago...	130,520	70,989	56
Three years ago.	139,710	72,467	52

LIGHT DEMAND AT NASHVILLE

NASHVILLE, TENN.—Light demand featured the flour trade at Nashville and in the Southeast last week. Millers usually look for slow trade through the Christmas holidays, and were not disappointed the last 10 days in December. However, business was about normal for the season, and was larger than a year ago. Aggregate shipments were nearly 50 per cent of capacity of mills, although about 30 per cent smaller than for the preceding week. Current sales were about 25 per cent of capacity.

Millers are now looking forward to 1931, expecting no great change. "Everybody's stocks are low now, and they have got to buy flour," said one dealer. Buying on a current basis is anticipated, as there is no disposition to purchase on a liberal scale. Conservatism has been the order now for some months. There has been practically no change in prices asked for flour. Quotations, Jan. 3: best soft winter wheat short patent, 98-lb cottons, f.o.b., Ohio River stations, \$5.75@6.25 bbl; first clears, \$3.75@4.25.

Rehandlers of Minnesota and western flours had light business, but were looking for an increase before the middle of

January, counting on low stocks to improve business. There was a trend toward larger stocks at Nashville during December, with supplies still materially below last year. Blending trade is quiet. Quotations, Jan. 3: spring wheat short patent, 98-lb cottons, delivered at Nashville, \$5.25@5.75 bbl; standard patent \$5 @5.25; hard winter wheat short patent \$4.50@5; standard patent \$4.25@4.50.

FLOUR OUTPUT

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

	Weekly capacity	Flour output of ac-bbls	Pct. of activity
Dec. 25-Jan. 3...	106,620	59,931	56
Previous week ..	109,620	63,247	58
Year ago	113,220	46,960	41
Two years ago...	115,120	48,835	42
Three years ago.	133,620	69,059	52

BETTER SALES IN ATLANTA

ATLANTA, GA.—As soon as the inventory period closes short stocks will necessitate re-entry into the market by many. Jobbers already are buying again in scattered lots, but bakers seem well supplied for the present. Shipping directions are fairly good for small, outstanding contracts. Flour prices advanced 10@20c bbl as feed prices dropped to new low levels. Quotations, f.o.b., Atlanta, 98-lb cottons: soft winter wheat, short patent flour \$5.75@6 bbl; standard patent \$5.25@5.75; straight \$4.75@6, first clears \$4.50@4.75; hard winter wheat, short patent flour \$4.75@4.85, standard patent \$4.45@4.55, straight \$4.30@4.40; spring wheat flour, \$5.85@6.80; standard patent, \$5.70; first clears, \$4.85.

SALES BETTER AT EVANSVILLE

EVANSVILLE, IND.—Steady improvement was shown during the past week in all departments, excepting exporting, which is still stagnant. Shipping instructions were good. Prices are unchanged. Quotations, Jan. 3, 98-lb sacks, car lots, f.o.b., Evansville: soft winter wheat best patent \$6 bbl, first patent \$5.50, 95 per cent \$5; Kansas hard winter short patent \$6, first clear \$4.50@4.75, second clear \$4.25@4.50.

NORFOLK TRADE INACTIVE

NORFOLK, VA.—Flour trade has been inactive, due to the holiday slump. Very little change is noted in prices. Quotations, Jan. 2: northwestern springs, top patents \$5.60@6, second patents \$5.15@5.40; top soft winters \$5@5.40, second patents \$4.75@5; Kansas top patents \$5 @5.40, second patents \$4.75@4.90; Virginia and Maryland straights, \$4.50@4.60.

BAKER'S WILL TO PROBATE

Owosso, Mich.—The will of Charles C. Ward, president of the Owosso Baking Co., who died at his home here Dec. 16, has been filed, and shows an estate estimated at upwards of \$200,000. The Detroit Trust Co. and his widow, Mrs. Dorothy Ward, are executors and trustees. His two homes are left to Mrs. Ward, and a trust fund is set up for his mother, Mrs. Carrie Ward.

NEWS and PERSONAL

G. E. Johnson, assistant treasurer of Igleheart Bros., Inc., Evansville, has been in New York.

Curl W. Sims, head of the Sims Milling Co., at Frankfort, Ind., has been appointed postmaster of his home city.

Edgar Igleheart, of Igleheart Bros., Inc., has returned to Evansville from a holiday's stay with his family at Miami, Fla.

Joseph P. Lackey, manager of the grain and feed department of the National Milling Co., Toledo, was in Chicago recently.

Ralph Missman, manager of the Sunnyside Mills Co., Evansville, spent the Christmas holidays with his family at Miami, Fla.

Otto C. G. Roller, of the Boonville (Ind.) Milling Co., with other officers of Boonville's first Chamber of Commerce, has been inducted into office.

Cyrus S. Coup, vice president and general manager Northwestern Elevator & Mill Co., Toledo, returned last week from a visit with his daughter who lives in St. Louis.

Earl L. Campbell, of Indianapolis, has been appointed manager of the Teggart bread bakery division of the Continental Baking Co. He has been connected with the company about 18 years.

E. N. Fairchild, who recently resigned as vice president and general manager of the Fairchild Milling Co., Cleveland, Ohio, expects to spend the next two or three months in Florida, and will probably be located at Buffalo, N. Y., on his return.

FEED INDUSTRY GROWTH SHOWN IN 1930 CENSUS

Number of Plants Increased 65.1 Per Cent Since 1927, Products Value \$8.5, Wage Earners 35.8 Per Cent

WASHINGTON, D. C.—Expansion of the prepared feeds industry during the two-year period between 1927 and 1929 is shown by the 1930 Census of Manufactures. The number of plants grinding or mixing prepared feeds for animals and fowls increased by 291, or 65.1 per cent, during the two years, while the value of the products increased 38.5 per cent.

The total output of prepared feeds in 1929 amounted to \$502,333,000, as compared with \$390,560,000 in 1927. The 1929 production consisted of 7,188,000 tons of prepared feeds made chiefly from grain, valued at \$327,697,000. Prepared feeds made from ingredients chiefly other than grain had a total value of \$166,409,000, and 314,000 tons of alfalfa meal produced had a value of \$8,926,000.

Establishments engaged primarily in the manufacture of prepared feeds, in 1929, produced \$379,472,000 worth of the products, and plants turning out prepared feeds as secondary products accounted for a volume valued at \$122,860,000.

In 1929 there were 738 establishments producing prepared feed, compared with 447 in 1927. The wage earners in 1929 averaged for the year 10,169, as against an average of 7,632 in 1927. These were paid \$13,179,000 in 1929 and \$9,703,000 in 1927, an increase of 35.8 per cent for 1929.

For materials, containers for products, fuel and purchased electric current the manufacturers in 1929 paid \$338,281,000. In 1927 the outlay for these items was \$244,676,000. The values added in the manufacturing processes in 1929 reached \$76,957,000 as compared with \$55,117,000 in 1927.

Reckoned on the money value of the products, the output of establishments primarily engaged in the manufacture of prepared feeds increased 33.7 per cent in 1929 over 1927, while the increase was 15.1 per cent for the establishments producing prepared feeds as secondary products.

Prepared feeds made chiefly of grain totaled 7,188,000 tons in 1929 and 6,894,000 in 1927, a gain in 1929 of 4.3 per cent; other prepared feeds, ingredients chiefly other than grain, had a total value of \$166,409,000 in 1929 and \$72,518,000 in 1927, an increase of 129.4 per cent for 1929. Production of alfalfa meal in 1929 was 314,000 tons, compared with 259,200 in 1927, an increase of 12.1 per cent for 1929.

NASHVILLE BLENDER BANKRUPT

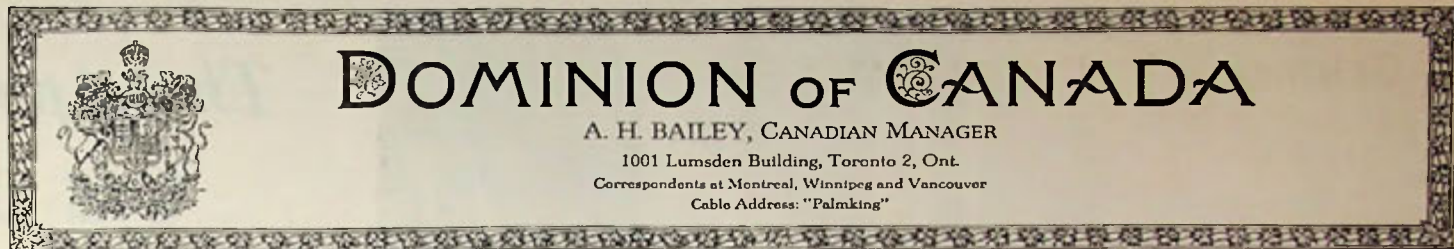
NASHVILLE, TENN.—Wautauga Milling Co., large self-rising flour blending concern, has filed voluntary petition in bankruptcy in United States district court. H. R. Young, lawyer, has been made receiver. Schedules of liabilities and assets were not filed with the petition, but the deficiency is said to be several hundred thousand dollars. F. J. McCarthy is president of the company, and organized it several years ago. Capacity for blending is about 2,500 bbls of flour daily.

FIRE DESTROYS ATLANTA SHOP

ATLANTA, GA.—The Sunlite Electric Bake Shop, at the corner of Broad Street and the N. C. & St. L. viaduct, Atlanta, was destroyed by fire on Jan. 1, as the five-story building in which it was located was completely gutted. Manager Arthur L. Anderson declared that all stock, fixtures, and equipment were a total loss. A new location will be found at once, he said.

GROCERY WHOLESALER OUT

EVANSVILLE, IND.—The Parson-Scoville Wholesale Grocery Co., distributors of flour, one of the oldest firms in Evansville, has gone out of business. Albert Severinghaus, company official, is now in charge of the distributing supply house here of the Independent Grocers' Alliance.



DOMINION OF CANADA

A. H. BAILEY, CANADIAN MANAGER

1001 Lumsden Building, Toronto 2, Ont.

Correspondents at Montreal, Winnipeg and Vancouver

Cable Address: "Falmking"

The Canadian Milling Situation

SPRING wheat flour sales suffered from holiday conditions, and very little business was done. Buyers anticipated their needs earlier in the month. The new year promises a steadier volume of business. Prices have not changed. Quotations, Jan. 3: top patent, \$5.20; patent, \$4.95; second, \$4.60; export patent, \$4.30; first clears, \$3.60; graham and whole wheat flour, \$4—all per barrel, in 98-lb jutes, freight paid, mixed cars, less 10c bbl discount for spot cash, plus cartage if delivered.

Ontario Winters.—Country mills report poor demand for soft winter wheat flour. Montreal and the eastern buyers were out of the market. Better conditions are now expected. Soft wheat is scarce, and farmers are not anxious to sell. Quotations, Jan. 3: fancy patent winters, in mixed cars to the trade, \$5.30 bbl, jute; 90 per cent patents, in buyers' bags, basis seaboard freights, \$3.10; in second-hand jute bags, car lots, Montreal or Toronto rate points, \$3.30.

Exporting.—Sales over the holidays were light, all markets slackening interest. Flour from Russian wheat is said to be driving competing kinds off the United Kingdom and European markets. How long this will last remains to be seen. Canadian mills are offering regularly to all over-sea buyers, but are advised that competing prices are lower, sometimes to the extent of shillings. Prices of Canadian mills for export patent springs are now about where they were a week ago, but in the interval they have been 6d to 1s lower. Quotations, Jan. 3: mills are offering at 19s 6d per 280 lbs, jute, c.i.f., London or Liverpool, January-February seaboard loading; Glasgow 3d over.

Winter wheat flour for export is purely nominal. No quotations are available. The value would be around 21c@22s per 280 lbs, jute, c.i.f., London.

DULLNESS HITS WESTERN MILLS

WINNIPEG, MAN.—Flour business slowed down during the holidays in both export and domestic markets, and some of the large western mills were practically idle. European trade showed no improvement from the dullness of the past month, and reports from the United Kingdom to millers here indicate that Canadian flour cannot compete, even at present low levels, with the mills abroad which have secured quantities of cheap Russian wheat. Prices dropped 30c bbl, Jan. 5.

For delivery between Fort William and the Alberta boundary, top patent springs were quoted, Jan. 5, at \$4.95 bbl, jute, and seconds at \$4.35; cottons 15c more; Pacific Coast points 50c more. Second patents to bakers were quoted at \$4.35, car lots, basis jute 98's.

PRAIRIE MILLS CUT PRICES

VANCOUVER, B. C.—A year of many surprises in the domestic flour trade here has drawn to a close, and the immediate outlook is not at all clear. Sales during 1930 were considerably smaller than in the previous year, due mainly to the series of price declines which left buyers in a disturbed state. The price on Dec. 31 was just \$3.75 under a year ago.

During the last week of the old year, local milling companies operating in the domestic trade faced a considerable amount of price-cutting from prairie mills. In addition, business was generally disrupted by the Christmas holidays, and sales were about average. One Saskatchewan mill disposed of several carloads of flour, made up chiefly of average bakers' patents at prices from 40c

to 50c bbl under local quotations. Most of this business went to chain stores.

While flour prices dropped to new low levels during the past year, millfeeds also fell to the lowest point on record, with flour mills only operating at from 50 to 60 per cent of capacity. The increased costs of milling on this basis reduced the miller's margin of profit to nearly an absolute minimum.

There was no change in domestic prices last week. First patents are worth \$5.75, cash, car lots, in 98-lb jutes; standard patents, \$5.45; second patents, \$5.15, and export second patents \$4.75. Pastry flour is unchanged at \$6, with American distributors quoting 30c under the local figure.

CONSOLIDATED FIRM BUYS BAKERY

TORONTO, ONT.—The Consolidated Bakeries of Canada, Ltd., recently acquired the Palmer Baking Co., Ltd., Chatham, Ont. This addition brings the total of plants controlled by this company to 15 of which five are in Quebec and 10 in Ontario. The plants owned and operated

by Consolidated Bakeries are James M. Aird, Ltd., Montreal; Dent Harrison & Sons, Ltd., Westmount; James Strachan & Sons, Ltd., Montreal, Quebec and Three Rivers; Ideal Bread Co., Ltd., and Nas-smiths, Ltd., Toronto; Ideal Baking Co., Ltd., Hamilton; Neal Baking Co., Ltd., Windsor, London, Sarnia and St. Thomas; Norris Bros., Ltd., St. Thomas; Stocks Bread, Ltd., Peterborough; Palmer Baking Co., Ltd., Chatham.

FEED MILLER IN ACCIDENT

TORONTO, ONT.—Howard W. Adams, manager of the Pratt Food Co., Ltd., Guelph, Ont., was in a motor accident recently in Guelph when his automobile skidded on an icy pavement. Mrs. Adams, who was with her husband, sustained injuries and was removed to a hospital.

BROKERAGE OFFICE OPENED

TORONTO, ONT.—W. C. Duncan, formerly export manager for the Maple Leaf Milling Co., Ltd., Montreal, is carrying on a flour and feed brokerage business for his own account in Toronto. Mr. Duncan is widely known in the trade.

James Richardson & Sons, Ltd., Open New Toronto Offices

By A. H. Bailey

TORONTO, ONT.

WITH the advent of the new year James Richardson & Sons, Ltd., opened new Toronto offices in the Canadian Bank of Commerce Building, now completed and ready for tenants. This is one of the largest and finest office buildings in Canada, its site on King Street being in the very center of the business section of Toronto.

James Richardson & Sons, Ltd., have always been foremost in the grain trade of this city and the occupation of these new and beautiful premises only serves to accentuate the company's eminence in the field of business where it has specialized for many years. As a matter of history this is the pioneer of all existing concerns in the grain trade of Canada. It had its origin in Kingston, Ont., over 70 years ago when the grandfather of its present head founded the business there. Kingston was then the most important grain shipping port in Canada. From the first the business has been dominated by the highest principles of integrity and in three generations of

family ownership it has never had a stain upon its honor. In that time there have been many changes in the character of the Canadian grain trade and many periods of unsettlement but in all its active career this company has never failed to meet such changes with a courage and foresight that overcame every difficulty and measured up to every opportunity.

James Richardson was one of the first to see the possibilities of western Canada as a coming factor in the world's markets for wheat and from the earliest years his company has led in the development of Winnipeg as a grain center. Later, the head office was moved to Winnipeg and it is there that the present James Richardson, as president and general manager, makes his headquarters, though he still maintains a close personal association with Kingston, his native city. Through its branches from coast to coast every kind of grain business is carried on. It is in the elevator trade, cash grain, grain shipping, grain brokerage and maintains at Winnipeg and further west its own radio broadcasting stations

BREVITIES in the NEWS

J. L. V. Mallette, who is now in the flour brokerage business in Montreal, visited Toronto last week.

The 75-bbl plant of the Beach Milling Co. at Iroquois, Ont., burned, Dec. 30, with a loss estimated at \$60,000.

Production of rolled oats and oatmeal by Canadian mills in the first four months of the crop year beginning Aug. 1 totaled 55,228,723 lbs as against 51,380,566 in the corresponding period of 1929.

Ontario winter wheat is scarce. Dealers are poorly supplied. Better prices would improve deliveries, as farmers in some parts are holding back some of their crop for later sale, when and if

the market rises. At present, mills are offering 65c bu for good milling wheat at their doors.

Theophile Viau was recently appointed president of the Viau Biscuit Corporation, Montreal, succeeding the late Hon. J. L. Perron. Albert Hudon was elected vice president succeeding Mr. Viau.

In the first four months of the present crop year, Canadian mills ground 30,322,239 bus of wheat from which the production of flour was 6,780,124 bbls. Last year's corresponding figures were 26,997,375 bus of wheat and 6,045,939 bbls of flour. The increase this year is due to a larger export flour business, amounting to 2,967,544 bbls, as against 2,227,704 a year ago.

from which news of the markets is distributed to every country in the world that cares to listen in.

This Toronto office engages mostly in service to millers and retail feed merchants of Ontario. An office has been kept here for many years and the present head of the company served a part of his apprenticeship to the business as manager at Toronto. From a single room in the old Board of Trade Building on Front Street the business has passed through various stages of growth until this latest development finds it installed in one of the handsomest business suites to be found anywhere in Canada.

The manager at Toronto is V. C. Green who has been in charge here since 1922 and like all the officials of this company is a product of its own service in his training and knowledge of the trade. He has as his chief assistant E. D. Sullivan; N. B. McCausland is in the futures department and A. J. McKee deals with sales. The trading room is under the management of A. S. Verral.

It would be a pleasure to go into the history of this great commercial enterprise at greater length. In its details this is one of the romances of Canadian business and would cover almost the entire period of the country's commercial activity. Some day we hope to tell this story as it should be told.

GARNET WHEAT STUDIED

WINNIPEG, MAN.—Milling and baking tests conducted by Dr. H. K. Larnour, of Saskatchewan University, on samples of Marquis and Garnet wheat grown on adjacent plots in the years 1927, 1928 and 1929, were the subject of a paper given before a recent meeting of the Canadian Society of Technical Agriculturists. It was found that the Garnet wheat generally was lower in protein and in baking quality. The difference in protein content seemed to be more pronounced when weather conditions were favorable to high yield and low protein. When grown under dry conditions, there was little average difference. A study of a large number of samples of the 1929 crop on the basis of protein content led to the conclusion that in general Marquis and Reward wheat were decidedly superior to Garnet of the same protein content, when baked by the bromate formula. In respect to blending value, Marquis and Reward are nearly equal, and both are very much superior to Garnet of the same protein content. It was concluded, therefore, that in respect to protein, there exists a real qualitative difference between Garnet and the other two varieties.

WHEAT FEEDING BRINGS HIGH PRICES

TORONTO, ONT.—A bulletin issued by the Dominion department of agriculture, Ottawa, states that farmers in western Canada are obtaining \$1.22 bu for frozen wheat fed to hogs. The department has been giving special attention to marketing such unsalable wheat through hog feeding, with the result that such prices are now being realized for frozen wheat and a value of 89c bu for barley.

INTEREST IN OATMEAL FOR EXPORT

TORONTO, ONT.—There is beginning to be a little interest in Canadian oatmeal and rolled oats for export. Some inquiries have been received, and it is understood that a certain amount of business has been done. The only authentic figure mentioned in the way of price is 29s per 280 lbs for oatmeal, London basis.

The Apothecary Old Grind



Weighing and Bagging Room in an Old-Time American Gristmill

(Continued from page 11.)

riod, milling was a monopoly of the monks and barons in many parts of England. They used querns for grinding, and were entrenched in their rights by the milling-in-soke practice which gave them the exclusive privilege of making all the flour in the district and exacting tribute from its consumers.

The quern was a simple utensil, easily constructed; therein lay the weakness of the vested monopoly. The English peasants who planted and raised the wheat very naturally thought they had an inherent right to make as much flour as they required for their own uses; the lease and the authority back of it said otherwise.

Resenting the exactions of the monks, who were sometimes extortionate in their tolls, the peasants, with characteristic British stubbornness, made their own querns secretly and produced their flour in hidden places. This led to a petty warfare between the monks and the people which continued more than a century.

Among the many recorded contests for the suppression of private handmills is conspicuous a conflict at St. Albans' Abbey, Cirencester. It began in 1274 and lasted many years. The abbot, being

lord of the manor and owning milling rights over the entire town, began by compelling the burgesses to deliver up to him their querns, agreeing that his miller should solemnly take oath to be honest and that, in case of dispute, an immediate inquest on the matter should be held in the manorial court before 12 jurors.

This arrangement was amicably maintained for 60 years, until the townsmen rebelled and successfully besieged the abbey, extracting from their lord a charter of liberties which did not, however, include a clause freeing them from compulsory grinding at the abbey mill.

Nevertheless, they immediately set up their querns and proceeded to do their own milling. For six years the wily abbot hid his time, and then, descending in force upon the town, he confiscated all its querns, broke them up and used the pieces for paving the floor of his private sitting-room in token of his victory.

He and his successors walked over this floor for more than half a century, until, in 1381, during Wat Tyler's rebellion, the townsmen again attacked the abbey, tore up the floor of the sitting-room and distributed the fragments among the ten-

ants of the manor. Their triumph was brief, for the abbot's bailiffs raided the town and carried off the querns again. The burgesses brought an action against the abbot at Cirencester assizes, which was exactly what he wanted. He made the simple defense that he was lord of the manor, and the plaintiffs were legally bound by their leases to grind at the abbey mill.

As this was true, the justices had no alternative but formally to decide that, as tenants of the abbey, the complainants must come to terms with the defendant. As a result, 20 crestfallen townsmen executed a deed on behalf of themselves and their fellow citizens admitting they had made a false complaint, and agreeing to pay the abbot a fine of 100 marks (about \$330) and thereafter to grind at the abbey mill.

In another recorded instance, the Vale Royal, Cheshire, owned the milling rights of the neighboring town of Darnhall, under a charter granted by Edward I, in 1299. As a result of a rebellion against compulsory milling, a number of prominent citizens were led before the abbot with straw halters around their necks.

Ten of them were sentenced to forfeit their goods and cattle to the abbot; the remainder were paraded before him and received his full pardon in solemn assembly. On this occasion, the abbot graciously returned to them £6 out of a sum of £10 which the poor wretches had collected to offer as atonement for their transgression.

The struggles between the people and the abbots and lords of England during the thirteenth and fourteenth centuries are but modern instances in the long history of flour milling, that most ancient trade. Before the quern came the mortar, back of that the saddlestone, the first grinding mill. Still further back, reaching into prehistoric ages, came various crude forms of hollows and crushers in which wheat was turned into flour by a process of rubbing and pounding.

PREHISTORIC MILLING

Stones evidently used for making flour have been discovered in prehistoric excavations. There is no recorded instance of wheat growing wild. It has always been planted, cultivated and harvested by man, and has accompanied him upward in his long and toilsome march from the Stone Age to the present. Some

form of milling has necessarily always followed its growth.

Although the origin of the wheat berry is unknown, its cultivation is apparently coeval with the birth of civilization, using that word in the sense of the transition of primitive peoples from the nomadic to the settled life. It is the subject of identical legends in widely separated lands.

The ancient Egyptians spoke of Osiris, the Nile god, as having taught the dwellers in the Nile Valley the use of the plow. Greek and Roman mythology is full of tales of gods and demigods descending to earth to teach men the use of wheat. The Chinese hold that wheat was the direct gift of heaven, and there is evidence to show that they cultivated this cereal 2700 years before the beginning of the Christian Era.

Although China is known as a nation of rice eaters, the demand for flour made from wheat has been increasing in modern times. While there are a number of large flour mills in China, this demand has been largely met by the American millers of the Pacific Coast. It is interesting and significant that the masses in China are turning from the consumption of rice to that of wheat flour, and the expansion of this demand is one of the possibilities for a vast enlargement of the American export flour trade.

Japan raises no wheat, but the tendency of its population is also toward



A Predynastic Egyptian Saddle Stone



Room with Hand Mill Excavated

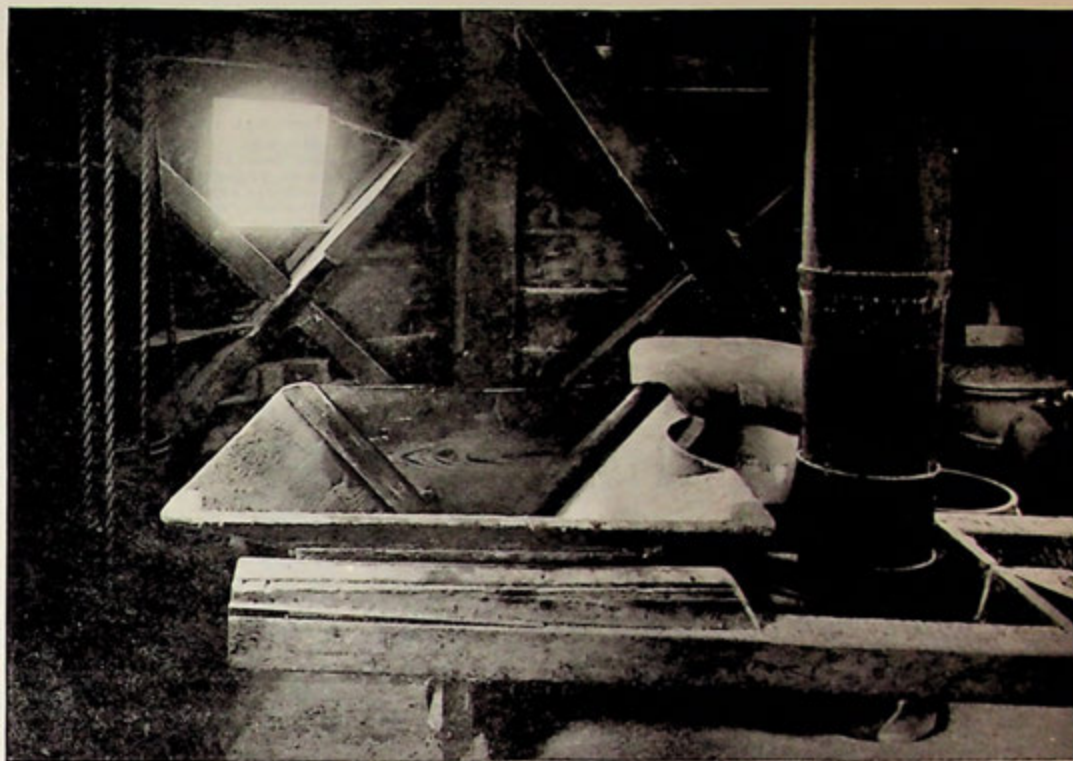
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the increased consumption of flour. This is being supplied by Japanese mills grinding imported wheat. It is notable in Asia, as it has always been elsewhere throughout the world, that the spread of western civilization brings about an increased demand for the staple food of that civilization: bread made from wheat flour.

The antiquity of wheat culture in Europe is beyond question. There is reason to believe that the lake dwellers of Switzerland were growing a species of wheat. Its grains were very small and, although presenting a great affinity to, were by no means identical with, any variety of wheat grown today. A prehistoric wheat of this kind has been discovered at Aggtelek, in Hungary. Antiquarians believe it was grown there in the Stone Age.

While the original home of wheat is unknown, Mesopotamia seems to have the best claim to the distinction. Herodotus speaks of the marvelous fertility of this region, which yielded a hundred fold to the sower of grain; an evidence of the good reputation of the Euphrates and Tigris valleys as wheat fields in his day. As the Garden of Eden is supposed to have been somewhere in this vicinity, perhaps it is permissible to imagine that wheat originated there along with the trouble bringing apple.

If this conjecture be possible, it is gratifying to us millers to remember that



Hopper and Upper Stone of a Mill That Still Grinds Its Grist

the eating of flour was not interdicted, and made no trouble. It was the apple that caused the original fall.

THE STORY OF WHEAT AND FLOUR

The story of a grain of wheat must be, at the same time, the story of a sack of flour. It tells of man's long struggle for plenty; the response of nature to her children's demand for food; the emergence of mankind from savagery when, regardless of anything save the pangs of hunger, the first miller plucked the berry from the stalk, and using his teeth for millstones, ground grist for a customer who would not be denied—his stomach.

Thence onward, growing more sophisticated and taught the need of forethought by dire experience, man planted and reaped his slender crop in the most primitive manner; he pounded out his poor stock of wheat in a rude mortar with a rugged pestle, putting by his surplus of rudimentary flour against a time of need which was sure to come.

Then came larger fields, planted in more generous measure and cultivated by clumsy, yet still improving, tools, with greater crops following more intelligent handling. Poor fields at best, telling a pathetic story, as we look back on them from the civilization of today, yet dear to the pioneer farmer.

Sometimes they were tilled by slaves driven to labor by blows; more happily and more often they were cultivated by honest yeomen, who first wrested their land from Nature and then defended their crops from prowling beasts, marauding soldiers, thieves by night and oppressors by day; finally achieving a harvest from which, after paying tithes and taxes, something—barely enough to keep body and soul together—remained for the grower's use. Then, to the medieval miller, with his creaking windmill, grinding out grist on ill-dressed stones with clumsy machinery, curiously inadequate.

Thus came about the era of black bread, coarse and dirty, fit only for strong teeth and the digestive apparatus of a rugged, outdoor man. The black bread times when the flour was dark and filled with impurities incident to primitive milling methods; when the peasant was overridden by his rulers, merciless in their treatment of the toiler.

Those wheat fields, eloquent of man's inhumanity to man, were often beaten to the ground by the tramp of armed

hosts just as the beautiful berry was reaching its maturity; the peasant farmer and his wife and children emerging from concealment to witness the ruin of their season's hopes, thankful to encounter starvation even, if they were left but a roof to cover them.

Then the years of failure and blight, when both Nature and man conspired against the wheat; when drouth and taxes scraped the fields bare and the man who planted them huddled hungry in his hut, thinking the murder and arson which later was acted to the ominous music of the "Ca ira."

So, by natural ways, sowing the wind, reaping the whirlwind, to the oft-repeated cry of "Bread or blood!" mankind told the story of wheat in sanguinary and imperishable characters which future generations dare not disregard; contemporaneously writing the story of human liberty; the striving to hold and enjoy that which the labor of man's hands had brought from the soil.

Then, in this story, come brighter chapters with the dawn of a higher and better civilization, and a less frequently interrupted peace. The beautiful wheat fields of modern Britain extending about comfortable homes, neat cottages and

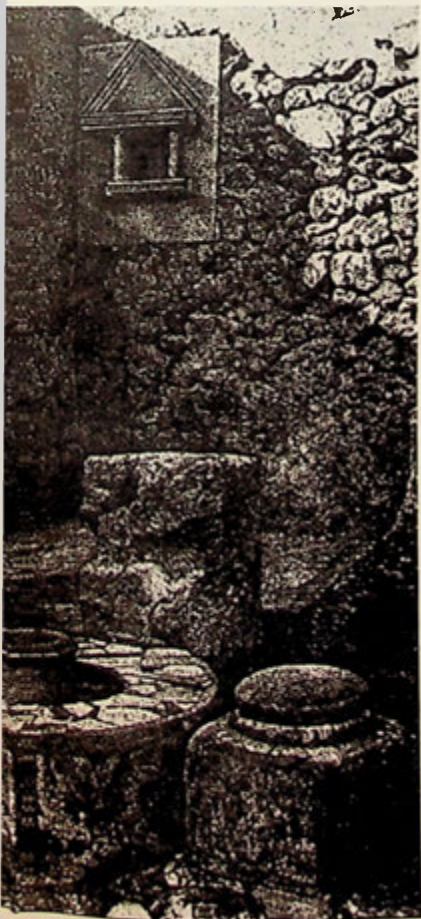
noble mansions; a land protected by just laws and governed wisely; her people safely guarded against oppression from within and invasion from without.

Rich fields, tilled industriously and yielding abundantly, the workground of a happy people, who labored to good effect. Their grain taken to mills of some magnitude, cleaned and scoured on somewhat scientific principles, ground into flour on millstones, giving a beautiful golden product from which was made a bread far superior to the black bread of the Continent.

WHEAT AND FLOUR IN AMERICA

The story then crosses a wide ocean, and is continued by that consistent wheat grower, the Anglo-Saxon, in a newer, wider and even freer land. The American chapter, still open and continuing, tells of the march of the pioneer from east to west, always accompanied by a larger expanse of wheat fields; of records made in wheat production, only to be broken by other and still greater ones; of a new nation reaching out to feed an older world; of vast systems of railway and steamship transportation supplying an increasing demand for bread

(Continued on page 52)



From the Ruins of Pompeii



Mill of Biblical Times Still in Use in Palestine

CHICAGO DISTRICT

SIGURD O. WERNER, CHICAGO MANAGER

166 W. Jackson Boulevard, Chicago, Ill.

Cable Address: "Palmking" Correspondent at Milwaukee

Market Situation Unchanged

THERE has been no change for the better in flour as yet, and no decided improvement is, or can be, expected until after inventory has been completed. Mill agents are hopeful that when this is over buyers will enter the market. They do not look for much deferred buying, as with market conditions as they are, and with a bad year behind them, flour users are not inclined to stock up heavily. Due to the fact that most buyers have confined their purchases to smaller amounts at more frequent intervals for some months, stocks are said to be quite low, and buyers will be forced into the market soon. Shipping directions continue fairly active, which is rather unusual for this time of year.

Spring Wheat Flour.—No improvement is expected by brokers and mill agents for another week or two, when they feel flour business should increase. Old orders are being reduced right along in a fairly satisfactory manner, and shipping directions have been freer than at this time in previous years. Jobbers are taking on small lots to fill in, and other flour users are cleaning up old orders before re-entering the market.

Hard Winter Flour.—Not much activity in southwestern brands is reported. Only scattered small lots are being taken by users who are in immediate need of flour. With inventory taking nearly completed, dealers are hopeful that by the middle of this month demand will improve considerably. Stocks are said to be low, perhaps the lowest for some years, and sellers therefore feel optimistic over prospects for better conditions. Shipping directions continue fairly free.

Soft Winter Flour.—There is very little interest in soft winters. Single car orders are being made by most agents, but pie and cracker bakers continue to display little activity. The month of December was most disappointing to all agents who handle soft winters, and they do not expect much improvement in the very near future. They believe users will continue their policy of buying as needed, and that only a few of the larger buyers will enter the market in a more substantial way.

Flour Prices.—Nominal quotations, basis Chicago, patents in cotton 98's and clears in jutes, Jan. 3; spring top patent \$4.45@4.85 bbl, standard patent \$4.25@4.65, first clear \$3.70@4.10, second clear \$2.50@3; hard winter short patent \$4.25@4.60, 95 per cent patent \$4@4.35, straight \$3.85@4.15, first clear \$3.60@3.75; soft winter short patent \$4.45@4.70, standard patent \$4.05@4.40, straight \$3.90@4.15, first clear \$3.50@3.70.

Durum.—The semolina market continues inactive. New business is negligible, and shipping directions are not very good. Quotations, Jan. 3: No. 2 semolina, 2½c lb, bulk; standard semolina, 2½c; No. 3 semolina, 2¼c; durum patent, 2¼c; special grade, 2½c.

FLOUR OUTPUT

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

	Output bbls	Pct. activity
Dec. 28-Jan. 2	27,888	70
Previous week	24,004	60
Year ago	34,805	87
Two years ago	35,483	89

MILWAUKEE BUYERS RESTING

MILWAUKEE, Wis.—The annual holiday spirit, combined with inventories, clean-up of old stocks, and the ever watching and waiting of the next move of the Federal Farm Board, still holds the Milwaukee flour market in a state of complete "rest." Buyers, having used up practically all of their stocks, became quite liberal with shipping directions for orders which have been on the books for

a considerable time. New orders are scarce. Quotations, Jan. 3, basis Milwaukee, patents in cotton 98's and clears in jutes: spring top patents, \$4.50@5.05 bbl, a 10c increase; standard patents, \$4.25@4.80, a 15c increase; first clear, \$3.75@3.95, a 25c decrease; second clear, \$2.50@3.35, a 5c increase. Fancy pastry flour showed no change, being quoted at \$4.25@4.80 per 100 lbs, packaged. Soft winter wheat flour is quoted at \$4.20.

Conditions in the southwestern flour field are running even with those for northwestern flours, with shipping directions being received on old orders. New orders are scarce. The same reasons hold true for both northwestern and southwestern offerings. The current range between northwestern and southwestern offerings has become 45c, compared with 10@15c bbl a week ago. Quotations, Jan. 3, basis Milwaukee, in cotton 98's: short patents, \$4.50@4.60 bbl, unchanged; standard patents, \$4.20@4.40, a 10c decrease; first clear, \$3.65@3.80, unchanged; second clear, \$3.10@3.35, a 15c increase.

MILWAUKEE STOCK COMMITTEE

MILWAUKEE, Wis.—With the securities market to open Feb. 2, the Milwaukee Chamber of Commerce has named its committee of seven to have charge of the operation of the market. E. J. Furlong, resident manager of Paine, Webber & Co., has been named chairman. Others on the committee are H. M. Stratton, vice president of the Donahue-Stratton Grain Co.; Kurtis R. Froedtert, president of the Froedtert Grain & Malting Co.; J. Victor Loewi, Morley Fraser, Sherburn M. Becker and George F. Ruez.

HIGH AND LOW FLOUR PRICES

In Chicago the high price of spring top patent flour during 1930 was on Jan. 4, at \$7; the low point was \$4.10 on Nov. 15 and 22. The high point on spring standard patent was \$6.70 on Jan. 4; low, \$3.90 on Nov. 15 and 22. The high point on hard winter short patent was \$6.65 on Jan. 4 and the low was \$4 on

NEWS GRIST in BRIEF

C. H. Williamson, of the J. C. Shaffer Grain Co., St. Louis, Mo., was a Chicago visitor.

E. K. Warner, of the Archer Daniels Midland Co., Minneapolis, was a recent Chicago visitor.

Harry Cowan, of Spencer Kellogg & Sons, of Minneapolis, stopped off in Chicago on his way back from a visit to his concern's offices at Buffalo.

J. G. Monroe, of the Larrow Milling Co., of Detroit, Mich., stopped off in Chicago on his return from Minneapolis, where he had spent the Christmas holidays.

Oscar F. Greiner, of Meyer & Greiner, Chicago mill agents, has returned from Davenport, Iowa, where he visited with friends and relatives during the holiday season.

Roy C. Walker, of the Chicago sales force of the Pillsbury Flour Mills Co., and Mrs. Walker, returned to Chicago, Jan. 2, from Minneapolis, where they had been visiting with relatives over the holidays.

Stocks of flour in Chicago public ware-

Nov. 15 and 22. The high point on soft winter short was \$6.75 on Jan. 11; low, \$4.10 on Nov. 15 and 22. The highest price for patent white rye was \$6.25 on Jan. 4. The low point was \$3 on Nov. 15.

ESTHONIA FORBIDS RYE IMPORTS

HAMBURG, GERMANY.—The Esthonian government has prohibited the importation of rye flour, the measure being taken in order to strengthen the position of the government rye monopoly. Until now, rye imports have been allowed to an extent equivalent to the amount of native rye purchased. The prohibition will be a hard blow to Poland and Germany, both of which shipped a large part of their exports to Esthonia. The government of Esthonia also has set aside 5,000,000 crowns (\$1,340,000) for state rye purchases.

CHICAGO FLOUR CLUB PLANS

CHICAGO, ILL.—A luncheon meeting of the board of directors and president's committee of the Chicago Flour Club was held, Dec. 22. Feb. 6 was selected as the date for the next meeting, which will be strictly a business one. An invitation will be extended to Edward Knighton, president of the National Federated Flour Clubs, New York, to be the guest of honor. At that time plans also will be submitted for another large dinner meeting to be held in April. A number of other important business matters will be brought up for action.

THEODORE SWANN IS HONORED

Theodore Swann, head of the Swann Corporation, which owns the Provident Chemical Works, phosphate manufacturers, was recently elected president of the Birmingham (Ala.) Post of the Army Ordnance Association. Peacetime preparedness for the emergencies of war, particularly in regard to the manufacture of munitions and supplies, is the purpose of this organization which is composed of leading industrialists and manufacturers.

WANT EARLY QUARTERLY REPORTS

The Millers' National Federation is making a strong effort this year to have reports of wheat stocks and mill operations issued earlier, and announces that Jan. 17 is the dead line for sending reports to headquarters in Chicago. Data received after that time will not be included in the report for Dec. 31.

VISITS MISSOURI MILLS

A. L. Chandler, of Chicago, Millers' National Federation accountant, is on a two weeks' trip in Missouri, where he is calling on and consulting with millers.

houses and freight yards were 23,300 bbls on Jan. 1, according to F. C. Sicking, official flour inspector. This compares with 25,600 bbls on Dec. 1, and 28,100 on Jan. 1, 1930.

W. E. Albright, manager of the Minneapolis-Larabee Flour Co., of Chicago, has been confined to his home the past week due to illness. The latest reports are that he is making good progress and no doubt will return to his office some time this week.

During the week of Dec. 29-Jan. 3 the following millers were in Chicago and visited the headquarters of the Millers' National Federation: C. L. Jacobson, of the Lexington (Neb.) Mill & Elevator Co.; A. L. Gilster, of the Gilster Milling Co., Chester, Ill.; H. A. Anderson and Joseph P. Lackey, of the National Milling Co., Toledo.

For the first time in years, the Milwaukee Chamber of Commerce missed its annual New Year's party. Festivities were called off this year in the interest of charity, according to H. A. Plumb, secretary, and the sum of \$500, reserved for this annual celebration, was expended to brighten the holidays of needy families.

ASSOCIATED BAKERS PLAN ELABORATE MEET

Retail Bakers' Week at Hotel Sherman, Chicago, Jan. 26-31, to Provide Unique Displays, Program and Entertainment

For retail bakers what is declared will be "the most important and most interesting meeting in the history of the baking industry" will take place during the week of Jan. 26, 1931, at the Sherman Hotel in Chicago. Elaborate plans have been made for addresses, displays and entertainment, devoted exclusively to the interests of retail bakers. It is expected that "Retail Bakers' Week," sponsored by the Associated Bakers of America, will be a historic and most unique trade event.

Every association of retail bakers in the United States has been invited to send delegates to this meeting by the Associated Bakers, whose annual convention will form an integral part of the

OPEN ACCOUNT NO SOLUTION

"THE most short-sighted action of which we have heard lately," a recent bulletin of the Millers' National Federation says, "is that of certain millers who have decided to ship their flour on open account rather than risk draft collection through banks or pay the high rates charged by the express company. This move borders on the absurd, for it opens the way to multiplication of troubles. Buyers' checks or money orders are subject to the same possibility of bank failure while they are en route as are shippers' drafts, and checks on closed banks are not prior claims while draft remittances are granted priority in many cases. What is even more dangerous is the fact that this step surrenders to the buyer all control over the time of payment. It will take a better scheme than this to meet the situation."

week's happenings. Since the meeting has been planned at a time when retail bakers can afford to leave their business in other hands an unusually large attendance is anticipated.

"The retail baker should feel honored that such strenuous efforts are being made to make his meeting a success," says Peter Redler, president of the Chicago Master Bakers' Association. "It is up to him to take advantage of this opportunity. For he has a real opportunity to profit from the experiences of others and to see the latest methods and equipment for displaying and retailing his wares." Co-operating with the Associated Bakers of America for the success of the event are the National Association of Bakery Supply Houses and the Cake and Retail Section of the American Bakers Association.

Fare and one half rates have been arranged through the co-operation of virtually all railroads. Bakers are advised to get their certificates when they buy their original tickets.

The wives and daughters of bakers everywhere are especially invited to attend, for it is recognized that they will be greatly interested in the shiny new display cases and the manner in which the ideal stores are laid out. In addition, the Chicago Master Bakers' Ladies' Association has taken upon itself to see that they are properly entertained. The Chicago ladies are planning to use either the famous House on the Roof or the New Bal Tabarin for a luncheon and card party.

NOMINATING COMMITTEE TO REPORT

A report from the Millers' National Federation nominating committee is expected in Chicago within the next few days. This committee is required to nominate one or more candidates for chairman of the board of directors to succeed C. D. Warkentin, president of the Midland Flour Milling Co., of Kansas City, whose term expires in May. Mr. Warkentin has served as the federation's chief executive for the past two years.

EUROPEAN DEPARTMENT

C. F. G. RAIKES, EUROPEAN MANAGER

59 Mark Lane, London, E. C. 3, England

Correspondents in Amsterdam, Belfast, Budapest, Copenhagen, Glasgow, Hamburg, Liverpool and Oslo
Cable and Telegraphic Address: "Millefort"

DUTY CHANGE BRINGS GAIN IN FINNISH FLOUR BUYING

HELSINGFORS, FINLAND.—Since October, grain and flour imports into Finland have increased considerably, probably due to the imminent changes in import duties. Imports of wheat flour reached 20,670 tons, a figure which has been exceeded only once, in December, 1929, when the total was 21,470 tons. In October, 1929, imports were only 12,000 tons.

Construction work on a new flour mill at Wiborg will be started soon by the Finnish Wholesale Co. At the outset the daily capacity of the mill will be 120 tons (about 1,450 bbls), but the intention is to increase it later on.

Meanwhile the Finnish parliament has provisionally increased import duties, per 100 kilos, as follows: wheat, unchanged at \$2.52; rye, from \$1.90 to \$3.15; wheat flour, from \$3.78 to \$5.29; oats, unchanged at 63c.

It is said that the duty on rye was increased with the special object of fighting German dumping. No change was made in the duty on wheat, while the duty on wheat flour was increased by about 40 per cent, in order to benefit the Finnish farmers and to render direct support to Finnish mills. It is stated that the interests who intend to build the new mill in Finland demand this increase in the duty on wheat flour for a guaranteed period of 10 years. Others, with similar plans, have asked the government for a loan for the purpose of putting up a new mill. However, in trade circles the opinion is held that the increased duty will only benefit the Finnish mills and not the farmers, as the increased duty on rye against an unchanged duty on wheat will not foster the culture of domestic wheat, but only lead to increased milling of foreign wheat.

A definite decision regarding the new duties, which have only been fixed provisionally, will be made by the Finnish parliament soon.

BULGARIAN GOVERNMENT TO BUY GRAIN FROM FARMERS

SOFIA, BULGARIA.—In order to protect farmers against the fall of prices of agricultural products, the Bulgarian government has decided to form a special department to take charge of the purchase of domestic grain, especially rye and corn, at prices considerably above the market, with the object of selling these stocks for export. The grain will be paid for by special notes which will be accepted by the authorities in settlement of the ground tax.

U. K. GRAIN TRADE APPROVES NEW POOL SELLING POLICY

LONDON, ENG.—A Liverpool correspondent declares that "the alteration in the selling methods of the Canadian Wheat Pool has attracted much attention here, and the assurance that the pool will sell only through the recognized trade channels, has had the effect of restoring confidence generally. No doubt a very much larger trade will be done in Manitoba wheats, especially if the pool sells freely, based on Winnipeg prices. Russian shipments are again smaller and are likely to continue so for some time, but Argentina and Australia will be coming into the market as sellers before long. Should they be pressing sellers we think that Canada will have to meet the competition, as it looks as if she is prepared to do. For the moment

the demand is quiet and limited to millers' immediate requirements, which are small, as demand for flour is limited but a good demand for millfeed at high prices has induced millers to grind more than they otherwise would have done."

MUSSOLINI ADVOCATES CUT IN FARM PRODUCTION COSTS

LONDON, ENG.—The yearly distribution of prizes to Italian farmers who have obtained the largest crop yields was made recently by Mussolini, who said that this year's Italian grain crop had declined from 7,100,000 to 5,740,000 tons, but exceeded by 450,000 tons the crop of 1927, the year preceding the beginning of the "grain battle." Mussolini remarked that it is impossible to artificially increase prices, and that all efforts of this kind have failed. Even for Europe alone such measures are impracticable, he said, declaring that there is only one way out of the difficulty, namely to lower the cost of production which was done in Italy, Nov. 18. Since that date wages and municipal taxes have been reduced, and state taxes will also be cut as soon as circumstances will allow.

CZECH FLOUR MIXING LAW DUE TO HUNGARIAN TREATY

BUDAPEST, HUNGARY.—The passage of the Czechoslovakian law requiring the mixing of imported and domestic flours was for the purpose of bringing pressure to bear on Hungary to make certain concessions in favor of the export of manufactured goods from Czechoslovakia to Hungary, chiefly textiles. As it is, the bill is simply tantamount to a strict prohibition of flour imports, not only because of the trifling proportion in which Hungarian and other foreign flours are allowed to be blended with home milled flours, but also for the reason that the proportion of the mixture entails an artificial deterioration of the quality, this being contrary to the interests and wishes of consumers in Czechoslovakia, who are accustomed to use pure imported flours.

This virtual prohibition of flour imports is likewise prejudicial to the export interests of Roumania, Yugoslavia, Canada and the United States, as it means the evasion of the existing commercial treaties, a tactical maneuver, by which the Czechoslovakian government endeavors to induce Hungary to accept the high duties which came into force on the ex-

piration of the existing commercial treaty, Dec. 15. Should the negotiations between the two countries on the question fail to lead to an agreement, a tariff war between Hungary and Czechoslovakia will be unavoidable. The hope is entertained, however, that Czechoslovakia will not be inflexible, for otherwise she would hurt her own interests, the manufactured exports of that country into Hungary being far more important than the agricultural exports of Hungary into Czechoslovakia.

STANLEY CRAIG NOW HEAD OF FLOUR IMPORTING FIRM

LONDON, ENG.—Stanley Craig, brother of the late James and Robert Craig, of the firm of R. Hunter Craig & Co., Ltd., Glasgow, Liverpool, and London, was in London recently. Mr. Craig is now chairman of the firm of R. Hunter Craig & Co., Ltd., and stated that it has been decided to continue the business as heretofore.

EXPECT TROUBLE IN POLAND

HAMBURG, GERMANY.—A trade association here has addressed a circular to its members dissuading them from opening credits with Polish banks for goods bought in Poland, as unforeseen government measures in Poland may occur. It is recommended that members open credits with German banks, instructing them not to make any payments before the goods bought have passed the German frontier.

NEW GRAIN ELEVATORS IN POLAND

LONDON, ENG.—Plans for the erection of grain elevators in Poland by the MacDonald Engineering Co., Chicago, of which mention has been made previously, include provision that the elevators be usable not only for grain storage, but also for other products. It is estimated that the construction work will occupy five years. In the first year, 10 per cent of the program will be executed. The whole cost is estimated at 11,100,000.

BELFAST FLOUR DEMAND BETTER

BELFAST, IRELAND.—There has been a marked improvement in demand for flour, chiefly on spot and for near-by positions, but there has been no improvement in price. Manitoba export patents have dropped to the lowest quotation reached, but there is no inclination on the part of consumers to purchase extensively even at these prices.

CZECHOSLOVAKIA RAISES WHEAT AND FLOUR DUTIES

WASHINGTON, D. C.—Since the expiration of the Czechoslovakian-Hungarian commercial treaty, Nov. 15, the Czech government has raised the import duties on wheat from 30 to 55 Czech crowns per 100 kilos, and on flour and milling products from 70 to 146 Czech crowns per 100 kilos. One crown equals approximately 3c. However, the Department of Commerce is told that a new commercial treaty between those two countries is under negotiation, and is expected to be concluded within a few days.

SOUTHWESTERN FLOUR PRICES NOW TOO HIGH IN DENMARK

COPENHAGEN, DENMARK.—The sale of southwestern flours has been practically reduced to nothing. The few transactions put through are of old-established brands, which some of the importers are forced to buy because their customers demand them. The prices of southwestern flours are so high compared with Canadian spring wheat flours that business in southwestern flours is prohibitive.

FINAL POLISH CROP ESTIMATES

LONDON, ENG.—According to the report of the Polish statistical office of the International Institute of Agriculture at Rome, the final estimate of the 1930 wheat crop is 69,906,000 bus, compared with 65,862,000 in 1929. The rye crop is estimated at 268,024,000 bus, compared with 275,939,000 a year ago. The change in production—a gain for wheat and a loss for rye—is due largely to a shifting of acreage between the two grains. Poland is the second largest rye producer in Europe, but only the twelfth largest wheat grower.

BERLIN BAKERS THREATEN STRIKE

BERLIN, GERMANY.—An emergency regulation has been issued which stipulates that the Berlin hotels and restaurants may serve only pure rye bread, or bread baked from a mixture of rye flour and wheat flour. The Union of Berlin Bakers, at a meeting called for the purpose, made strong protest against this regulation, and it was also decided to address a memorandum in the matter to the German food minister. In case of need, Berlin bakers will demonstrate their opinion by proclaiming a strike of two days.

LESS RYE SOWN IN PRUSSIA

LONDON, ENG.—According to the official Prussian press office, the preliminary estimate of winter sowings of rye in Prussia this fall show a decline of 10.2 per cent, whereas the sowings of winter wheat have been increased by 6.6 per cent and barley by 1.5 per cent.

FLOUR SHIPMENTS TO IRELAND

BELFAST, IRELAND.—Shipments of flour to Belfast for the week ended Dec. 6 were 10,000 sacks making the total since Aug. 1 78,000 sacks. To Dublin, for the same period, the shipments were 8,000 sacks making the total since Aug. 1, 65,000 sacks.

London Flour Arrivals

The arrivals of flour into the port of London by week, in sacks of 250 lbs, showing countries of origin:

From:	Dec. 12	Dec. 5	Dec. 11
United States	1929	1930	1929
Atlantic	950	6,204	6,798
Canada—Atlantic	10,888	12,727	7,575
Australia	3,800	800	—
Continental	5,645	5,767	2,984
Coastwise	1,618	3,032	—



HERE is the German "Christ-stollen"—a giant example of it—exhibited in the streets of Berlin during the Christmas season. This particular morsel weighs 203 lbs, and is 12 ft long and 16 in broad. It parades as one of the largest of its kind.—International Newsreel Photo.

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: "Palming"

The Eastern Flour Market Situation

AS the old year came to a close last week, activity in the flour market was confined chiefly to picking up loose ends, looking back over 1930 and forward to 1931. On the whole, the old year seems to have measured about up to average. Some reported a lower volume, while others showed an improvement, and except for the overhanging cloud of the farm board's activities, the coming year gives promise of no great change.

Cautious Optimism.—Business leaders in New York's general commercial life show cautious optimism, and a survey of opinions made by the merchants' association shows that a slow upturn and gradual improvement is expected. The food industries, although reflecting the general caution, have suffered more psychologically than actually, since, for example, while 200 industrialists of varied types showed a decrease of 33.3 per cent in combined net earnings for the first nine months of 1930 as compared with 1929, a group of 19 food companies had a decline of only 4.3 per cent for the same period. In the flour business, the petty annoyances of small lot buying, disturbed credits, questioning of quality on declined markets, etc., have contributed their share toward the discontentment, but actual sales have in most cases been more encouraging than current sentiment would indicate.

Failures Average.—The commercial failure record for the district of New York last year numerically struck the approximate average of the past 10 years. During the first half of 1930, the number in the flour business seemed discouraging, but the last six months indicated a tighter credit situation, and fewer financial embarrassments.

Entering the new year, orders on the books and stocks of flour on spot are only moderate. The large chain bakers have contracted for the bulk of their needs through the crop, but jobbers have purchased sparingly, and many of the medium-sized bakers are expected to be in the market before long.

Few Sales Made.—During the past week, only sales of a few cars here and there were reported. After Wednesday, it was almost a total loss as far as business was concerned, and even during the first few days of the week it was difficult to arouse buyers to anything even approaching an interesting volume. In view of this apathy, prices were largely nominal, and even the sales made were generally at high levels, lacking sufficient size to induce mills to shade their quotations. The lower feed prices also stiffened millers' backbones and offset the decline in premiums, so that there was no alteration to flour schedules. Brokers and millers alike seemed content not to press sales, but to wait on buyers' promise of "after the holidays."

No Feature.—With so dull a situation, there was little feature to prices. For no apparent reason, spring standard patent flours generally considered of comparable quality had a span of 50c, ranging \$4.45@4.95; high gluters were closer together, however, those from Minnesota being \$4.75@5, with Montanas 15@30c higher and Texas flours about 10c lower. Kansas 95's were without even routine interest, an occasional car going direct to a baker who was accustomed to a special brand. Cake flours also showed no change, with middle westerns higher than either Pacific Coast flours or Pennsylvania and Maryland grades.

Flour Prices.—Quotations, Jan. 3, all in jutes: spring fancy patents, \$4.85@5.15; standard patents, \$4.45@4.85;

clears, \$4.25@4.45; hard winter short patents, \$4.60@5; 95's, \$4.25@4.60; soft winter straights, \$3.90@4.25.

INCREASED SALES FROM BUFFALO

BUFFALO, N. Y.—Demand for flour, quiet for several weeks, suddenly revived at the start of the new year. Stocks in the hands of jobbers and bakers apparently were very low, and fresh supplies were needed at once. Both springs and hard winters shared in the increase. Shipping instructions are brisk. Semolina is experiencing a moderate demand for immediate shipment.

Quotations, Jan. 3, 98-lb cottons: spring fancy patents \$5.90@6.10 bbl, standard patent \$4.75@4.85; first clear \$4.25@4.35, second clear \$3.70@3.75; hard winter standard patent \$4.50@4.60; soft winter family patent \$5.15, standard patent \$4.80@4.90. Semolina, 27c lb, lake-and-rail shipment, New York.

FLOUR OUTPUT

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

	Weekly capacity bbls	Flour output bbls	Pct. of activity
Dec. 28-Jan. 3...	291,000	210,243	72
Previous week ..	291,000	185,781	64
Year ago	276,000	207,457	75
Two years ago...	255,500	170,572	67
Three years ago.	238,000	205,909	86
Four years ago.	238,000	131,752	56

BOSTON TRADE IS QUIET

BOSTON, MASS.—With grains showing more "pep" and the stock market revealing more strength, it is not strange that the market for flour is quoted a bit higher, especially with offals no better than they have been. The higher quotations of 5@10c cannot be said to have been brought about through any buying interest in flour; in fact, there is a distinct disposition on the part of consumers to wait for a further lull in prices.

In spring flours there has been a moderate business in small lots only. For the best short patents up to \$5.25 bbl

is quoted, but business usually is done nearer the \$5 level. Spring standard patents have been sold around \$4.65@4.75, with some mills wanting an even \$5 for choice flour. Specials still rule in the range of \$5.50@6.

Hard winter flours have been slow of sale. There is no pressure to buy and the expectation is freely held that prices will again fall back from current levels. For short patents business has been done in a limited way at \$5 or slightly less, and for standard patents around \$4.60@4.70.

Soft winter patents have been sold mostly in the range of \$4.65@4.90, with the extreme range for the week being \$4.60@5.25, the latter price being for very superior flour. The demand for straights has been rather slow, also, good Ohio and Pennsylvanians being quotable around \$4.25@4.35 for the most part and occasional lots at \$4.40. Soft winter clears are still quotable at \$4.30@4.50, mostly.

SALE MADE AT BALTIMORE

BALTIMORE, Md.—The last week of the old year was an improvement over Christmas week, in that about 500 bbls near-by soft winter straight changed hands at \$3.47½ per bbl, bulk, Baltimore, against no trading in the previous week. Closing prices, Jan. 3, car lots, bbl, in 98-lb cottons: first spring patent \$4.85@5.10, standard patent \$4.35@4.60; hard winter short patent \$4.75@5, hard winter standard grade \$4.25@4.50; soft winter short patent (near-by) \$4.15@4.40, straight (near-by) \$3.50@3.65.

QUIET TRADE IN PITTSBURGH

PITTSBURGH, PA.—Sales of flour during the final week of 1931 were, like the week previous, slow and fluctuating. It is believed that an improvement in the general industrial situation in the Pittsburgh metropolitan district and adjoining territory, is bound to be reflected in a better tone in the flour and bakery markets. Only moderate orders for flour were booked last week. Business was about evenly divided between springs and hard winters. Shipping directions were fair. Clears were in moderate demand, prices being unchanged. Sales of soft winter wheat flour were confined to small lots, the larger consumers being still well supplied. Semolina is quoted at 2½c lb, f.o.b., Pittsburgh. Sales slow. Quotations, Jan. 3, basis Pittsburgh: spring wheat short patent, \$4.75@5.25 bbl; standard patent, \$4@4.50; hard winter short patent, \$4.50@5.25; standard patent \$3.75@4.25; low protein hard winter standard patent, \$3.50@3.75; clears, \$3.50@4; soft winter, \$3.50@3.75, bulk.

NOTES on the TRADE

Leo Frank, New York flour broker, and Mrs. Frank, are taking a brief vacation in southern New Jersey.

The offices of the Pratt Food Co., Buffalo, have been moved from the business district to the company's mill.

C. E. Mounts, millers' agent, has returned to Baltimore from a trip which included Chicago, St. Louis and Dallas, Texas.

Fred Dietrich, traveling auditor for the Pillsbury Flour Mills Co., Minneapolis, was a recent visitor at the New York offices.

J. B. Barnell, who was formerly active in the grain business on the New York Produce Exchange, died recently at the age of 77.

H. J. Greenbank, of Bogert & Greenbank, New York, is spending about a month's vacation in the South with Mrs. Greenbank. He passed last week in Hot Springs, Ark.

R. H. Mirick, manager of the grain purchasing department of the Pillsbury Flour Mills Co., Minneapolis, spent the Christmas holidays in New York with his wife and son.

Stocks of flour in Boston on Jan. 1, 1931, as estimated by the Boston Grain

and Flour Exchange, were 44,000 bbls, compared with 39,000 on Dec. 1, 1930, and 41,000 on Jan. 1, 1930.

Joseph H. Shinnick, of Philadelphia, eastern sales manager for the Ismert-Hincke Milling Co., Kansas City, is recovering from a recent operation on his nose and hopes soon to be able to attend to business as usual.

The largest flour shipments from the port of New York for the week ended Dec. 27, as shown by records of the Barr Shipping Corporation, were 20,800 bbls for Copenhagen. Total clearances amounted to 54,194 bbls and 1,610,000 bus of wheat.

Grain shipments constituted 33.04 per cent of all tonnage moved over the New York State Barge Canal the season just closed. Total traffic amounted to 3,605,457 tons, an increase of 729,297 over 1929, and the greatest commerce carried on the system since it was opened in 1918.

The Tasty Baking Co., Philadelphia, has adopted the 13-month calendar, proposed by the national committee on calendar simplification. There are now seven large concerns in Philadelphia using this modern calendar, which will be considered for general adoption at an international conference to be held in Geneva next October.

EXPORTS OF FEEDSTUFFS MUCH LOWER IN NOVEMBER

Exports of feedstuffs from the United States during November show a continuation of the lower trend, and with the exception of mixed dairy feeds, all items are smaller than during November a year ago. Totals for the five months ended November and the 11 months ended November are likewise below the corresponding periods of the previous year, although more mixed dairy feeds were shipped during the 11 months ended November this year.

Sharpest declines were in oil cake and meal. Cottonseed cake and meal dropped from 23,293 tons in November, 1929, to 1,554 this year, while linseed cake and meal fell from 25,989 to 12,785. Other oil cake and meal declined from 883 to 109. Hay exports also were sharply curtailed, being only 236 tons in November this year, compared with 1,301 in November, 1929.

Mixed poultry feeds held up fairly well, in addition to the fact that mixed dairy feed showed a gain, but other mixed feeds were lower. The total for all mixed feeds was 997 tons, compared with 1,933 a year ago.

BOSTON FLOUR EXPORTS

BOSTON, MASS.—Exports of breadstuffs from Boston the week ending Jan. 3, included the following: steamer Natirar for Copenhagen, 2,225 sacks of Canadian flour; steamer Mangalore, 1,200 sacks Canadian flour for Birmingham; 600 sacks Canadian flour for London; 250 sacks Canadian flour for Funchal, Madeira, and 4,501 sacks of Canadian flour for Avonmouth.

MACARONI FIRM ORGANIZED

BOSTON, MASS.—The Choice Macaroni Co., Providence, R. I., has been organized under the laws of that state, to manufacture and deal in food products, with an authorized capital stock of 16 shares of no par value. The incorporators are Joseph Micarelli of 197 Atwells Avenue, Providence, and Dora L. Ruggieror and Mary J. O'Connor.

FLOUR CLUB ELECTION SCHEDULED

PHILADELPHIA, PA.—The annual election of the Flour Club of Philadelphia will be held at 131 South Fourth Street, Jan. 9. There will be elected to serve for one year a president, vice president, secretary, treasurer and a board of governors to be composed of six members of the club.

T. J. COULTER RETIRES

After about 30 years' association with the New York flour trade, Thomas J. Coulter, one of the founders of Coulter & Coulter, jobbers, announced his retirement last week. The business will be carried on, as it has been recently and by the same personnel, under the name of Coulter & Coulter, Inc.

MILLERS PLAN BUFFALO MEETING

BUFFALO, N. Y.—The Mutual Millers' and Feed Dealers' Association will meet in Buffalo on Jan. 15-16, at the Hotel Buffalo. More than 200 members from Pennsylvania, New York, New England and New Jersey are expected to attend.

FLOUR RECEIPTS IN BOSTON

BOSTON, MASS.—A total of 1,443,125 bbls of flour were received in Boston during 1930. Millfeed receipts for the year amounted to 21,135 tons. December receipts of flour were 131,900 bbls, and of millfeed 2,392 tons.

BAKER'S WIFE DIES SUDDENLY

PITTSBURGH, PA.—Mrs. Howard W. Braun, wife of the manager of the Homestead plant of Braun Bros. & Co., wholesale bakers of Pittsburgh, died on Dec. 26 after an illness of less than 48 hours. Mrs. Braun was 21 years old.

FOREIGN DIAN TO BOSTON

BOSTON, MASS.—The steamer Castilian Prince brought 13,440 bags of bran and 8,960 bags of middlings from Buenos Aires last week consigned to two Boston houses.

ST. LOUIS DISTRICT

ARTHUR F. G. RAIKES, MANAGER

517 Merchants Exchange, St. Louis, Mo.

Correspondents at Memphis and New Orleans

Cable Address: "Palming"

St. Louis District Milling Situation

ALTHOUGH there was much more activity in most markets last week, with the opening of the New Year, flour business did not improve. Buyers are inquiring a little more actively, but they will not be induced to take on anything more than their near-by needs. This hand-to-mouth, or hand-to-nose as one miller put it last week, type of business, while satisfactory from the point of view that it should limit losses on flour contracts, costs millers more in sales expense and is becoming a serious problem. Those buyers who formerly were in the market twice a year are now buying six times a year, and the mills selling them are put to the expense of making six sales as against the former cost of two sales. Millers worked for years to limit the period for which flour was sold, and some of them are now beginning to wonder whether it is a desirable state of affairs or not.

Good Sales Expected.—There undoubtedly is quite a lot of new flour business to be booked some time this month and, whether it comes in in a bunch or is spread out thinly over the entire period, it is likely that January sales will show up very favorably as compared to those made in December. Whether they will be ahead of last January is doubtful, because of the usual policy followed last January of buying until the end of the crop, which is not likely to be followed this year.

Gambling Sales.—There is some talk of sales for new crop delivery being made by certain gambling millers, but the extent of them is not serious. Both buyers and millers look upon a sale for July delivery as ridiculous, as no one can have any idea of what wheat will cost in that month and whether the farm board will be supporting the cash and futures market then. The buyer is just as likely to be hurt in a transaction of this nature as is the miller.

Self-Rising Differential.—Millers of self-rising flour are supposed to make the 35¢ differential effective from Jan. 1 and now is their chance to show that they were in earnest when they requested a fixed differential. So far buyers are intimating that they have never heard of the differential, and it will probably take considerable firmness on the part of millers to collect the full amount due to them. The only way that the self-rising differential can come to be accepted in the same manner as the package differential is for millers to assume the same attitude that they do in collecting the package charge,—namely that it is a charge that is automatically made and collected.

Exports Absent.—Export business still can have nothing said about it since it no longer exists. Cables are not even being exchanged, except with rare exceptions. Until American flour can sell somewhere near Canadian, this situation is not likely to change.

Quotations, Jan. 3, basis jute 140's, St. Louis: soft winter short patent \$4.40@4.90 hbl, straight \$4@4.20, first clear \$3.40@3.60; hard winter short patent \$4@4.50, 95 per cent patent \$3.70@3.90, first clear \$3.20@3.40, spring wheat top patent \$4.40@4.75, standard patent \$4.20@4.30, first clear \$3.40@3.50.

FLOUR OUTPUT

Output of St. Louis mills, with a weekly capacity of 69,600 bbls, as reported to The Northwestern Miller:

	Output bbls	Pct. of activity
Dec. 28-Jan. 3	23,900	42
Previous week	33,600	48
Year ago	30,800	50
Two years ago	34,286	56

Output of outside mills, with a weekly

capacity of 64,800 bbls, the product of which is sold from St. Louis:

	Output bbls	Pct. of activity
Dec. 28-Jan. 3	25,400	40
Previous week	27,700	43
Year ago	43,800	50
Two years ago	29,770	45

BETTER TONE AT MEMPHIS

MEMPHIS, TENN.—Slightly better feeling appears to prevail in flour circles, but as yet the new year has not brought any appreciable improvement in business. Purchases are in small lots, with a fair amount of shipping instructions, as many stocks are badly in need of replenishment. Continued unsatisfactory economic conditions help to delay improvement. More banks in the territory have been closed, adding to the feeling of uncertainty and tying up more funds. A little improvement in cotton prices helps the feeling that perhaps lowest levels have been witnessed, but as yet have done little toward increasing sales.

Mills have not changed their quotations appreciably, although better grades of spring wheat flour are higher. Lower grades and cheap flours are still moving better than any other. Flour quotations, Jan. 3, basis 98's, f.o.b., car lots, Memphis: spring wheat short patent \$5.85@6 bbl; standard patent \$5@5.40; hard winter short patent \$4.75@5.35, standard patent \$4.25@4.50; soft winter short patent \$5.30@6, standard patent \$4.50@4.75; western soft patent \$4.60@4.80; low proteins, \$3.90@4.25; blended 95 per cent patent \$4.25@4.35.

NEW ORLEANS BUYERS INACTIVE

NEW ORLEANS, LA.—Little activity was noted in flour last week. Prices show a slight downward trend. Sales were limited to very small quantities. Although buyers know that prices will hold their present levels for some time, they cannot be persuaded to take hold, except for day-to-day requirements. Buyers in the country are also out of the market temporarily. They believe that prices will hold their levels for some time and see no necessity for taking hold at the present, except for current requirements.

Flour prices, Jan. 2, basis cotton 98's: spring wheat short patent \$5.30 hbl, 95 per cent \$5, 100 per cent \$4.80, cut \$4.60; hard winter short patent \$4.60, 95 per cent \$4.30, 100 per cent \$4.10, cut \$3.85, first clear \$3.50, second clear \$3.10; soft winter short patent \$5.10, 95 per cent \$4.70, 100 per cent \$4.50, cut \$4.25, first clear \$3.90, second clear \$3.50.

Not much buying is being done in the

semolina market. Most buyers are well stocked and will not purchase. If prices hold, there will probably be an increase in buying among macaroni manufacturers next month. No. 2 semolina was quoted, Jan. 2, at 3c lb, bulk.

The export flour situation improved a little, and clearances were a little better than most exporters expected. Most shipments were limited to small quantities, however, and buyers are not expected to take hold in a large way until the year is a little older. Exports to Europe showed an improvement, while Latin American shipments held their own.

During the seven days ended Jan. 2 a total of 39,318 200-lb bags flour was shipped through this port of which Latin America took 24,471 and Europe 14,844 as follows: Amsterdam 6,726, Rotterdam 1,730, London 1,728, Antwerp 1,326, Copenhagen 1,177, Bremen 1,120, Amsterdam 588, Rotterdam-Antwerp 449.

INDIANAPOLIS TRADE AS USUAL

INDIANAPOLIS, IND.—Flour business seems to go on in its usual way, with small orders constituting the bulk of the business. Mixed cars are being booked for near-by shipment, and some straight cars are being sold. With most of the wholesale and jobbing houses largely engaged in inventory, there has been a slight let-up in orders, but as a whole buying for immediate needs has continued right along. Stocks in consumers' hands are very low and buying, as in the past, is on a hand-to-mouth basis.

Flour production during the past year shows an increase over 1929, and jobbers have found their sales volume equal if not better than 1929. The outlook is encouraging. Traveling mill representatives report a fair business from over the state, although little flour is being booked far in advance, and most orders call for immediate or near-by shipment. Export business is very dull. Operations are about normal.

Prices are unchanged on all flours. Quotations, Jan. 3, f.o.b., Indianapolis, basis 98-lb cottons: soft winter special short patent \$5.40@5.80 hbl, fancy patent \$5@5.40, straight \$4.60@5, first clear \$4.10@4.15; hard winter short patent \$5.25@5.65, fancy patent \$4.85@5.25, standard patent \$4.45@4.85, first clear \$4.15@4.20; spring wheat short patent \$5.40@5.85, standard patent \$5.10@5.50, first clear \$4.35@4.40.

MARKET DULL AT PHILADELPHIA

PHILADELPHIA, PA.—As usual at the turn of the year, bakers last week were generally engaged in taking account of stock and closing up the year's business and this, together with the intervention of a holiday, further accentuated the dullness which has been evident in the market for some time. Prices were firmly maintained. Business was practically all in small quantities. Export trade was at a standstill. Quotations, Jan. 3: spring wheat short patent \$4.75@5.10 hbl, standard patent \$4.40@4.75, first clear \$4.10@4.35; hard winter short patent \$4.75@5, 95 per cent \$4.25@4.65; soft winter straight, \$3.75@4.35.

NOTES on the TRADE

W. H. Fisher, of the Plant Flour Mills Co., St. Louis, is on a business trip through the state of Florida.

L. C. Chase, president of the Valier & Spies Milling Corporation, St. Louis, left early this week for a few days in New York.

J. L. Bauman, vice president and sales manager of the Valier & Spies Milling Corporation, St. Louis, is in the East on a business trip.

J. A. Cresap, of the package goods department of the Washburn Crosby Co., Kansas City, visited the St. Louis branch of the company last week.

Mrs. Ellen Tilton, widow of O. S. Tilton, who, previous to his death on Dec. 17, was secretary of the Stanard-Tilton Milling Co., was bequeathed his whole estate under terms of his will filed for

probate last week. It was estimated that the estate would amount to \$300,000.

George S. Milnor, president of the Grain Stabilization Corporation, was in St. Louis last week. He has been staying in his old home, Alton, Ill., while undergoing treatment for sinus trouble.

FRANK KELL GIVES FLOUR TO NEEDY

Dallas, Texas
FRANK KELL, of Wichita Falls, Texas, for years one of the leading flour millers in the Southwest, said it with flour to the needy on Christmas Day. The miller delivered to the Salvation Army in his town 2,000 50-lb bags of flour to be distributed by that organization among the needy of that city.

COTTON MARKET FAILS TO MAINTAIN ADVANCE

Lack of Selling Pressure Gives Better Tone to New York Futures—Burlap About at Standstill

NEW YORK, N. Y.—Despite the fact that American cotton markets paid little or no attention to weakness abroad and that selling pressure was lighter than it had been for some time, the price advances made early last week could not be held. Volume of trading was limited, and there was very little snap to the market after the initial flurry had died down.

Liquidation of the long interest in January left a marked scarcity of contracts, and shifting from near to distant positions narrowed the spread between the spot month and October. As little actual cotton has been released recently by holders in the South, and few hedging operations were noted, it was difficult to determine an actual price range.

Demand for raw material in both domestic and foreign markets is practically at a standstill, Liverpool and Bremen in particular reporting light buying. At one time during the week, however, the spread between New York and Liverpool was narrowed to less than \$2 a bale, compared to the normal difference of between \$4 and \$5.

According to the Cotton Exchange Service, the world's consumption of American cotton in November was 942,000 bales, compared with 1,181,000 in November last year, and 1,345,000 in the corresponding month two years ago. For the first four months of the present season mills used 1,173,000 fewer bales than in the same period last year.

The future trend of prices in this country, obviously, depends upon the amount of acreage planted for the new crop. Unless a drastic cut is effected, it is difficult to conceive of any appreciable price advances for some time to come. It is generally believed, however, that the acreage, both at home and abroad, will be materially reduced.

The burlap market was practically at a standstill last week, due to the prolonged holidays in Calcutta. Other markets were inclined to let matters rest for the time being, but what business was done showed a shading of prices. Demand was very light in both spot and afloat markets, but there was no appreciable pressure from sellers to dispose of merchandise.

ORLEANS RICE BUSINESS LIGHT

NEW ORLEANS, LA.—Trading was light in the local rice market, as it always is during this period. Not much change in the market is expected until after the inventory period. Rice buyers are taking hold for immediate requirements only. Receipts of both clean and rough are light, and small accumulations for export are being made. Foreign demand is fair, and Porto Rican buyers showed an interest in local offerings.

Rough receipts during the season to Jan. 2 amounted to 500 sacks, corresponding period last year 697. Clean receipts this season 1,751 pockets, last season 1,932. Rough sales during the season to Jan. 2 were negligible. Clean sales this season, 3,927 pockets, last year 135.

J. O. DWYER, OF MEMPHIS, DEAD

MEMPHIS, TENN.—James O. Dwyer, for many years one of the leading figures in the local grain and feed trade, died recently after an illness of several months. He was secretary-treasurer of Happy Feed Mills, having been junior member of the firm of Pense & Dwyer before it was merged several years ago with the Edgar Morgan Co. Mr. Dwyer was born and educated here, and is survived by his wife, one sister and two brothers, all residents of Memphis.

BAKERS' CLUB PLANS

PHILADELPHIA, PA.—The Bakers' Club of Philadelphia will hold its monthly supper meeting at the Penn Athletic Club on Jan. 12, when plans will be divulged for the annual banquet, scheduled for Jan. 27.

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"

The Pacific Coast Milling Situation

DEMAND from bakers and from distributors of family flour in north coast markets was lifeless over the holiday season, and offers little hope of improvement for some months, as stocks in buyers' hands are ample and forward contracts sufficient in many cases to carry them well into the spring months. Temporarily at least, there appears to be some increase in homemade bread consumption, ascribed to enforced economy, though some millers say that this is not confirmed by any increase in family flour sales.

Demand from California, the Atlantic seaboard, and the Middle West has likewise been very moderate. Sales from Washington for the crop year so far to California and the Atlantic seaboard, however, have been substantially larger than for the corresponding season of the previous year, while sales of Oregon flour to those markets have been correspondingly less.

Flour Prices.—Washington flour quotations, car lots, coast, Jan. 2: bluestem family short patents, \$5@5.60, 49's; standard patents, \$4.10@4.70, 98's; pastry flour, \$3.40@3.80, 98's; blends, made from spring and Pacific hard wheats, \$4@4.90, 98's. Hard wheat top patents, car lots, coast, arrival draft terms: Dakota, \$5.10@5.95; Montana, \$4.25@5.25.

Export Trade.—Flour demand from China and Hongkong is still dormant. Supplies of foreign and native flour are sufficient for the time being. Heavy losses taken by oriental importers, low exchange and general business disorganization have taken all life out of the flour import trade. Stocks of flour at Hongkong increased rapidly toward the close of the year, having been 805,000 50-lb sacks, of which 600,000 were American, 275,000 Canadian and 30,000 Australian.

FLOUR OUTPUT

Output of Seattle mills, with aggregate weekly capacities of 46,800 bbls, as reported to The Northwestern Miller:

	Output bbls	Pct. of activity
Dec. 21-27	15,722	33
Previous week	27,004	57
Year ago	22,397	47
Two years ago	29,048	62
Three years ago	30,987	66
Four years ago	32,139	69
Five years ago	22,515	43

Output of Tacoma mills, with weekly aggregate capacities of 57,000 bbls, as reported to The Northwestern Miller:

	Output bbls	Pct. of activity
Dec. 21-27	29,183	51
Previous week	37,942	66
Year ago	40,484	71
Two years ago	34,381	61
Three years ago	39,600	69
Four years ago	29,251	51
Five years ago	24,209	42

PORTLAND MARKET UNCHANGED

PORTLAND, OREGON.—No changes have been made in the flour market since the declines of the previous week. The market was quiet, but mills look for a fair domestic business soon, now that the holidays are over. The best family patents are listed at \$5.30, whole wheat at \$4.85, and bluestem at \$4.60, in car lots.

The export situation shows no sign of early improvement. Oriental buyers base their ideas on the lower Canadian prices.

FLOUR OUTPUT

Output of Portland mills, with a weekly capacity of 36,900 bbls, as reported to The Northwestern Miller:

	Output bbls	Pct. of activity
Dec. 21-27	20,526	56
Previous week	23,762	64
Year ago	22,865	61
Two years ago	25,967	70
Three years ago	24,745	67
Four years ago	24,982	68
Five years ago	28,330	79

Portland flour exports in December amounted to 50,177 bbls. For the entire

year of 1930, flour exports were 772,337 bbls, which compares with 885,313 bbls in 1929, 634,296 in 1928 and 699,854 in 1927.

Wheat exports last month were 1,063,665 bus. Exports for the year were 19,855,713 bus, as against 20,495,294 in 1929, 22,516,014 in 1928, and 36,053,316 in 1927.

FRISCO BAKERS UNINTERESTED

SAN FRANCISCO, CAL.—Prices lower, with the bakery trade showing no interest in contracting for future requirements. New business is still of the small lot variety for immediate requirements. Deliveries continue fair. Quotations, car lots, 98's, San Francisco, draft terms: Idaho family patents, \$4.80 @5 bbl; Montana standard patents, \$4.60 @4.80; Idaho hard wheat patents, \$4.20 @4.40; Oregon-Washington bluestem blends, \$4@4.40; northern straight grades, \$3.80@4; Dakota standard patents, \$5.40@5.60; California pastry, \$3.75 @3.85; California bluestem patents, \$4.25 @4.50.

ONLY FEW SMALL SALES REPORTED

LOS ANGELES, CAL.—Only a few small sales to bakers have been reported during the week. Buyers have been reluctant to take on new supplies, even at current low values. Deliveries on contracts have also been slow and supplies on hand with many of the larger accounts adequate for 15 to 30 days. Local flour mills have been operating on an average production basis. Flour prices from the Pacific Northwest seem to be below values in this market at the present time.

Quotations, car lots, sight draft terms: Montana spring wheat patents \$5@5.20 bbl, straights \$4.80@5; Utah-Idaho blended patents \$4.90@5.10, straights \$4.70@4.90, pastry \$4.40@4.60; Pacific Northwest bluestem \$4.60@4.80, pastry \$4@4.20; California blended straights \$4.60 @4.80, pastry \$4.10@4.30; whole wheat and graham flours, \$4.50@4.70; family patents, \$5@5.20; stuffed straights, \$4.70 @5.10.

OGDEN PRODUCTION INCREASED

OGDEN, UTAH.—Somewhat increased operations of Ogden mills was reported during the week, production reaching just 60 per cent of capacity, although millers reported few orders and these for comparatively small shipments. Shipping was sufficiently heavy to keep down warehouse stocks. Considerable interest was taken in general market strength, with the thought that this might lead to heavier buying where stocks are sadly depleted, but this only resulted in hopeful anticipations and a puzzled condition

as to where dealers and bakers thought the downward trend might be resumed.

Holiday observance cut some into production, together with only partial operation of two large Ogden mills. Country mills of Utah and southern Idaho were operated at less than 50 per cent of capacity.

Prices remain firm and unchanged. Quotations, to southeastern dealers: first patents \$5.30@5.50 bbl, straights \$4.80@5.20, and second grade \$4.20@4.80, car lots, f.o.b., Memphis and other Mississippi Valley common points; to California dealers: fancy patents \$4.60@5.20, second patents \$4.40@4.70, straights \$4.05@4.50, and second grades \$3.80@4.10, car lots, f.o.b., San Francisco and other California common points; to Utah and Idaho dealers: fancy patents \$5@5.60, second patents \$4.70@5, and straights \$4@4.60, car lots, f.o.b., Ogden.

SPERRY FEED MILL TO BE OPENED FORMALLY, JAN. 16

OGDEN, UTAH.—Formal opening of the new five-story feed mill erected at Ogden this year by the Sperry Flour Co., San Francisco, will take place on Jan. 16, 1931. Plans for the event are being made by P. M. Thompson, Sperry manager for the Utah-Idaho district, and Claude E. Farr, sales manager, co-operating with A. L. Ingebretson, feed expert of the Sperry company. The events will include a luncheon and reception during the afternoon for Ogden business and financial leaders, with a dinner dance in the evening for feed dealers and their wives. Invitations for the latter event will be extended to dealers in Utah, Idaho, Wyoming and Nevada. The \$150,000 plant, largest of its kind in Utah, is now ready for operation.

CHINA'S NEW TRADE-MARK LAW

SEATTLE, WASH.—Trade-marks must be registered with the Chinese Trade-mark Bureau, according to a new law of that country. To be eligible to register a trade-mark the owner must have a residence or place of business in China, or must have a resident agent. The bureau must publish a trade-mark gazette containing all registered trade-marks, alterations and cancellations. If the examiner decides that an application to the bureau for the registration of a trade-mark should be granted, his decision is published in the gazette, and if no opposition is made in six months the trade-mark will be registered.

NEBRASKA CUTS WHEAT ACREAGE

OMAHA, NEB.—Nebraska farmers reduced their winter wheat acreage 12 per cent. The sown area is 3,269,000 acres as compared with 3,715,000 sown the fall of 1929. This is a reduction of 46,000 acres or nearly as much as the total reduction for the United States, which was 1.1 per cent or 471,000 acres. The condition of winter wheat is 91 per cent as compared to 96 a year ago. The condition is most favorable in western Nebraska. There was a lack of moisture in eastern Nebraska for a time, but at present the condition is good. A total of 360,000 acres of rye were sown, as com-

PROSPERITY SLOGAN: "SACK FLOUR IN EVERY HOME"

Moscow, Idaho.

A "sack of flour in every home" movement, sponsored by the Moscow Grange, gained additional momentum here when President Abe Goff, of the Moscow Chamber of Commerce, designated its agricultural committee to co-operate with the Grange in Moscow and to urge employers of labor to give each employee a sack of flour for Christmas. The Lewiston (Idaho) Chamber of Commerce ordered 100 sacks of flour, which it turned over to the Salvation Army, while a similar order given by the Chamber of Commerce of Walla Walla, Wash., greatly stimulated flour sales in the district.

pared with 343,000 acres in the fall of 1929. The condition is 91 per cent compared with 95 a year ago.

FINAL SUMMARY WASHINGTON WHEAT

SEATTLE, WASH.—The Department of Agriculture's final estimate of Washington's wheat production for 1930 gives 20,210,000 bus winter wheat and 19,825,000 spring wheat, a total of 40,035,000 bus, compared with 41,910,000 bus in 1929. The 1930 crop averaged 22 bus per acre for winter wheat and 13 for spring. About 19 per cent of the crop will be used for feed, according to trade estimates, compared with normal disappearance as feed of about 12 per cent.

CONFIDENT OF BREAD PRICE INVESTIGATION

Believing That Senate Will Vote Authority. Senator McNary Names Arthur Capper to Conduct Hearings

WASHINGTON, D. C.—Confident that the United States Senate would vote the authority for a general investigation of bread prices, Senator Charles L. McNary, chairman of the Senate committee on agriculture and forestry, has named a subcommittee to handle the investigation.

Senator Arthur Capper, of Kansas, was designated chairman of the subcommittee, the other members being senators Lynn Frazier, of North Dakota, John G. Townsend, Jr., of Delaware, Republicans, and John B. Kendrick, of Wyoming, and Elmer Thomas of Oklahoma, Democrats.

As a matter of fact, on Jan. 5, when Senator McNary named the subcommittee, the Senate had not acted on either the Capper resolution for an investigation of bread prices in the District of Columbia, or on the Wagner resolution calling for a general investigation. The Senate committee on agriculture, however, had voted to report the Wagner resolution favorably, and it was held to be certain of passage as soon as it came to a vote in the Senate. The Capper resolution has been reported favorably by the Senate committee of the District of Columbia.

In the event that both resolutions are passed by the Senate, which is likely, the two investigations may be consolidated and handled in the same series of hearings. Under the usual procedure, Senator Capper would be named chairman of the subcommittee of the Senate committee on district affairs, and would, therefore, be in position to head both investigations.

According to Senator Capper, the purpose of the investigators will be to find out whether or not bread prices throughout the country reflect the current low prices of wheat. In the event bread prices are out of line with wheat prices, the investigators will want to know what are the factors in the higher prices of bread.

As soon as the Senate goes through the formality of voting the necessary authority, the investigation will get under way with the probability that the District of Columbia bakers first will be called upon to justify their current bread prices.

NEWS CRIST in BRIEF

Tom Lally, of the Visalia (Cal.) Milling Co., is visiting with friends through the holidays.

J. Mikkelsen, of the Mikkelsen Brokerage Co., Seattle, has been in San Francisco recently.

The addition of Colorado to the Ogden sales territory of the Sperry Flour Co. has been announced.

E. S. Woodworth, president of E. S. Woodworth & Co., Minneapolis, was a recent visitor in San Francisco.

C. H. Wright, president-elect of the Omaha (Neb.) Grain Exchange, visited San Francisco, arriving from New York by steamer.

P. M. Thompson, Ogden manager for the Sperry Flour Co., is making an extensive southern tour, visiting Little Rock, Memphis, Birmingham, New Orleans and other cities.

James S. Eason, sales manager for the Globe Grain & Milling Co., was elected president of the Exchange Club of Ogden, Utah, succeeding Charles E. Robinson, chief miller of the Sperry Flour Co., in that office.

M. G. Pence, district manager for the Farmers' National Grain Corporation, and W. H. Berrett, manager of the Intermountain Grain Growers, Inc., have returned to Ogden, Utah, from Idaho, where they held meetings with grain grower co-operative members.

CORN PRODUCTS

Memphis.—Buying continues light, but stocks very limited. Cream meal, basis 24s, Jan. 3, \$3.25@3.60. Offerings light but ample.

St. Louis.—Quotation on cream meal, Jan. 3, \$1.75 per 100 lbs, and standard meal \$1.65.

Evansville.—Demand light; prices unstable. Cream meal, Jan. 3, \$2.25 per 100 lbs; hominy flake, \$3.10; pearl cracked and grits, \$2.10.

Indianapolis.—Demand average; prices higher; stocks ample. Cream meal, Jan. 3, \$2.25@2.35 per 100 lbs.

Nashville.—Demand for meal light; trend easier; hominy feed in fair demand and unchanged. Quotations, Jan. 3: degerminated cream meal, 96-lb bags, \$2.15; hominy feed, ton, \$30@32.

Philadelphia.—Trading slow and market weaker; supplies adequate. Jan. 3, in 100-lb sacks: fancy kiln-dried meal, yellow \$2.06, white \$2.16; pearl hominy and grits, \$2.16.

Pittsburgh.—Demand light; supplies adequate; trend unsettled. Jan. 3: yellow or white meal, fancy, \$2.20@2.25 per 100 lbs.

Toronto.—White flour in fair demand. Supplies adequate. Prices unchanged at \$6@7.40 bbl, mixed cars, delivered.

Minneapolis.—On Jan. 6, yellow and white corn meals were quoted at \$3.50 @3.60 per 200 lbs.

Baltimore.—Market strong and more active at unchanged rates. Jan. 3: meal, white and yellow, \$1.85@1.90 per 100 lbs; hominy and grits, \$1.95@2.

J. C. MURRAY UNOPPOSED AS CHICAGO BOARD PRESIDENT

CHICAGO, ILL.—James C. Murray, of the Quaker Oats Co., and Siebel C. Harris, of Scott, Burrows & Christie, unopposed candidates for president and second vice president, respectively, of the Chicago Board of Trade, were unanimously elected to those offices, Jan. 5.

The center of interest was in the contest for the five vacancies on the board of directors, the selection of the nominating committee being opposed by four other candidates who filed by petition. Gale Smart, Thomas Wickham and Barnett Farroll, of the "regular" ticket were successful, as were John Brennan and Charles Essroger, who had been nominated by petition.

The new president of the exchange has been a member for more than 25 years and has taken a prominent part in its activities, most recently as chairmann of the general committee officiating at the opening of the new Board of Trade Building. Peter B. Carey, who served during the past year as second vice president, automatically becomes first vice president.

CONFEREE OUTLINES TALK ON BRITISH QUOTA PLANS

WINNIPEG, MAN.—A brief outline of discussions which took place at the meetings of the "quota committee" appointed at the recent Imperial Conference in London, Eng., was given by Dr. D. A. MacGibbon, one of the grain experts attached to the Canadian delegation to the conference, when he addressed a meeting of the Western Canada Society of Agronomy at Winnipeg last week. He explained what was meant by the three schemes discussed, that of the formation of an imports board, the bulk purchasing plan and the quota system of buying, and at the outset stated that the question of prices bulked largely in all of the plans.

With regard to the imports board he said there was the possibility of friction over both prices and quotas. Long-term contracts had been suggested, but subsequent discussion showed that there were many obstacles in the way of such a plan. In the bulk purchase plan no statutory monopoly was intended. The suggestion was that contracts for the

purchase of wheat be made through large existing corporations, such as the English co-operative societies, and that prices should fluctuate with the open market, but again there were many difficulties.

The third and last of the schemes discussed was that of the quota system of buying. This plan Dr. MacGibbon thought was possible, although it would meet strong opposition, on the ground that it would disrupt to a large extent the methods of many of the British mills, especially those on the coast which had been built and fitted for the handling of imported wheat. The adoption of this scheme would also militate against the business of Canadian flour millers.

The likely proportion of Dominion wheat under the quota system would be 55 per cent of the entire mill grind of the United Kingdom, while 15 per cent would be British wheat and the balance of 30 per cent would be free quota for which all export countries would compete.

In conclusion, Dr. MacGibbon said that while import boards and the like were fundamentally an attempt to protect British growers without altering the free trade policy of Great Britain, there was a change working, and that it was unlikely that Britain would long continue her present policy of unrestricted free trade.

RYE PRODUCTS

Chicago.—Business in rye flour is extremely light, the holiday dullness continuing. Only real small sales are being made, and even these are scattered. Shipping directions are fair. As soon as inventory taking is out of the way, some improvement is expected. The local output totaled 4,423 bbls, against 2,288 the previous week. Mill asking prices, Jan. 3: patent white, \$3.40@3.70 bbl; medium, \$3.20@3.40; dark, \$2.90@3.10.

Duluth.—Demand for flour narrow; business confined to an occasional mixed car lot with wheat flour, or small parcel to established trade. Quotations, Jan. 3, f.o.b. mill, in 98-lb cottons: pure white, \$3.55 bbl; No. 2 straight, \$3.35; No. 3 dark, \$3.15; No. 5 blend, \$3.80; No. 8 rye, \$2.95.

St. Louis.—Flour in very slow demand; prices about unchanged. Jan. 3, basis cotton 98's, f.o.b. St. Louis: pure white, \$3.60 bbl; medium, \$3.60; pure dark, \$3.40; rye meal, \$3.30.

Buffalo.—Flour demand light. Quotations, Jan. 3, 98-lb cotton, f.o.b.: white, \$3.70@4.10 bbl; medium, \$3.45@3.50; dark, \$3.40@3.50.

Baltimore.—Flour prices firmer; demand lifeless. Jan. 3, 98-lb cottons: top patent, \$3.95@4.10 bbl; straight, \$3.70@3.85; dark, \$3.45@3.60.

Philadelphia.—Trading slow, and offerings fully ample for requirements. Prices unchanged. Jan. 3, in 98-lb cotton sacks: white flour \$4@4.20 bbl, medium \$3.50@3.75, dark \$3.25@3.40.

Pittsburgh.—Demand light; supplies adequate; trend unsettled. Jan. 3: pure white flour \$3.50@3.75 bbl, medium \$3.25@3.50, dark \$3@3.25, cotton 98's, Pittsburgh.

New York.—Rye flour sales are scattered, and limited to small lots. Rye patent in jutes, \$3.70@4.15 bbl, f.o.b. mills.

Boston.—Only a limited demand for flour; prices about unchanged. Quotations, 98-lb cottons: choice white patents, \$3.95@4.05 bbl; standard patents, \$3.85@3.90; medium light straights \$3.75@3.85, medium dark \$3.70@3.80; pure dark rye, \$3.60@3.70; rye meal, \$3.40@3.50.

Milwaukee.—Prices vary about 5s bbl. Business dull. Inquiries slow. Shipping directions lacking. Quotations, basis Milwaukee: pure white flour, \$3.55@3.70 bbl; light, \$3.55@3.70; medium, \$3.35@3.50; pure dark, \$3.15@3.30; meal, \$2.95@3.10.

Minneapolis.—The spread between white and dark rye flour has narrowed to only 40c bbl, or just about half what it normally is. According to local rye millers, there is no inquiry whatever for future shipment, trade continuing to supply its immediate needs from warehouse stocks and buying usually only a few barrels at a time. Pure white rye flour \$4.25@4.40 bbl, in 98-lb cottons, f.o.b., Minneapolis; pure medium, \$3.05@3.20; pure dark, \$2.85@3. Four northwestern mills last week made 11,131 bbls, compared with 7,842 in the previous week.

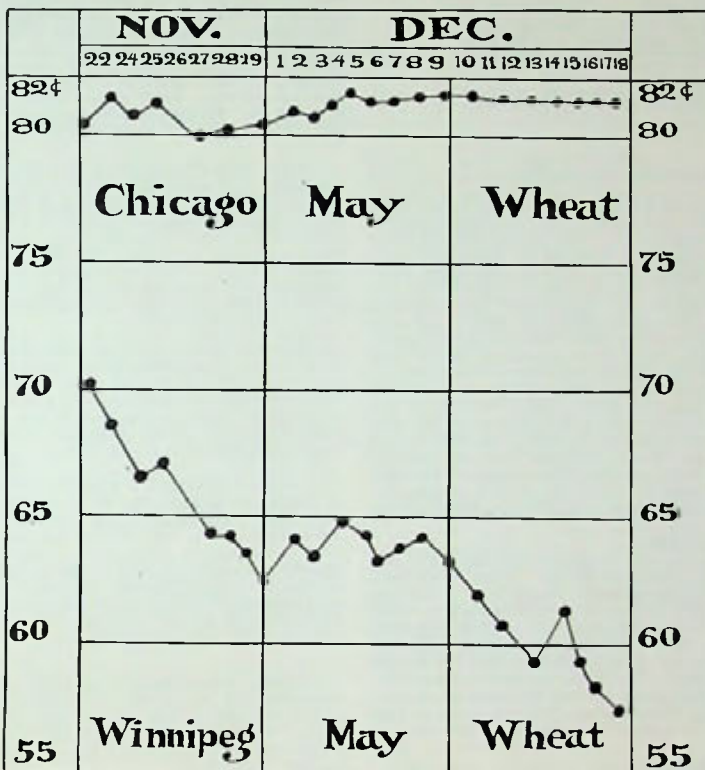
OATMEAL

Winnipeg.—Domestic trading in rolled oats and oatmeal is just fair, while export business remains stagnant, our prices being out of line. A slight drop comes effective Jan. 5, with rolled oats in 80-lb bags quoted at \$2.65 in all three prairie provinces, and oatmeal in 98-lb bags, 25 per cent over rolled oats.

Minneapolis.—Rolled oats were quoted on Jan. 6 at \$1.80 per 90 lbs.

Philadelphia.—Trading quiet and market easier; supplies ample. Jan. 3, \$2.27 per 100-lb jute bag for ground.

Toronto.—Neither domestic nor export buyers are showing any interest. Prices steady. Rolled oats \$4.40 bbl of 180 lbs, in 90-lb jute bags, car lots, f.o.b., mills; \$4.90 in mixed cars, with discount of 10c bbl for cash; oatmeal, in 98-lb jutes, 10 per cent over.



Undoing of Spreads Proves Detrimental to Winnipeg Wheat Prices

WINNIPEG, MAN. A PRICE chart appearing herewith shows that on Nov. 22 May wheat in the Chicago futures market was selling at a premium of 10½c over Winnipeg May wheat, and by Dec. 18 premium had increased to 23½c. The fluctuation at Chicago in this period was within a range of 2c, while the Winnipeg price, in a trend that was mainly downward, reached a new low point for the season and established a range of more than 12c for the 23-day period.

This unusual spread between the two markets was brought about by a combination of factors, a brief outline of which follows:

It is necessary to go back to the early part of November to find one of the main causes, or rather to trace the operations which have played a major part in the decline of values at Winnipeg recently. At that time there was a spread of only some 5 or 6c between the price of May wheat at Chicago and corresponding future in Winnipeg, with the southern market holding the premium. The United States at that time was still competing in the world export market, and under the circumstances it was felt that the intrinsic value of Canadian wheat was higher than that of the United States and that the spread would narrow up in favor of Winnipeg or perhaps eventually be reversed. In this belief, heavy spreading operations between Winnipeg and Chicago were commenced, which involved the selling of Chicago

May wheat against purchases of Winnipeg May wheat. When this spread had been completed it was estimated that many millions of bushels of Winnipeg wheat had been bought by United States interests behind these operations.

At the time, this buying gave the Winnipeg market good support and helped to sustain Canadian prices, but in the light of subsequent events it has proven detrimental. The United States traders had not anticipated the further participation of the Federal Farm Board agencies in the Chicago market, and the subsequent "pegging" of prices, which has virtually tied up trading operations, but to this they owe the financial loss they have suffered in the unwinding of a spread that daily became more unprofitable to maintain.

Forced to liquidate the wheat they had purchased at Winnipeg, they put the Canadian market under pressure that it could not withstand and swept prices down to levels where other investors were obliged to sell out. Prospective investors in wheat were driven from the market by the persistent declines and the registering of new low price levels almost daily. On many days Winnipeg quotations led the way to lower levels in world prices.

It is the opinion of close observers that this unwinding of spreads is practically over and that the Winnipeg market is now in shape to respond to broader export buying or the support of the investing public.



Readers who are interested in markets for feeds, feeding grains and hay, and in information about the manufacture and distribution of feeds beyond the necessarily condensed market summaries given in this department, are invited to subscribe to FEEDSTUFFS, a feed newspaper issued every Saturday by the publishers of The Northwestern Miller. The subscription price is \$1.00 per year, or 50 cents per year to regular subscribers to The Northwestern Miller. Sample copy on request.

Feed Demand Improves Slightly

AS inventories are finished and the influence of the year-end holidays fades, there is a gradual improvement in the demand for feeds. This has been sufficient in some instances to bring an upward reaction in prices, wheat millfeed being particularly stronger. Low stocks of all feeds were revealed by inventories and, normally, this would be followed by heavy buying. Many farmers lack funds, however, resulting in an uncertainty concerning consumption that is reflected all the way back along the line. Feed dealers, jobbers and mixed feed manufacturers hesitate to contract for their usual supplies. The winter has been mild so far over most of the country, constituting another factor in the restricted demand for feeds.

The year ended with feed prices materially below those prevailing at the close of 1929, as well as below the five-year average. Corn quotations were about 75 per cent of those of a year ago and 80 per cent of the average prices at that time. Oats were around 70 per cent of last year and average and wheat close to 55 per cent. Wheat bran, at the principal distributing markets, was selling at 55 per cent of last year and 52 per cent of average. Cottonseed and linseed meals were quoted at about 70 per cent of last year and average. Hay prices have been declining in recent weeks, although they still reflect the short supply. The principal weakness has been evidenced in alfalfa hay, which is quoted at around 90 per cent of last year and average. Timothy hay continued to display greater strength than either prairie or alfalfa.

WHEAT MILLFEED

A fair although scattered demand for bran and middlings developed the last day or two of 1930, bringing a considerably better undertone. Price movements were irregular, with some markets showing advances while others were unchanged to slightly lower than a week ago. Mixed feed manufacturers, who have in many cases been unable to absorb deliveries on old contracts, are now sending directions in much better volume, and this has been a major influence in creating optimism. An increasing number of millers and jobbers are voicing opinions that the bottom of the market on bran has been touched. The heavier feeds are in a weaker position, with offerings in excess of demand. Both bran and shorts continue to meet with sharp competition from Canadian feed in New England, while the lack of buying power in the South is another argument against any continued advance in prices.

COTTONSEED MEAL

Although offerings of cottonseed meal were extremely light, with most plants closed down, prices barely held steady. Buyers show little confidence in current levels and, with their own outlets restricted, they are contracting only on a hand-to-mouth basis.

LINSEED MEAL

Offerings of linseed meal are not burdensome, as crushing plants generally are inactive over the holidays and sales are being made from stocks on hand. Demand is narrow, however, and prices are about unchanged from a week ago.

ALFALFA MEAL

Prices are only slightly lower than a week ago, influenced somewhat by the downward trend in alfalfa hay prices, but also by the weakness in other feeds. Grinders at Kansas City were operating rather actively and storing surplus meal above requirements for the manufacture of commercial feeds. Prices were about unchanged on the Pacific Coast, with demand fair. Moderate inquiries from the Atlantic seaboard were reported at San Francisco and demand for coarse meal mixed with molasses at Los Angeles was improving and poultry meals were in steady request.

CORN BY-PRODUCTS

Hominy feed markets are weak, influenced by a slow demand and a decline in corn prices, but quotations of gluten feed and meal are about unchanged. Hominy feed production has been fairly liberal, especially at eastern points. The gluten feed situation at Buffalo was fairly firm with light offerings and fair scattered demand. Production has been very light so far this year.

New Crop Wheat Futures Unsettled

AN unsettled tone developed in new crop wheat futures during the first week of the new year, with pronounced strength apparent at times followed by a sharp reaction. Fluctuations in old crop futures, which are pegged by the farm board stabilization agency, were unimportant. Factors responsible for the upturn in the July option were to a large extent of a technical nature, as was the following reaction, but the firmer tone was stimulated in part by a display of strength in foreign markets, farm board support of cash wheat and strength in corn. Liberal increase in the visible supply and lower Canadian prices encouraged selling later.

Action of foreign markets was a little more encouraging, but there was no extensive buying by importers, who are waiting for an increase in movement from the southern hemisphere. World shipments fell off, and the difference was made up from stocks on passage, which now are lower than a year ago. Threshing and movement of the Argentine crop have been considerably delayed by wet weather and shipments from that country continue to run slightly below a year ago, despite the large crop this year. A considerable part of the Australian shipments are being taken by oriental countries, and this good demand is one of the encouraging features of the situation. Press reports of an attempt to establish a \$1,000,000,000 credit for

China were regarded as exaggerations, but hopes prevail that a considerable credit can be arranged. Canada hopes to sell 100,000,000 bus to China.

The differential of foreign markets under those of United States narrowed slightly since a week ago. Liverpool is now about 17½¢ under Chicago, Winnipeg 25½¢ under, and Buenos Aires 28¾¢ under. Kansas City July wheat is now less than 1¢ over Winnipeg July.

The premiums which old crop futures are bringing in relation to July, continue to attract country supplies to market. Primary receipts last week totaled 5,679,000, an increase of 324,000 over the previous week and 1,497,000 higher than a year ago. With export business practically shut off, the visible supply showed an increase of 1,155,000 bus, making the total 189,264,000, compared with 175,518,000 a year ago. This was the first increase in the visible supply at this time of year since 1923. World wheat shipments were 9,515,000 bus, of which North America exported 4,050,000 and Russia 1,216,000. Stocks on ocean passage were reduced 1,216,000 bus, bringing the total down to 27,272,000, against 28,206,000 a year ago. The Canadian visible decreased 781,000 bus.

A feature of the cash market was the action of federal farm board agencies in buying cash wheat at Kansas City on a pegged basis. Heretofore during the crop year, price pegging has been confined to futures, although the cash market was pegged last crop year. This action was necessary, it is stated, to prevent declining cash premiums from minimizing the effects of the future price pegging. Consequently, there was no change of prices at Kansas City since a week ago, while spring wheat prices at Minneapolis also remain unchanged. Declines of ½¢@1¢ were reported at St. Louis for hard and soft winters. Practically all buying at Kansas City is being done by the farm board agency there, while general demand at Minneapolis also is moderate. Movement from the country continues in larger volume than a year ago, although there is some evidence of a falling off.

CORN

After several successive days of liquidation, corn futures reacted sharply, gaining about 4½¢ before selling lower again. The cash market is firm, with primary arrivals showing no great increase as a result of the advance in prices. At present prices, liberal feeding of corn probably will take place. Primary receipts were 2,400,000 less than in the preceding week and nearly 6,000,000 below a year ago, while shipments were about 200,000 larger than in the previous week and 500,000 below a year ago. The visible supply gained 939,000 bus, making the total 16,390,000, compared with 9,892,000 a year ago. Many traders consider the present position of corn bullish, declaring that the peak of the market movement has been passed.

OATS

Action of corn was the major influence in oats futures this week, but there was no pressure to sell when prices were on the down grade. Cash demand is fairly active and offerings are not large. Receipts at primary markets were 300,000 bus smaller than in the previous week and nearly 800,000 below a year ago, while shipments were 220,000 larger than in the preceding week and about equal to a year ago. The visible supply decreased 820,000 bus, making the total 28,226,000, compared with 26,946,000 a year ago.

RYE

Despite evidences of a good disappearance of the cash grain, rye futures showed no special strength during the past week, moving upward and reacting with other grains, but showing a net gain compared with a week ago. There is more interest being displayed in rye futures, however. Cash demand is fairly good, and mills were in the market for supplies. Country movement is not large, but the lack of exports is a continual drag on the market. The visible supply declined 248,000 bus, making the total 15,550,000, compared with 13,707,000 a year ago. Late deliveries on December contracts at Chicago were fairly large, but went into strong hands. Early reports on the European winter rye acreage indicate a considerable cut, with the shift being to winter wheat.

BARLEY

After a substantial rally with other grains late last week, barley futures reacted downward but closed with a net gain over a week ago. Cash demand for feeding grades is quiet to fair, but malting types are actively sought. Offerings are not large. The visible supply decreased 170,000 bus, making the total 11,308,000 compared with 9,701,000 a year ago. A decline in Russian shipments has resulted in smaller world trade.

FLAXSEED

Some independent strength developed in flaxseed futures this week, as a result of a recovery in Argentine prices and delay to harvesting in that country, caused by rain. Shipments from Argentina increased considerably, however. There is a fair demand for cash seed, and offerings are not burdensome. Receipts at Minneapolis and Duluth-Superior totaled 113,000 bus, compared with 145,000 in the previous week and 138,000 a year ago. Shipments were 21,000 bus, compared with 52,000 in the preceding week and 61,000 a year ago. Stocks at the two markets increased 44,000 bus, making the total 1,356,000, compared with 982,000 a year ago. Improvement in European demand is expected soon.

Millfeed Markets in Detail

CENTRAL WEST

Chicago.—Demand better; supplies limited; trend firmer. Spring bran \$16.50, hard winter \$17@17.50; standard middlings \$16@17; flour \$18@18.50; red dog, \$19.50@21.

Milwaukee.—Demand increasing; prices have advanced \$1.50 on pure bran, and on middlings about \$1.25@1.50, although the heavy feeds are still a drag on the market; mill offerings are held very firmly; prices in New England and in eastern markets are again out of line with the West, due to the lower prices being quoted in the latter section. Durum bran \$15.50@16, standard \$16@16.50, pure \$17@17.50; standard fine middlings \$15@15.50, flour \$17@18; red dog, \$19@20; rye middlings, \$13@13.25; second clear flour, \$19@21.

St. Louis.—Demand light; supplies are free; mill offerings are not pressing, although it is believed that much must be in store. Bran, \$15; standard middlings, \$15.25; gray shorts, \$17@17.50.

THE NORTHWEST

Minneapolis.—A much better feeling is noticeable in millfeed. Bran and stan-

dard middlings are \$1@1.50 ton higher for the week, but the heavier grades are unchanged. Mixers have been more in evidence, taking delivery against old contracts, and, in some instances, asking for immediate shipment of feed which they have heretofore been asking shippers to hold up. On top of this, carload buyers have been in the market for prompt shipment feed, so that, while inquiry is quiet, the undertone is much more encouraging. Mill offerings are lighter. Bran is held nominally by city mills at \$15.50@16 ton, standard middlings \$15@15.50, flour middlings \$17@17.50, red dog \$18.50@19, wheat mixed feed \$16.50@18 and rye middlings \$11@12.50, in 100-lb sacks, f.o.b., Minneapolis. A few mills are now out of the market on rye middlings.

Duluth.—Demand slow; supplies small; trend lower to firmer; deferred slow. Bran, \$15; standard middlings \$16, flour \$19.50; red dog, \$20.50.

Des Moines.—Demand very quiet; supplies adequate; trend downward; bran down 50¢@82, flour middlings \$1, gray shorts \$1, red dog \$2. Bran, \$16.50@22; flour middlings \$21@30, standard \$20; gray shorts, \$19.50@26; red dog, \$23@33.

THE SOUTHWEST

Kansas City.—After reaching a low point at \$13.50 just at the turn of the year, bran displayed considerably better tone and advanced fully \$1. Improved interest was displayed at all markets. Some of the new buying is believed due to short covering. Feed mixers are not buying much. The better tone appears, on the whole, to be due more to psychology than to any actual increase in consumptive buying. Quotations, Jan. 3, basis sacked, Kansas City: bran, \$15 @ 16 ton, f.o.b., mills; gray shorts \$17 @ 18, brown \$16@17.

Atchison.—Mills report quite a difference in feed prices, depending upon what point the sales are going to. Many ridiculously low quotations are reported, sales of bran at \$14@15 ton, f.o.b., mill; mill run, \$15@16.50; shorts, \$18.50@19.

Oklahoma City.—Sales are holding up fairly well; prices about steady; output of mills is being taken by the mixed car trade and there is a dearth of straight car lot shipments. Straight bran, 85c per 100-lb bag, f.o.b., mill; mill run, 92½c; shorts, \$1.

Omaha.—Demand slow; trend downward. Standard bran \$15, pure \$15.50; wheat shorts \$16, gray \$17@17.50; flour middlings, \$19; red dog, \$21@22.

Hutchinson.—Demand is slightly improved; supplies medium to low; trend weaker. Bran \$14, mill run \$16, gray shorts \$18, Kansas City basis.

Salina.—Bran and shorts have declined due to larger offerings and conservative bookings for future delivery. There has been no accumulation by mills; central states and eastern territory were not active buyers. Bran \$13.50@14, Kansas City; shorts, \$16@16.50.

Denver.—Demand fair; supplies plentiful; trend weak. Red mill run bran \$21, white \$25; shorts, gray \$27, white \$39.

Wichita.—Demand only fair; trend weak; supplies ample. Bran \$14@17, mill run \$16@19, shorts \$18@21, basis Kansas City.

Dallas.—Demand slow; supplies heavier; trend lower. Delivered, Texas common points, 100-lb bags: bran, \$1 @ 1.05; gray shorts \$1.18@1.24, white \$1.51 @ 1.58; wheat chops, \$1.64@1.68.

Fort Worth.—Demand slow; supplies ample; trend barely steady; Texas mill offerings very light. Kansas wheat bran 93¢@91c per 100 lbs; gray shorts \$1.08@1.10, red dog \$1.25@1.30, group 1.

THE EAST

Buffalo.—Demand improved; supplies liberal; trend higher. Standard bran \$19.50, middlings \$18.50; pure bran, \$18.50; flour middlings, \$21.50; red dog, \$22.

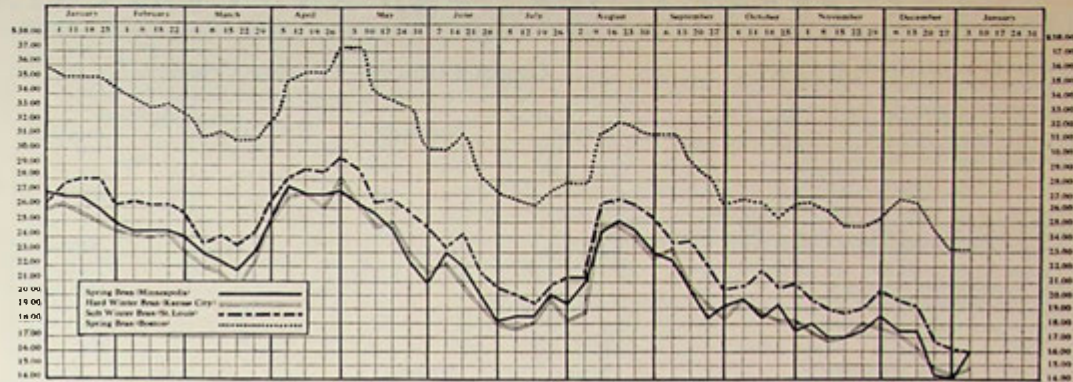
New York.—Demand dull; supplies ample; trend weaker. Bran, \$22.50@24.10; standard middlings, \$22@23.60; red dog, \$28.25@29.10.

Boston.—Demand stronger; supplies sufficient; trend stronger. Spring bran \$24@24.50, winter \$24@24.50; middlings, \$23@23.50; mixed wheat feeds (light), \$24.50@25.50; red dog, \$24@28.

Pittsburgh.—Demand slow; supplies abundant; trend unsettled and easier; prices fluctuating and lower. Spring wheat bran, \$19.50@20; standard middlings \$19@19.50, flour \$21@22; red dog, \$23@24.

Baltimore.—Demand better; supplies are heavy; trend stronger; further lowering of asking prices on Argentine offal,

Range of Bran Prices



coupled with the fact that the trade faces losses on all previous purchases, has caused a stagnant market. Spring wheat bran \$23@23.50, winter \$23.50@24; standard middlings \$22.50, flour \$25@25.50, red dog, \$26@26.50.

Philadelphia.—Demand light; supplies are ample; trend lower. Spring bran \$22.50@23.50, hard winter \$22.50@23.50, pure American \$23@23.50, pure Canadian \$23@23.50, soft winter \$25@25.50; standard middlings \$21.50@22.50; flour \$25@26; red dog, \$26@27.

CENTRAL STATES

Toledo.—Millfeed active, and sales have cleaned up all supplies; some mills have advanced prices; trend strong and upward. Soft winter wheat bran was quoted, Jan. 2, at \$19.50@20 ton, f.o.b., mills; mixed feed, \$19.50@19.75; flour middlings, \$19@21; standard middlings, \$18.50.

Cleveland.—Demand light; supplies ample; trend up. Prices \$1 higher. Hard winter wheat bran \$21@21.50, soft winter \$21.25@22, spring \$20.50@20.80; standard middlings \$19.50@20, flour (sacked) \$22.50@23.50.

Cincinnati.—Demand improved; supplies adequate; trend steady. Bran, soft winter wheat \$20.50@21, hard winter \$19 @ 19.50; middlings, standard spring wheat \$18.50@19, soft winter \$21.50@22; gray shorts, \$21@21.50; red dog, \$23.50 @ 24; wheat mixed feed, \$21.50@22.

Indianapolis.—Demand slow; supplies light but ample; prices weak and lower; directions on old contracts slow. Jan. 3; soft winter wheat bran \$20.50@20.75 ton, f.o.b., mills, standard middlings

\$20.50@21, mixed feed \$21.50@22, flour middlings \$22.50@23; spring wheat bran \$19@19.50, standard middlings \$18@18.50, mixed feed \$20@21, flour middlings \$21.50@22, red dog \$23@23.50.

Columbus.—Demand fair; supplies ample; trend steady to lower. Spring wheat bran \$22@22.50, hard winter bran \$21.50 @ 22, soft winter bran \$23@23.50; standard middlings \$22@22.50, flour middlings \$25@25.50, mixed feed \$26, red dog \$27@27.50.

Louisville.—Demand fair for immediate delivery; supplies ample; trend fairly firm. Bran, \$21@22; mixed feed, \$22 @ 23; brown middlings \$23.50@24.50, gray middlings \$27.50@28.50; red dog, \$29@30; western feeds about \$2 less.

THE SOUTH

New Orleans.—Demand quiet; supplies ample; trend lower. Texas wheat bran \$1 per 100 lbs, gray shorts \$1.15; Kansas wheat bran \$1.05, gray shorts \$1.20; red dog, \$1.50; standard middlings, \$1.15.

Memphis.—Firm prices prevail, but buyers are not inclined to anticipate needs, which are small; offerings not free. Wheat bran \$18.50@19 ton, f.o.b., mill; gray shorts, \$20.50@21.

Nashville.—Demand moderate; supplies ample; trend easier. Jan. 3, soft winter wheat bran, f.o.b., Ohio River stations, \$18@21 ton; standard middlings, \$20@24.

Birmingham.—Demand poor; supplies heavy; trend downward. Bran, standard grade \$21.50@22.50, pure wheat \$21.75@22.75; gray shorts, \$24@25.

Norfolk.—Demand very light; supplies abundant; trend downward; a large sup-

ply of local corn is being fed, to the exclusion of prepared feeds. Red dog, \$25 @ 27; winter middlings \$25.50@28, bran \$25@27.50; standard bran \$22@23, middlings \$20@21.

PACIFIC COAST

Seattle.—Lower prices for dairy products, and mild winter weather, have depressed demand for millfeed, and the market is lifeless. Production is lighter, but supplies are still ample. Large buyers have been securing unusual price concessions. At last week's close, Washington standard mill run was held around \$17 ton to jobbers, coast; standard middlings, \$22; Montana mixed feed, \$16.50.

San Francisco.—No interest except for scattered car lots for immediate requirements; prices steady to weaker; offerings adequate, but not pressing. Quotations, draft terms, San Francisco: Kansas bran, \$26@27 ton; Ogden white mill run \$23@24, blended \$20@21, red \$19@19.50; northern white bran and mill run \$21@22, red and standard \$18.50@19.50, middlings \$25@26, shorts \$22@23, Montana bran and mill run \$22@23, low grade flour \$27@28.

Ogden.—Demand largely limited to intermountain purchases; poultry feed manufacture is taking practically all Ogden production; California buyers secured some mill run and middlings from smaller mills in Utah and southern Idaho; increasing demand from Utah and Idaho live stock feeders reported. Prices unchanged. To California dealers, red bran and mill run \$19 ton, blended \$20, white \$21, middlings \$30, f.o.b., San Francisco and other California common points; to Utah and Idaho dealers, red bran and mill run \$15, blended \$16, white \$17@18, middlings \$27, car lots, f.o.b., Ogden.

Los Angeles.—Demand light; supplies adequate; trend uncertain. Local values lower than outside quotations; stocks on hand with mixers are not heavy and there is practically no forward hooking. Local red mill run, \$19@20 ton, f.o.b., mill, blended \$20@21, white \$20@22; Utah-Idaho mill run, red \$20@21, blended \$21@22, white \$22@24; Kansas bran quotations are free at \$21@22, northern standard mill run, \$22@23, dock, Wilmington.

CANADA

Toronto.—Production is low, and supplies none too plentiful. Mills are using what they have in mixed cars or for distribution around their own doors if located at country points. Trucks are also carrying away a lot of feed. Prices are unchanged. Jan. 3, bran \$21 ton, shorts \$21 and middlings \$29, bags included, mixed cars, delivered, Ontario points.

Winnipeg.—Demand improving; supplies ample; trend steady; due to low prices of oats and barley, substantial quantities of these commodities are being fed in preference to millfeed. Manitoba and Saskatchewan, bran \$16, shorts \$17; Alberta, bran \$15, shorts \$16.

Vancouver.—Demand poor; supplies heavy; trend uncertain; smaller mills are inclined to stop pushing for sales; the competition of concentrates mixed with oats is an important factor. Bran, \$18; shorts, \$19; middlings, \$26.

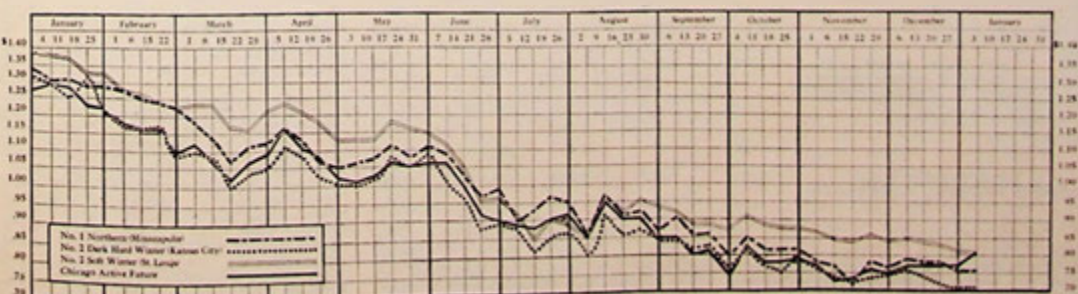
SUMMARY OF MILLFEED QUOTATIONS

Millfeed quotations reported by wire Tuesday, Jan. 6, based on carload lots, prompt delivery, per ton, packed in 100-lb sacks:

	Chicago	Minneapolis	Kansas City	St. Louis	Baltimore
Spring bran	\$16.50	\$15.50@16.00	\$16.00	\$15.00	\$23.00@23.50
Hard winter bran	17.00@17.50		15.00@16.00		
Soft winter bran					23.50@24.00
Standard middlings*	16.00@17.00	15.00@15.50	16.00@17.00		18.25@22.50
Flour middlings†	18.00@18.50	17.00@17.50	17.00@18.00	17.00@17.50	25.00@25.50
Red dog	19.50@21.00	18.50@19.00			26.00@26.50
	Buffalo	Philadelphia	Boston	Columbus	Nashville
Spring bran	\$19.50	\$22.50@23.50	\$21.00@21.50	\$22.00@23.50	
Hard winter bran		22.50@23.50	24.00@24.50	21.50@22.00	
Soft winter bran		25.00@25.50		23.00@23.50	18.00@21.00
Standard middlings*	18.50	21.50@22.50	23.00@23.50	22.00@22.50	20.00@21.00
Flour middlings†	21.50	25.00@26.00		25.00@25.50	
Red dog	22.00	26.00@27.00	21.00@23.00	27.00@27.50	
	Spring bran		Shorts		Middlings
Toronto	\$17.00		\$21.00		\$29.00
Winnipeg	\$16.00		\$17.00		

*Brown shorts. †Gray shorts. ‡Fort William basis.

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 Dec. 27, 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 for Wheat, United States, Canada, and various weeks (Dec. 27, previous week, 1929, 1930, 1931). Includes sub-sections for OATS and CORN.

Grain Futures—Closing Prices

Closing prices of grain futures at leading option markets, in cents per bushel:

Multiple tables for WHEAT, CORN (CONTINUED), OATS, RYE, and FLAXSEED, showing prices for Chicago, Minneapolis, Kansas City, and other locations.

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 Jan. 3, and corresponding date of a year ago:

Table showing visible grain supply for Wheat, Corn, Oats, Rye, and Barley across various cities like Baltimore, Boston, Buffalo, 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 showing weekly grain and flour exports for United States grains, Canadian grains, and other countries.

Flour and Grain—Receipts and Shipments

Receipts and shipments of flour and grain at the principal distributing centers for the week ending Jan. 3, as compiled by the Daily Trade Bulletin, flour given in barrels, grain in bushels (000's omitted throughout):

Table showing receipts and shipments for Flour, Wheat, Corn, and Oats at various locations like Chicago, Duluth, Indianapolis, etc.

Table showing Grand totals and Last year comparisons for Receipts and Shipments.

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 Jan. 3, 1931, and Jan. 4, 1930, as reported to the United States Bureau of Agricultural Economics, in bushels (000's omitted):

Table showing grain stocks for American and Canadian grain in bond and in store.

Milled—Receipts and Shipments

Receipts and shipments of milled flour at the principal distributing centers for the week ending Jan. 6, in tons, with comparisons:

Table showing milled flour receipts and shipments for Minneapolis, Chicago, Baltimore, etc.

Bonded Grain in United States

Bonded grain in the United States reported this week compared with last week and a year ago, in bushels (000's omitted):

Table showing bonded grain in United States for Wheat, Oats, Rye, and Barley.

Russell's Commercial News estimates United States flour production and movement as follows, in barrels (000's omitted):

Table showing flour production and movement for previous weeks and years.

*Rates apply through February, 1931. †Rates also apply from Boston, Baltimore, Philadelphia and Hampton Roads. ‡Conference rates, applying also to Mobile, Galveston and other Gulf ports. [Rates apply through December, 1930.

*Including via Pacific ports this week: wheat 201,000 bus. flour 88,500 bbls. from San Francisco, barley 390,000 bus. †Includes flour milled in bond from Canadian wheat. ‡Corrected to Nov. 30, 1930, to include all ports. [Corrected to Oct. 31, 1930.

BETTER GRAIN TONE HELPS FEED FUTURES

Prices Show Sharp Advance from Week Ago
Short Covering and Investment Buying
Apparent—Trading Volume Good

St. Louis, Mo.—Millfeed futures have advanced sharply since the opening of the new year, and are now \$2@3 ton higher than a week ago. Traders, who recently predicted that the low point had been reached, point out that the action of the market has borne out their expectations since that time. The volume of trading has been good, with considerable short covering and investment buying. For the present, the market seems to be marking time, but continued strength in grains will probably result in higher millfeed prices. More than 440,000 tons of feed were traded in on the local futures market during 1930.

Closing prices of millfeed futures on the St. Louis Merchants' Exchange, in dollars per ton, on Tuesday, Jan. 6:

	Bran	Shorts	Middlings
January	17.00	18.25	17.00
February	16.85	18.75	17.25
March	17.00	19.00	17.50
April	17.50	19.00	17.75
May	17.00	19.00	17.75
June	17.00	19.00	17.80

CORN MILLERS' FEDERATION ISSUES NEW DIFFERENTIALS

Twenty-two changes have been made in the schedule of package differentials of the American Corn Millers' Federation, which became effective Jan. 1, 1931, taking the place of the schedule issued last March. The changed rates are as follows: cotton, 10-lb from 65c to 60c over basis, 9-lb from 25c to 20c over basis, 6-lb from 75c to 70c over, 5-lb from \$1.25 to \$1.10 over; paper, 24-lb from basis to 5c under, 9-lb from basis to 5c under, 6-lb from 50c to 45c over, 5-lb from 90c to 80c over, 3-lb from \$1.20 to \$1.10 over, 2-lb from \$2 to \$1.80 over, 1 1/2-lb from \$2.55 to \$2.30 over, 1-lb from \$3 to \$3.70 over; jute, 140-lb from 5c to 10c under basis, 96-lb from 10c to 15c under; wood, 196-lb from 30c to 55c over, 190-lb from 45c to 40c over. The following enveloping charges are established: one bale per barrel, 20c; two bales, 20c; four bales, 30c; eight bales, 40c. This applies to both paper and burlap.

PANAMA RAIL ROAD CONTRACT

New York, N. Y.—On Jan. 2, the Panama Rail Road Co. purchased 3,200 bbls of 95 per cent hard wheat flour for delivery on the isthmus during February, from the American Maid Flour Mills, Houston, Texas, at \$3.97, delivered, c.i.f., Cristobal. On the whole, Texas mills put in the lowest bids, and the highest of the 23 submitted from the various milling sections was the Blish Milling Co., Seymour, Ind., at \$4.90.

L. C. CHASE TO KANSAS CITY

St. Louis, Mo.—L. C. Chase, president of the Valier & Spies Milling Corporation, in fulfillment of plans that have been projected for some time, will move to Kansas City in the near future to become more closely associated in the affairs of the Flour Mills of America, Inc., of which he is a vice president. The Flour Mills of America is the parent company of the Valier & Spies Milling Corporation, of which Mr. Chase will remain the president. For the present, it is likely that Mr. Chase will continue to direct the policies of the St. Louis company, coming here from Kansas City

each Friday and staying over until Monday. After a few months he will probably move permanently to Kansas City and leave J. L. Bauman, at present vice president and sales manager of the company, in active charge here. Mr. Chase's duties with the Flour Mills of America, Inc., will probably take the form of sales direction and promotion.

GRAIN FIRM MERGER RUMORED

Considerable interest has been stirred up in Minneapolis over rumors to the effect that A. C. Wiprud, a local attorney, had been securing options from a number of local grain commission firms, looking toward the purchase and merging of same into one large corporation. Mr. Wiprud would not divulge who was backing him, so the impression gained ground that he was working for interests connected with the Federal Farm Board. This, however, has been denied by Mr. Legge. It is now thought that officials of the Farmers' Union were the promoters. Doubt, however, is expressed as to the possibility of the deal going through.

L. E. DAVIDSON DEAD

MINNEAPOLIS, MINN.—L. E. Davidson, a former grain buyer, died at his home in Minneapolis, Jan. 3. Mr. Davidson moved here from Iowa 16 years ago. While over 80 years of age, he was in his usual good health until a week ago, when he was stricken with pneumonia.

GENERAL MILLS DIVIDEND

MINNEAPOLIS, MINN.—At a meeting of the directors of General Mills, Inc., Minneapolis, late last week, the regular quarterly dividend of 75c per share on the common stock was declared, payable Feb. 2.

Imports of Canadian Wheat

The United States Department of Commerce reports imports of Canadian wheat at the principal northern border ports as follows:

Imports for consumption, duty paid, bus:		
Week ending—	July 1 to	Dec. 20, 1930
Dec. 20	Dec. 13	2,000
Imports into bonded mills for grinding into flour for export, bus:		
Week ending—	July 1 to	Dec. 20, 1930
Dec. 20	Dec. 13	577,000
		218,000
		10,882,000

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, 2 1/2 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.

Advertisements under this heading are treated and the advertiser's responsibility is not necessarily vouched for by The Northwestern Miller.

Only advertisements entitled to Special Notice classification will be accepted for publication hereinafter.

Forms for advertisements in this department are open until Tuesday for the issue of the following day.

Cash should accompany all orders.

SITUATIONS WANTED

PRACTICAL HEAD MILLER OPEN FOR position; can come well recommended from last employer; can come at once. Address Deam H. Mortlboj, 216 West Union Street, Liberty, Ind.

WANTED—SALES POSITION; Experienced flour salesman seeks a connection with a reliable mill; acquainted with the bakery and jobbing trade in central Pennsylvania. Address 2409, care Northwestern Miller, Minneapolis.

MILL MACHINERY FOR SALE

FOR SALE—35 10x36 ALLIS-CHALMERS style A roller mills, rolls calibrated to within 1/4 inch, metal housings; four Humphrey man lifts; 4,000 ft leather belting, all pieces, good condition. One No. 3 Cutter drier. Address Consolidated Products Co., Inc., 29 Park Row, New York City, Barclay 8100.

FOR SALE—UNION SPECIAL TYPE L, motor-driven bag-closing machine; one Nordyke & Marrison self-balancing sifter, 4-17 1/2 Great Western self-balancing sifter, 34 Staves Deep; 1 Fraser ball-bearing centrifugal feeder, 2x3; 58 new Gauntt feeders, size 12-5. Write 4-3. Address Standard Mill Supply Co., 1297 Waldheim Bldg., Kansas City, Mo.

Hedge Your Millfeed in St. Louis

Profits in Flour Milling

are hard to get, and easy to lose. Too conservative allowances for feed lose orders. Too liberal allowances mean sales at ruinous prices. Guesswork in feed is the curse of the milling industry. Figure your feed at the prevailing market and hedge the unsold portion in the St. Louis Millfeed Futures Market.

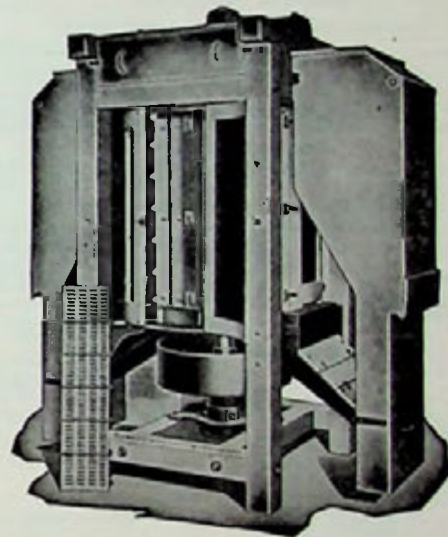
Our market letter is mailed daily from St. Louis, Kansas City and Chicago to insure timely delivery. Ask for it.

Continuous quotations by wire will be provided for active trading accounts.

J. C. SHAFFER GRAIN CO.

405-406 Merchants' Exchange

ST. LOUIS, MO.



Niagara Upright Scourer

—FAMED FOR ITS EFFICIENCY

Has more scouring surface per bushel rated capacity than any horizontal scourer.

Scours the grain without breakage, yet harsh enough to produce the desired results.

Superior ventilation.

Requires less horsepower per bushel of grain than any scourer ever built.

40—Forty of these machines in the mills of Buffalo and immediate vicinity.

Investigate it. Also



SEPARATORS DUST COLLECTORS BRAN DUSTERS
DISK-ASPIRATORS WHEAT WASHERS
GRAIN DRIERS, ETC.

RICHMOND MFG. CO.

LOCKPORT, N. Y.

Minneapolis Office, 20 Flour Exchange

Fast Freight....

E. Irber, Agent. The Modern
316 Corn Exchange. Way
Minneapolis.

Special attention to flour and feed shipments. Connections with New York Central at South Bend, Ind.; Michigan Central, Monon and Nickel Plate at Michigan City, Ind.; Wabash Ry. at Gary, Ind.; E. J. & E. at Goff (Gary), Ind., and all principal belt railroads in Chicago. Through rates are published in principal tariffs.

Chicago South Shore
& South Bend Railroad

Giving Satisfaction Where Others Fail
NORTHEAST FLOUR
 A Spring Wheat Patent for Discriminating Bakers and Housewives

BLAINE-MACKAY-LEE CO.
 NORTH EAST PENNSYLVANIA

LIBERTY FLOUR

GEORGE URBAN MILLING CO., Buffalo, N. Y.



FEDERAL MILL, INC.
 FLOUR MILLERS
 Lockport, N.Y.

MOSELEY & MOTLEY MILLING CO.
 FLOUR MILLERS

ROCHESTER NEW YORK

Capacity 1600 bbls.

QUAKER CITY FLOUR MILLS CO.

3042 Market St.
 PHILADELPHIA, PA.

QUAKER CITY
 Soft Winter Short Patent

Mill at Seaboard

KEYSTONE
 Fancy Pastry

Founded 1785



Buckwheat Flour



Before the steam engine was made, Before a railroad track was laid, We ground the grain by waterpower And ox carts hauled our Buckwheat Flour. In 1785.

Miner-Hillard Milling Co.
 WILKES-BARRE, PA.

Atlantic Seaboard Flour Mills Co.
 PHILADELPHIA, U. S. A.
EXPORTERS

All grades of Wheat Flour, Rye Flour & Semolina
SOFT WHEAT FLOUR A SPECIALTY
 Cable address: "SEAFLOUR," Philadelphia
 All Codes

Wm. Hamilton & Son
 MILLERS
 Spring, Winter and Rye

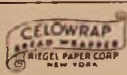
Mixed Cans
 Quick Delivery
 CALEDONIA, N. Y.

The Walter Milling Co., Inc.

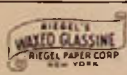
High Quality Flour

Dependable Service

BUFFALO, N. Y.



RIEDEL PAPER CORP.
 NEW YORK - CHICAGO



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 GENUINE
GLUTEN FLOUR
 Guaranteed to comply in all respects to standard requirements of the U. S. Department of Agriculture
 Manufactured by
 The Farwell & Rhines Co.
 Watertown, N. Y., U.S.A.

Dunlop Mills Winter Wheat Flour—
 Domestic and Export
 Correspondence Solicited
Richmond, Va.

FIDELITY BONDS
PHELPS AND COMPANY
THE WARE AGENCY

24th Floor, Foshay Tower

MINNEAPOLIS

THERE IS NO SUBSTITUTE
 FOR QUALITY INSURANCE

CENSUS REPORT ON FLOUR AND FEED OUTPUT

The Department of Commerce announces statistics on wheat ground and wheat milling products by month. The figures for October are revised to include reports received since the preliminary bulletin for that month was issued. These returns include only mills which are now manufacturing at the rate of 5,000 or more barrels of flour annually. The 1,022 mills reporting in November (88 of which were idle) produced 92.7 per cent of the total wheat flour reported at the biennial census of manufacturers, 1925. The 1,025 mills reporting in October produced 92.7 per cent of the flour reported in 1925. The wheat ground averaged 276.8 lbs per barrel of flour in November, 276.9 in October, 277.6 in September, 277.2 in August, 277.1 in July, 277.2 in June, 276.1 in May, 276.8 in April, 276.6 in March, 276.7 in February, 276.1 in January, 1930, and 276.6 in December. The official reported amounted to 83 lbs per barrel of flour in November, 83.2 in October, 83.2 in September, 82.6 in August, 81.8 in July, 82.1 in June, 81.5 in May, 81.9 in April, 81.7 in March, 81.7 in February, 81.3 in January, 1930, and 81.8 in December.

1930—	Mills reporting	Wheat		Production		Daily wheat flour capacity, bbls	Per cent of capacity operated
		ground, bus	offal, lbs	Wheat flour, bbls	Wheat offal, lbs		
November	1,022	48,377,472	9,134,433	763,978,463	611,422	59.7	
October	1,026	49,913,755	10,816,544	899,980,079	612,343	62.4	
September	1,028	49,351,933	10,673,965	888,576,982	612,371	66.5	
August	1,030	47,653,618	10,312,880	851,101,126	616,054	61.5	
July	1,030	48,721,200	9,466,217	774,252,407	614,694	56.5	
June	1,035	40,136,607	8,636,335	713,578,346	616,661	53.4	
May	1,037	41,329,101	8,980,991	732,155,866	647,399	53.1	
April	1,042	41,853,744	9,070,975	742,542,375	656,959	53.1	
March	1,045	43,082,758	9,346,948	763,376,203	658,060	54.6	
February	1,045	40,506,169	8,783,253	717,926,378	656,207	58.2	
January	1,041	43,811,974	9,509,874	772,725,648	653,890	56.9	
1929—							
December	1,063	41,061,773	8,904,896	728,166,776	659,090	54.0	

STATEMENT FOR 855 MILLS WHICH REPORTED EACH MONTH*

1930—	Wheat ground, bus	Production		Average lbs wheat per bbl of flour	Average lbs offal per bbl of flour	Daily wheat flour capacity, bbls	Per cent of capacity operated
		Wheat flour, bbls	Wheat offal, lbs				
November	41,106,764	8,914,357	738,956,968	276.7	82.9	607,511	61.1
October	48,488,802	10,509,100	874,117,011	276.8	83.2	608,230	64.0
September	47,933,917	10,462,505	863,156,917	277.5	83.3	608,208	68.2
August	46,167,205	9,993,297	835,337,035	277.2	82.6	610,776	62.9
July	42,550,426	9,214,799	753,684,381	277.0	81.8	610,691	58.0
June	38,953,620	8,432,486	691,856,154	277.2	82.0	611,601	55.2
May	40,252,274	8,763,686	713,192,760	276.9	81.5	613,056	54.9
April	40,748,200	8,832,627	723,089,655	276.3	81.9	622,301	54.5
March	41,915,012	9,095,335	712,603,773	276.6	81.6	622,502	56.2
February	39,398,680	8,544,964	698,258,543	276.6	81.7	621,959	67.7
January	42,731,382	9,276,111	753,954,828	276.4	81.3	619,297	59.6
1929—							
December	40,059,029	8,688,338	710,482,808	276.6	81.8	624,142	55.7

*These mills produced approximately 89.3 per cent of the total wheat flour reported at the biennial census of manufacturers in 1925 and 91.8 of the flour produced in 1927.

UNITED STATES FLOUR DISAPPEARANCE

Russell's Commercial News's estimate of the apparent flour disappearance in the United States for the most recent month for which figures are available and for the crop season up to that time, with comparisons, in barrels (000's omitted):

	1930—		1929		1928 to date
	November	to date	November	to date	
Stocks beginning of period	9,200	9,300	8,700	8,000	6,200
Production	10,403	67,802	10,744	57,775	56,085
Imports	—	—	—	—	1
Totals	19,603	67,102	19,444	65,775	62,886
Exports	1,156	6,070	1,156	5,791	5,179
Stocks at end of period	7,850	7,850	8,400	8,400	7,500
Totals	9,006	13,920	9,556	14,191	12,679
Apparent disappearance	10,597	53,182	9,888	51,587	50,207

Avoid Tramp Material In Grinding Mills

A good pneumatic or electro-magnetic separator will reduce fires and accidents caused by the entrance of foreign material into grinders and prevent damage to the mill or its hammers, screens, or plates.

Ask your Insurance Office for its recommendations
THE MILL MUTUALS

The Mutual Fire Prevention Bureau
 230 East Ohio Street CHICAGO, ILL.

Export Flour Insured ALL RISKS by
The Sea Insurance Co., Ltd.
 of LIVERPOOL

U. S. Branch Assets.....\$2,922,372
 Capital Deposited in U. S.....200,000
 Surplus for Protection of Policyholders.....883,109

ORIGINATORS OF ALL RISKS
 Insurance on Flour
 Policies of this Company are
 held by all leading millers

CHUBB & SON
 United States Managers
 5 and 7 South William St., New York
 424 Insurance Exchange, Chicago

58 years' experience



Our 58 years' experience in handling cargoes for American shippers is at your service. Our liners ply between principal Atlantic and Gulf ports and the ports of north Europe and the British Isles; also coast to coast via the Panama Canal. Prompt cargo forwarding and transshipment—expeditious handling of freight—prompt deliveries—insurance rates determined by the high rating of our ships—these characteristics commend I. M. M. service to you regardless of what you have to ship.

Special facilities for the expeditious handling of flour.

PASSENGER SERVICE

For travel to Europe, we offer you a fleet of transatlantic liners which includes the *Majestic*, world's largest ship, *Olympic*, *Homeric*, etc. Three big NEW steamers—the largest ever built under the American flag—operate in fortnightly service between New York and California. Also special winter cruises, including World Cruise of the Belgenland, de luxe Mediterranean Cruises and short holiday trips to the West Indies and Mexico.

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A. C. FETTEROLF, Vice President, 1 Broadway, New York	T. O. NERVIG, W. F. T. M., 180 N. Michigan Ave., Chicago, Ill.
GEORGE P. CORFINO, Mgr., 137 So. Seventh St., Minneapolis, Minn.	R. J. GRIFFITHS, S. W. M., 1100 Locust Street, St. Louis, Mo.
J. D. ROTH, Western Traffic Manager, Chicago	

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WHITE STAR LINE RED STAR LINE
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WHITE STAR-CANADIAN SERVICE
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No. 1 Broadway, New York City;
our offices elsewhere or
authorized agents

MUNSON LINES

NEW ORLEANS *Direct* HAVANA

EVERY SATURDAY

NEW ORLEANS TO CUBAN OUTPORTS

REGULAR DIRECT SAILINGS

BI-WEEKLY

MUNSON STEAMSHIP LINES

67 Wall Street, NEW YORK

418 Olive St., ST. LOUIS
Pier 8, M. & O. Docks, MOBILE

111 Washington St., CHICAGO
Pere Marquette Bldg., NEW ORLEANS

For SERVICE and DISPATCH route your
FLOUR and FEED SHIPMENTS via the
CHICAGO & ILLINOIS MIDLAND RAILWAY CO.

E. IRBER, Agent,
316 Corn Exchange,
Minneapolis, Minn.

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Springfield, Ill.

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New York to Oslo, Copenhagen, and Baltic Ports

For freight and particulars apply
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Lafayette Building.
At Baltimore, to Ramsay, Scarlett & Co., Inc.,
Keyser Building.
At Boston, to A. C. Lombard's Sons,
At Galveston and Houston, Wilkens & Biehl
At Chicago, Messrs. Johnson-Phelps, Inc., 305 No. Michigan Ave.
At New Orleans, to American Baltic Chartering & Shipping Co., 200 American Bank Bldg.

Also from Boston, Philadelphia, Balti-
more, New Orleans, Galveston and Hous-
ton to Copenhagen and Baltic Ports

Special attention given to prompt forward-
ing of Flour to all Scandinavian Ports

HOLLAND-AMERICA LINE

For rates and other information apply to:
New York, Holland-America Line, 23 State
Street. Chicago, Holland-America Line, 40
North Dearborn Street. San Francisco, Hol-
land-America Line, 120 Market Street.

Regular sailings from NEW YORK with fast passen-
ger steamers also Regular Freight Service from Bos-
ton, Philadelphia, Baltimore, Newport News, Nor-
folk and Houston, Galveston, New Orleans to Rot-
terdam, Amsterdam.

Regular Service from NORTH PACIFIC COAST PORTS to Rotterdam, Amsterdam,
London, Liverpool, Antwerp and Hamburg.



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Mill Supply Headquarters

Established 25 Years

Comprehensive Service to
Exporting Millers

Steamship Service Marine Insurance
(Including "All Risks" & Special Coverages)
Routing and Supervision Trade Information

A Complete Service for Every
Miller Who Exports Flour

R. W. LIGHTBURNE, JR.
Board of Trade, KANSAS CITY, MO.

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DAILY NEWS BUILDING
GENEVA 2651 MINNEAPOLIS

AUSTIN, COWARD & COMPANY

Certified Public Accountants

Recognized Specialists in Mill and Grain Accounting

Refer to This Journal

MINNEAPOLIS, MINNESOTA

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

LEADING MILLS OF CANADA

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: "LAKUBON"



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



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.

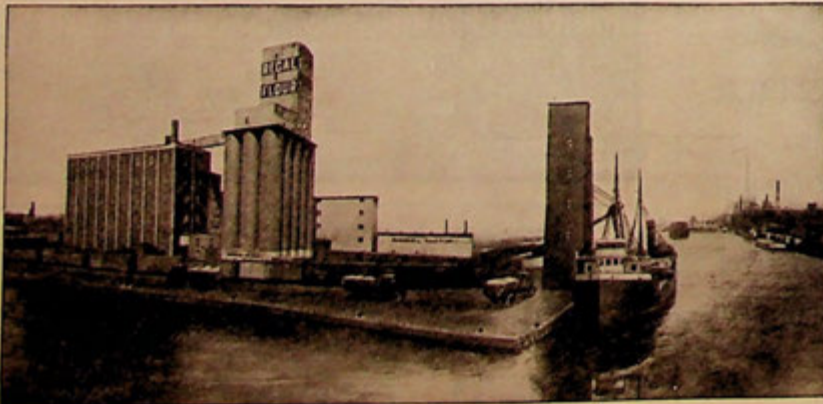
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The St. Lawrence Flour Mills Co., Limited

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 Wallace F. Janssen

PUTT-PUTT-PUTT

On account of his dietary delusions a squirrel at the Crestmont Country Club of West Orange, N. J., has been branded as a "nut." Seventy-five golf balls were found stored in his lair, evidently as food for the winter.

Or perhaps the squirrel intended to go into the miniature golf business.

Which reminds us that our neighbors who went to court last summer asking an order restraining a putt-putt course proprietor from operating after 10:30 p.m., on grounds that his customers disturbed their sleep and trampled on their lawn, are getting relief from Boreas, if not from the Jedge. The pee-wees have taken to cover in empty garages *et ainsi de suite*, over the larger part of the United States.

STATISTICAL NIGHTMARE

By A. Traveling Man

If all the soggy pie crusts were laid end to end it would pave a permanent roadway from Chicago to Hongkong and back again.

If all the muddy coffee were poured into one stream and forced over the side of a mountain we could have a waterfall bigger than Niagara.

If all the absent-minded waitresses were sent to college there would never be a shortage of professors.

If all the decrepit chickens were to be housed in "Homes for Aged Animals," there could be no Sunday chicken dinners.

"CONSUMER PREFERENCE"

An Indian up in northern Michigan returned for the third time to buy a half-dozen dollar bottles of cough syrup.

Druggist: "Some one sick at your home?"

Indian: "No sick."

Druggist: "Then what on earth is all this cough syrup for?"

Indian: "M'm—me likum on pancakes."

"Marketing experts" are fond of relating in the pages of advertising trade publications how the discovery that oranges were good for "acidosis," or that soap was a good medium for amateur sculpture, or that surgical tape could be used for golf club grips, vastly enlarged the sale of those articles. Thus "finding new uses for established products" has become a phrase for them to conjure with. Now it seems to us that the above story of "Lo, the Poor Indian" has an application worthy of the most learned of these business veterinarians. Some of those brands of cough killer do taste mighty nice. How about advertising them regularly to the pancake market? Perhaps wild cherry, a little alcohol and some publicity, in the syrup, would have a pleasant effect on prepared flour sales.

WHAT PRICE FIGURE?

My Love is beautiful and fair,
My Love is dear and sweet,
My Love's so thin I don't believe
She has enough to eat!
I'd marry her this minute if
(Now this is on the quiet)
I didn't fear she'd make me live
My whole life on a diet.

COPELAND FLOUR MILLS, LTD.

MIDLAND, CANADA

Millers Selected Hard Spring Wheat Flour

Cable Address: "Mirocor"

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

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

APPLETON & COX, INC.
American Agents
8 South William St., New York

COPELAND AND ELLIOTT

Flour, Feed and Grain

Domestic Bank Building TORONTO, CANADA
Correspondence Invited
Cable Address: "COEL" Toronto

VANNATTER & CO., LTD.
TORONTO, CANADA

GRAIN...FLOUR...FEED
Domestic and Export
Cable Address: "VANCO"

James Cullen & Sons, Ltd.

Established 1887
MILLERS OF

Manitoba Springs, Ontario Winters
WOODSTOCK, ONTARIO, CANADA
Cable Address: CULLEN, Woodstock

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

Canadian Hard Spring Wheat

100 Elevators in Manitoba, Saskatchewan and Alberta.
High Test Country Bag United Grain Growers, Ltd.
Winnipeg, Manitoba

BEMIS BAGS

Particular, pleasing, dynamic printing on Bemis Bags displays the miller's brand to the greatest advantage. Bemis-built special printing presses, Bemis-made inks and skilled craftsmen make Bemis-printed brands distinctive attractive.

BEMIS BRO. BAG CO.

JUTE, BURLAP, COTTON
PAPER BAGS. TWINE
Winnipeg Manitoba



TORONTO ELEVATORS, Ltd.

Two Million Bushels Capacity



Canadian and United States shippers will find our storage and service equal to the best on this continent.

JAMES PLAYFAIR, President
GORDON C. LEITCH, General Manager

TORONTO, ONTARIO

We invite your letters or wires if interested.

Fort Garry Flour Mills

Company Limited

MILL AT SASKATOON, SASK., CANADA

SALES OFFICE
MONTREAL, CANADA

Cable Address: "FORTGARRY" BOX 2190 Codes: Bentley's—Riverside



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, Seaforth, St. Mary's
Cable Address: "WOLMACS"
Address all correspondence to ST. MARY'S, ONTARIO, CANADA

LAKE SIDE MILLING COMPANY Ltd.

Flour Millers

TORONTO, CANADA



N. H. CAMPBELL, Pres. and Mgr.
J. W. CORNISH, Supt.

CABLE ADDRESS: LAKE SIDE, TORONTO
CODES: RIVERSIDE—BENTLEY

KIPP-KELLY

Rotary Granulator

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.



TWO UNIT CUTTER

Supplied in 1, 2, 4, 6 Unit Sizes

KIPP-KELLY LIMITED FLOUR CEREAL MILL
WINNIPEG, MANITOBA ENGINEERS

W. E. TRELEAVEN

MILLER
Established 1865
Canadian Spring and Winter Wheat Flour
Cable Address: Treleaven
LUCKNOW, ONTARIO, CANADA

Frank B. Ham & Co., Ltd.

TORONTO, CANADA
MILLFEED, SCREENINGS, GRAIN
DOMESTIC AND EXPORT
Cable Address: "HAMCO"

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.



Wooden Models from the Twelfth Egyptian Dynasty, Showing Pounding, Grinding and Baking

The Apotheosis of the Old Gristmill: I

(Continued from page 37.)

abroad from a steadily growing production of wheat and flour at home. It is the story of crops unparalleled in world history for magnitude and quality; of enormous fields cultivated by machinery of marvelous ingenuity. Of gigantic mills, elaborated and scientific of process, grinding day and night, with rank upon rank of steel rolls, a product of surpassing whiteness and quality, purified of all deleterious or unclean substances; the purest and most nourishing food provided for the human race—the climax of the white bread era.

AN INHERITED TRADE

Such is the long, long tale of wheat and its milling, briefly told, and while I have gone back to the ancestry of flour, my own story naturally starts with the gristmill period. General Mills, Inc., of which I am the president, might have

taken the quern or the saddlestone as significant of the genesis of its trade; instead, it has chosen the millstone as its emblem, since modern flour milling dates its advancement from that period. Personal association also led me to favor this emblem. Some have inherited milling, some have acquired milling, and some have had milling thrust upon them. My own affiliation with the ancient industry comes, I am proud to say, through inheritance.

My great, great, great-grandfather, Henry Bell, was a flour miller in England before he came to America in 1770. Henry Bell's son followed in his father's footsteps. Henry Bell's grandson, and my great-grandfather, Isaiah Bell, settled near Philadelphia and built a mill on the Wissahicken River. The site was then out in the country; it is now within

(Continued on page 55.)

B. H. MUIRHEAD

EXPORTER
Flour and Oatmeal
Cable Address: "HEADMUIR" TORONTO, CANADA

JOHN KENNEDY

EXPORTER
FLOUR—OATMEAL—CEREALS
Royal Bank Building
Cable Address: "KENNEDY" TORONTO, CANADA

SPILLERS CANADIAN MILLING CO. Limited

AND
VANCOUVER MILLING and GRAIN CO. Limited

EXPORT AGENTS
Vancouver Milling and Grain Co. Limited
Cable Address: "SPILLCO," Vancouver, Canada

EUROPEAN AGENTS
No. 1 Milling Group Export Company,
40, St. Mary Axe, London, E. C. 3, England

Mills at CALGARY and VANCOUVER

TORONTO FACTORY HEAD OFFICE AND FACTORY, MONTREAL WINNIPEG FACTORY

THE CANADIAN BAG COMPANY

LIMITED
MONTREAL, QUE.

Cable Address: "DOMBAY" Factories: MONTREAL—TORONTO—WINNIPEG—VANCOUVER

Total Daily Capacity 24,500 Barrels Flour

Cable Address— "Shawley," Toronto, Canada



TORONTO MILLS



Maple Leaf Milling Co. Limited.

HEAD OFFICE - TORONTO, CANADA

KENORA, ONTARIO MILLS AT TORONTO, ONTARIO
 BRANDON, MANITOBA THOROLD, ONTARIO
 MEDICINE HAT, ALBERTA PORT COLBORNE, ONTARIO

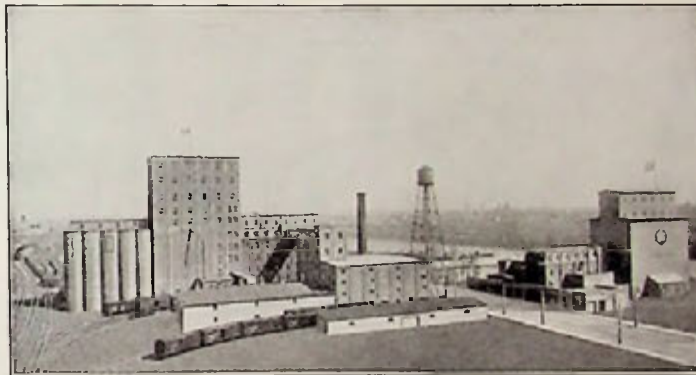
PETERBORO, ONTARIO



BY APPOINTMENT TO HIS MAJESTY THE KING

TELEGRAPHIC AND CABLE ADDRESS "OGILVIE, MONTREAL"

CODES USED—PRIVATE, A B C 4TH & 5TH, WESTERN UNION, RIVERSIDE, A1, BENTLEY'S



WINNIPEG MILLS

MILLS AT MONTREAL, FORT WILLIAM, WINNIPEG, EDMONTON AND MEDICINE HAT

DAILY MILL CAPACITY 23,750 BARRELS

ELEVATOR CAPACITY 10,335,000 BUSHELS

WAREHOUSE CAPACITY 377,000 BARRELS

THE OGILVIE FLOUR MILLS CO., LIMITED

HEAD OFFICE: MONTREAL, CANADA

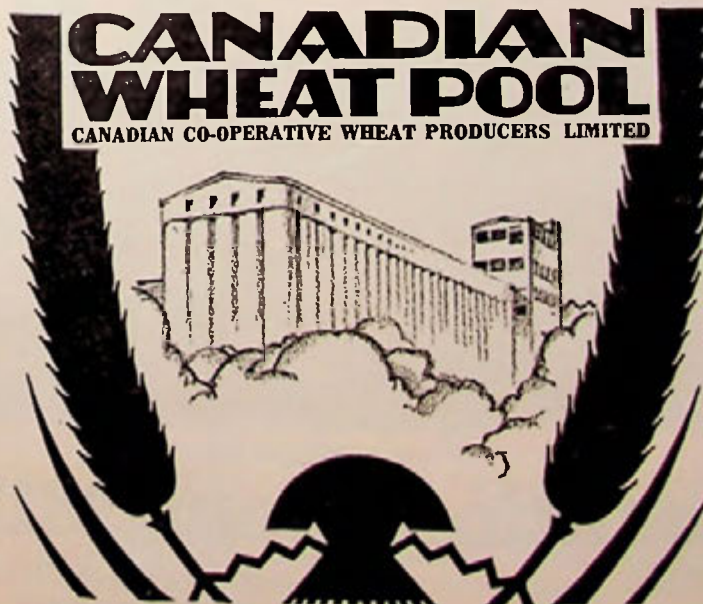
BRANCH OFFICES AT ST. JOHN, QUEBEC, OTTAWA, TORONTO, LONDON, HAMILTON, CALGARY, VANCOUVER

BRANDS — "ROYAL HOUSEHOLD," "GLENORA," "FAMOUS" AND "BUFFALO"

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 Paris

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



COMPETITION ONLY STIMULATES OUR SALES

CHOICEST
CANADIAN
HARD SPRING
WHEAT
AND
PERFECT
MILLING
FACILITIES
HAVE
PLACED
OUR
PRODUCTS
IN THE
VAN



BRANDS
"Victory"
"Prairie
Blossom"
"Woodland"
"Homeland"

MILLS
MONTREAL
HAMILTON
BRANTFORD

Capacity, 8,000 Bbls

Cable Address:
"DOMFLOUR"
Riverside Code

OUR SEABOARD MILL AT MONTREAL

The Dominion Flour Mills, Ltd.

MONTREAL, CANADA

Branch Offices at HALIFAX, QUEBEC and TORONTO

The Apotheosis of the Old Gristmill: I

(Continued from page 52.)

Fairmont, the most celebrated of Philadelphia's beautiful parks.

In addition to his flour mill, Isaiah Bell built the Bell Mill Road and a bridge over the Wissahickon. On the keystone of this bridge still stands the legend, "Isaiah Bell, 1820."

Thus a long line of millers had infused the love for flour milling into the blood when my father, James S. Bell, after an experience of many years as a flour merchant, moved from Philadelphia to Minneapolis in 1888 and became a partner in Washburn, Crosby & Co. As a boy of nine I came to Minneapolis with my family, to get a first glimpse of what were even then regarded as "the great flour mills," for which I immediately conceived a loyal affection. In them my vacations were largely passed, and in 1901 I entered the milling business.

MILLING IN MINNEAPOLIS

Minneapolis was then, as now, the world's milling center and, although its brands were already famous at home and abroad, there was no apparent limit to its development, hence there was every incentive for a young man to engage in this business.

Milling did not become the basic industry of Minneapolis through mere accident. The Falls of St. Anthony on the upper Mississippi were discovered by Father Hennepin, a Belgian missionary priest, in 1680. In 1766, Jonathan Corver, of Massachusetts, made a sketch of them. For nearly a century before I first saw them, the falls furnished water power for flour milling. The United States army did the mill pioneering at what is now the city of Minneapolis. That was in 1823.

Prior to that year, flour for the soldiers at Fort Snelling had been shipped by water from St. Louis. Then, at the request of the fort's commandant, who had planted wheat experimentally, the government sent him one pair of buhrs, 337 pounds of plaster of Paris and two dozen sickles, at a total cost of \$288.33. With this practical although limited equipment the soldiers built the first crude flour mill on the Falls of St. Anthony.

The mill was not very successful. The soldiers who did the milling learned, as so many others have since learned through sad experience, that the making of flour is not such a simple process as laymen are inclined to think. The wheat became moldy and soon sprouted; the flour produced from it made dark, bitter bread. When this was issued to the troops, they indignantly threw it on the parade ground. Their good colonel greatly deplored such ingratitude.

He maintained, as so many have since done, that dark bread is a desirable

(Continued on page 56.)



A Pompeian Slave Mill

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 specialty of Millers' Trade.

Head Office:
WINNIPEG, MANITOBA

Western Branches: Winnipeg
Port Arthur
Calgary
Saskatoon
Toronto

Eastern Branches: Montreal

Export Offices:
MONTREAL

Private Wire Connections
From Coast to Coast

Parrish & Heimbecker, Ltd.

GRAIN MERCHANTS
Receiving, Shipping and Exporting
Option Contracts Promptly Executed
Head Office: WINNIPEG

Branches: Toronto, Calgary, Lethbridge,
Edmonton, Regina
Members: Winnipeg Grain Exchange,
Chicago Board of Trade

EDWIN DAVEY & SONS

FLOUR MILLERS

Cable Address: Established
"CHANTICLEER" 1863
PYRMONT, SYDNEY, N. S. W., AUSTRALIA

Our Baking Tests

with our analysis of your flour show its quality.

The Columbus Laboratories

31 North State St. Chicago

MERCHANT & KILGORE

PATENT ATTORNEYS
SPECIALISTS IN
TRADEMARKS and Patent Causes.
Practice Exclusively before U. S. Courts and Patent Office. Associates in Washington, D.C., and Foreign Countries
727 Metropolitan Life Bldg. Minneapolis, Minn.

"If you want to prevent soda taste and yellow color in oven products," says Miller Bill, "add Regent Phosphate to your plain flour."

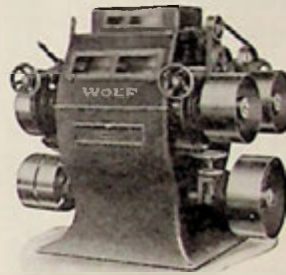
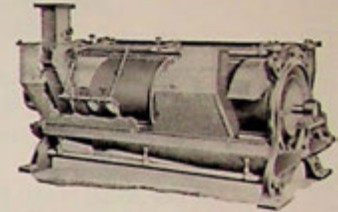
Victor Chemical Works
CHICAGO
New York - Nashville - St. Louis

REGENT PHOSPHATE



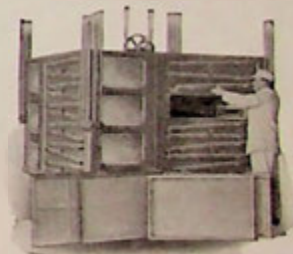
EQUIPMENT

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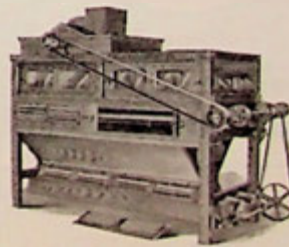


to meet

the demands



of modern milling methods



The services of our engineers are at your disposal, without obligation.

Let us help you with your problems.

THE WOLF COMPANY

MACHINERY FOR FLOUR AND FEED **WOLF** MANUFACTURERS & ENGINEERS

66 COMMERCE ST.

PENNSYLVANIA

CHAMBERSBURG,



Boss Patent

You will not have any trouble ever with "Boss Patent." It is under all conditions dependable both in price and quality for price.

LUKENS MILLING CO.
CAPACITY 1000 BARRELS
ATCHISON, KANSAS



We try to make every sack of UTILITY worthy of the superfine wheat from which it is ground.

The
WALL-ROGALSKY MILLING CO.
MEPHERSON, KANSAS

"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

GINGHAM GIRL
The World's Finest Flour



Gingham Girl

Made by Millers of
WHITE STAR
The Baker's Flour Dependable Since 1810
Plant Flour Mills Company
ST. LOUIS, MO., U. S. A.

Baur Flour Mills Company
ST. LOUIS, MO.
Millers of
Hard Wheat Flour

Established 1849
Saxony Mills
Hard and Soft Winter Wheat Flours
ST. LOUIS, MO.
Correspondence Solicited Daily Capacity, 1,100 Bbls.

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

"JUBILEE"
FLOUR
One of the very best from Kansas
The Aurora Flour Mills Co.
Successors to Tyler & Company
JUNCTION CITY, KANSAS

KEYSTONE MILLING COMPANY
Capacity, 750 Barrels
LARNED - KANSAS

"Sasnak Flour"
For Discriminating Eastern Buyers
ENNS MILLING CO., INDIAN, Kan.

The Designs on this page were originated and engraved by
HOLLAND ENGRAVING CO.
KANSAS CITY MO

The Apotheosis of the Old Gristmill: I

(Continued from page 55.)

article of diet. The colonel doubtless spoke feelingly of its "nutty" flavor, just as advocates of the dear old days speak in this current year of the superiority of the dark flour made by many of our predecessors.

I revere the memory of the gristmill. I admit that generations of rugged pioneers subsisted and even thrived on old process flour, which really did have a "nutty" flavor as well as a shade or tint not found today in the favorite pure white article of commerce. But I must also admit that the once celebrated "nutty" flavor came principally from the dirt in the crease of the wheat berry.

By long and expensive years of development millers have learned to make cheaper, better and purer flour. The dirt in the crease has been eliminated during this development. Should you really want the good old "nutty" flavor you can easily secure it by mixing a little earth with your next sack of white flour—or street dust will give you the same result if you are a city dweller.

The Fort Snelling soldiers insisted that the white flour from St. Louis was in every way more satisfactory than the product of the mill at St. Anthony, and it was nearly a quarter of a century before good white flour was made in Minneapolis. Soon after Minnesota flour became an actuality, Minneapolis almost lost its water power.

A THREATENED COLLAPSE

According to geologists, the Falls of St. Anthony have receded nearly 30 miles during the past 7,000 years or so. From descriptions left by Father Hennepin they were, in 1680, many hundred feet below the site they now occupy. The constant flow of water had worn away the Trenton limestone ridge. That did not worry the early Minneapolis millers; its progress was too gradual. They might never have been disturbed about it if one of them, in 1869, had not tunneled under the Mississippi above the falls to get more power for his mill.

This tunneling was not difficult, because beneath the Trenton limestone shelf was a bed of soft St. Peter sandstone, which offered little resistance to the workmen. It also offered little resistance to the water, which broke through the shelf of limestone and, while the ensuing flood did not quite drown the workmen, it gave every promise of destroying the falls, and thereby the industrial future of Minneapolis.

The hole in this limestone ledge became a whirlpool which sucked in hay, logs, rafts, trees and every material with which the alarmed people tried to fill it. Other holes in the river bottom soon developed. Most of the population joined in battling the impending disaster. Assistance came from St. Paul and the countryside. Railroad construction crews were drafted into the frantic army. While cofferdams were being hastily erected, parts of two islands fell into the whirlpools. The federal government was then appealed to for aid.

Eventually, with the assistance of the state, municipality and milling interests, a heavy crib work was built on the crest of the falls. The tunnel that had started the trouble was filled with clay and gravel. A concrete dike forty feet high and from three to seven feet thick was built entirely across the river and anchored securely in both banks, its base being lower than the river bottom below the falls. Nearly \$1,000,000 were expended in this fashion, and since 1874 the Falls of St. Anthony have remained stationary.

THE TRADITIONAL GOLDEN AGE

Every industry has, I suppose, its "golden age." We millers regard the period of the old gristmill as the placid and prosperous time of our trade. Life, then, in retrospect, seems simple, and its picturesque and charming features are accentuated. The old grist miller must have had his troubles just as his successor has, but, if business was quiet or profits negligible, he could always go fishing in his own stream.

In my own mind, the picture of the grist miller of former times is a very

(Continued on page 59.)



"KANSAS BEST"

We know of no milling concern in the country with mills more favorably situated for securing the finest milling wheat than ours. Five mills right in the very center of the best wheat section of Kansas,—in a field where it actually is easier to get fine wheat than wheat of ordinary quality.

"KANSAS BEST" reflects this advantage.

4,350 Barrels Daily

THE CONSOLIDATED FLOUR MILLS CO.

FRED F. BURNS, Vice President
and Manager

WICHITA, KANSAS

"Gooch's Best"

Superior quality
—to make all
baked things
better.

Gooch Milling & Elevator Co.
LINCOLN, NEBRASKA

Established 1898
Country Milled Flour
of the Best Quality
from the choicest hard winter wheat
Williamson Milling Company
Clay Center, Kansas

KANSAS MAID—

A fancy high patent flour milled from
strictly dark Turkey Wheat
1,200 Barrels

Hays City Flour Mills Hays City
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

JOHN H. MOORE
PRESIDENT



G. M. LOWRY
SECRETARY

Old Squire FLOUR

Old Squire Says:

Many a flour starts out with a high quality aim,
And then yields to the force of price competition and
becomes medium quality or worse.
It takes vision to make a brand good in the begin-
ning and courage to keep it good.
This brand was visioned as of high quality.
It will remain that way even if the mill has to shut
down.
No medium quality "OLD SQUIRE" ever will be pro-
duced.

The MOORE-LOWRY FLOUR MILLS CO.

KANSAS CITY, U.S.A.

ADDRESS MAIL TO ROSEDALE STATION, KANSAS CITY, 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

"Betsy's Best"

Milled to Make the Bread Better

ROSS MILLING COMPANY
Ottawa, Kansas

"Whitewater Flour"

Ground Where the
Best Wheat Is Grown

WHITEWATER FLOUR MILLS CO.
Whitewater, Kansas

"Heart of America" FLOUR

The Rodney Milling Co.

KANSAS CITY, MO.

Eastern Representatives
Seaboard Flour Corporation
BOSTON, MASS.




"Polar Bear" FLOUR IS KING

We do not care whether you ask a customer or a competitor about POLAR BEAR FLOUR. The answer will be a testimonial to its invariable high quality.

The NEW ERA MILLING CO.
ARKANSAS CITY, KANSAS

Founded by
ANDREW J. HUNT
1899



ROBIN'S BEST FLOUR

The
ROBINSON
MILLING COMPANY
SALINA, KANSAS

ROBIN'S BEST

If your distribution is shrinking, ask us for names of jobbers who have increased their "Robin's Best" volume from year to year and how they did it.

"Robin's Best" will do the same thing for you.

ROBINSON MILLING CO.
SALINA, KANSAS

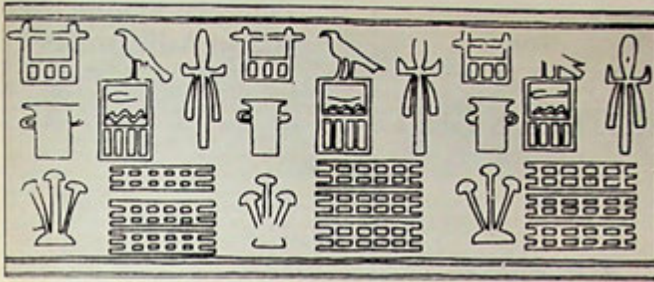


Superflour

Here is what to do when you feel there's something the matter with the flour. Try SUPERFLOUR, made of the very finest and strongest wheat, made to do what most flours simply cannot do.

Daily Capacity 1,200 Barrels

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



Grain Measures Depleted on a Sealing for Jars, Probably Dating to the First Egyptian Dynasty

The Apotheosis of the Old Gristmill: I

(Continued from page 56.)

alluring one, and I like to think of it as a background and a beginning for all this tremendous activity of modern days and modern methods; it seems to provide a very solid and reasonable basis for the evolution which has followed. In some respects the gristmill was ideal—but not for the twentieth century.

Nothing is truer about flour making than this, from another familiar milling poem:

"Take this proverb to thine heart,
Take and hold it fast—
The mill will never grind
With the water that is past."

Had not the gristmill and the millstone passed and been succeeded by the merchant mill and the rolls, the world would have been hard put to it to find sufficient bread with which to satisfy its hunger, and the vast areas which were originally opened up to civilization through the cultivation of wheat would have lain fallow for hundreds of years.

Unless the mills could have devised means of doing their allotted work in less

time than by the slow moving millstone and thereby have enormously increased their daily output of flour, the product of the wheat fields could have found no market and the demands for bread of a rapidly increasing population would have remained unsatisfied.

Thus, as I see it, all these modern developments of an ancient trade, beginning with the discovery of the middlings purifier and the substitution of rolls for millstones; the passing of the gristmill and the coming of the merchant mill; and, still later, the unification of individual mills into groups of mills under one central control, are logical, progressive and providential steps making for the greatest good to the greatest number.

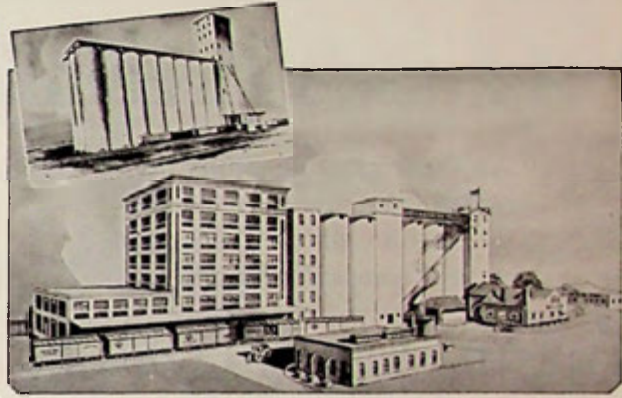
The mill can never grind with the method that is past any more than it can grind with the water that is past, hence the old gristmill, honored in its day and generation, with all its pleasing lore and delightful connotations, must inevitably make way for man's growing needs. How this came about and what is the present situation I shall endeavor to tell later.



Great bins filled with especially fine, strong wheat insure the invariable quality of these brands through the rest of the year.

"BIG S" "SPECIAL"
"PEACOCK"

The Shellabarger Mills SALINA, KANSAS



The Wichita Flour Mills Co.

Wichita, Kansas

WHEAT STORAGE CAPACITY
ONE MILLION BUSHELS

CAPACITY, 2500 BBLs.

WE PAY MUCH MORE FOR THIS WHEAT
The wheat used in milling "Kansas Expansion" invariably is the highest priced wheat in the market. Besides that, we use much more of it in making a sack of "Kansas Expansion." It is *generously made* to meet the requirements of distributors who demand that no flour in their field can beat it for quality.



This is a genuine short patent, strong, dependable, reasonably priced.

Page's BEST

HIGH PROTEIN
SPECIAL
SHORT PATENT

THOMAS PAGE MILL COMPANY
NORTH TOPEKA, KANSAS
Mills: 1200 Barrels Capacity at Topeka and Manhattan

FOR
FAMILY TRADE
MOTHER'S BEST
FLOUR

A MELLOW GLUTEN FLOUR
DESIGNED for HOUSEWIFE

Made Right...
...Priced Right

Nebraska Consolidated Mills
Co.

Catering to FAMILY TRADE
1521 No. 16th St. OMAHA, NEBRASKA

"Hunter's Cream"

An especially fine family flour milled from the very choicest selections of southern and central Kansas Turkey Wheat

THE HUNTER MILLING CO.
WELLINGTON, 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

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

QUALITY ECONOMY READY SALES

The Wilson Flour Mills
Wilson, Kansas

Majestic Milling Co.

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

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.

"PLAINSMAN"

WHOLE WHEAT FLOUR is sterilized and will keep indefinitely

HOYLAND FLOUR MILLS CO.
KANSAS CITY, MO.

J. F. IMBS MILLING CO. ST. LOUIS, MO.

Millers of Hard and Soft Wheat Flour
DAILY CAPACITY 2,100 BARRELS

"ARCHER"

the Finest Short Patent
THE CAIN BROS. MILLING CO.
LEAVENWORTH, KANSAS
Open for connection in some markets

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

"SUNKIST"

FLOUR

In milling Sunkist 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

Overproduction and Crop Adjustments

(Continued from page 22.)

forces, as is often recommended. That course lacks scientific discrimination. It forces good land as well as poor into the discard, because it acts primarily on farmers instead of on acres. When a farmer is driven out of business, his whole farm suffers. Acreage readjustments collectively engineered have more precision in relocating production to economic advantage. This procedure, instead of throwing much valuable agricultural land blindly out of use, makes crop shifts that maintain the farm business as a going concern, while at the same time modifying its tendency to create surpluses. Comparatively small changes, on a sufficient number of farms, have in the aggregate a great beneficial effect. All that is necessary to set this constructive force in motion is team play. Farmers must recognize their common as well as their competitive interests.

Not sentiment but logic is the foundation of this policy. If all the wheat land in America were owned by one man the problem of adjusting the output to the market demand would be easy. The owner would reduce his production when need arose, not by abandoning scientific methods or the use of machinery but by reducing his acres. Though our wheat acreage will never be owned by any one man, the problem, from the standpoint of the wheat industry, is the same as if it were, and the solution is the same. Our numerous farm operators have the same reason for not systematically oversupplying the market as an individual owner would have. At present they are engaged in destructive competition, each, by surplus production, beating down the price of the commodity for all. This is illogical and destructive.

Many farmers think production cannot be controlled by controlling acres, since output depends also on the weather and on insect pests and plant diseases. Locally this is true. But taking the country as a whole production per acre is surprisingly uniform. In the last 25 years the average yield of wheat per acre has been 14.5 bus. The highest yield was 17 bus and the lowest 12.2 bus, a maximum variation above the average of only 17 per cent and below the average of 16 per cent. In most of these years the yield was much closer to the average. Production, taking the country as a whole over a period of years, is primarily determined by acreage. Farmers who take a national as well as a local view of their business problems will recognize the practical application of this truth. In the long run man rather than nature controls the volume of farm production.

What has been said about wheat applies to many other farm commodities. It is easy to find objections to the policy of concerted action for the regulation of production. Like most things worth while, the policy involves labor and thought. It calls for a widespread cooperative spirit, alertness in recognizing opportunities for profitable crop shifts, close study of market prospects, and more careful farm accounting. Much farming is done unprofitably because the farmers do not count the costs. Not knowing what it costs them to grow a crop, they have a poor idea as to what it should bring them. Continuing to grow a crop at a loss merely because one's neighbor does, or through the force of inertia, is not rational production adjustment. But those who emphasize the obstacles to concerted action for the regulation of output fail to reflect that the alternative policy, namely, reliance on the competitive elimination of high cost men and high cost acres, has also its drawbacks. It means wholesale bankruptcies. It has the destructive wastefulness of other uncontrolled natural laws. Letting the surplus problem solve itself by progressive calamity is not creditable in a scientific age.

GOAL TO INCREASE FARM PROFITS

The final measure of agricultural improvement must be a rise in the average net farm income. There is no other satisfactory criterion. Productivity will not

(Continued on page 62.)



This great mill was built brick by brick on the sound foundation of car after car of sound, dependable, always-high-quality flour. Many of its customers date from the year when the first 1,200-bbl mill was built.

Do you know of a better quality proof?

The Kansas Milling Company
WICHITA, KANSAS



White Crest
The Perfect Flour

The Best Flour for the Best Trade....
WHITE CREST

J. C. LYSLE MILLING COMPANY
LEAVENWORTH, KANSAS

THORO-BREAD



FLOUR

MADE FROM KANSAS HARD WHEAT

See us on Manager

THORO-BREAD
THE PERFECT FLOUR

We invite smaller bakers to ask some of the bigger bakers about "Thoro-Bread" and smaller jobbers to ask bigger jobbers about its sales value.

Country milled where there is Turkey wheat everywhere.

THE ARNOLD MILLING CO.
STERLING, KANSAS

New York Representative—ARNOLD & LEO
204 Produce Exchange, NEW YORK CITY
NEW ENGLAND OFFICE
315 Road Building, Pawtucket, R. I.

Overproduction and Crop Adjustments

(Continued from page 60.)

do, nor a rise in the quality or variety of the things produced. Nor is it admissible to be satisfied with figures showing increased investments in agricultural land or plant. Unless gain in these respects is translated into income, it is illusory from the standpoint of the working farmer. Net income, as every farmer knows, depends on two factors—cost of production and prices received. These factors vary in relative importance with circumstances, and circumstances determine which should be most emphasized at any given moment. At present, the price factor is predominant. Production in many lines is excessive, demand has shrunk somewhat, and farm commodity prices are at a heavy disparity with the prices of other goods. That is why I emphasize the supreme importance of production adjustments as a means of affecting profits favorably.

It goes without saying, however, that the other factor in net income, production costs, remains important, no matter how greatly it may temporarily be overshadowed by the price situation. Action taken to control the volume of production cannot save the consistently high cost producer. He must either get out or accept a low standard of living. If prices should show a downward trend in the next few years, not necessarily downward from the low point of the summer of 1930, but downward in the sense that the peak of the next price cycle is not as high as the peaks of the preceding ones, efficiency in farming, to keep costs down, will be more imperative than ever. So much progress in individual efficiency has been made by American farmers in recent years, however, that reiteration of its value seems unnecessary. Rising output per man engaged in agriculture shows clearly that American farmers understand the importance of keeping down their costs of production. There is one point about the subject of efficiency that may need to be emphasized. Increasing efficiency is not in contradiction with the need for reducing production. Sometimes it is accompanied by increased output, but that is not an inevitable relationship. Efficiency should reduce costs of production, while organization regulates the total volume. These two principles, far from being antagonistic, are the twin pillars of agricultural prosperity.

KROGER DIRECTOR REPORTS PROGRESS AS SATISFACTORY

John M. Hancock, a director of the Kroger Grocery & Baking Co., reports that profits are currently satisfactory and that considerable progress has been made in the reorganization since a change in the management was made several months ago. Mr. Hancock said that no action would be taken on the stock dividend until the January meeting of directors. For the past three years a dividend of 5 per cent has been paid.

Commenting on the paring down of stores of Kroger this year until on Nov. 1 they totaled 5,178 as against 5,593 a year ago, a reduction of 415, Mr. Hancock stated that in many cases this reduction reflected a consolidation of small units. He intimated that while in a company operating 5,000 stores there always will be occasional changes, the bulk of this process has been completed.

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

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



As fine a flour as you will find, milled from the finest Turkey wheat in the heart of Kansas in

An Independent Mill

WOLF MILLING CO.
ELLINWOOD, KANSAS

"DRINK WATER"

Texas High Protein Flour from High Land Western Wheat
MORTEN MILLING CO.
DALLAS, TEXAS

"Wichita's Imperial"

A flour for particular bakers made from Strong Kansas Turkey Wheat.
THE IMPERIAL FLOUR MILLS CO.
GENERAL OFFICES: WICHITA, KANSAS

"KANSAS SEAL"

A Fine Short Patent Flour from Central and Western Kansas Strong Wheat
Barton County Flour Mills Co.
GREAT BEND, KANSAS

"GOLDEN EAGLE"

Short Patent
The Lindsborg Milling & Elevator Co.
LINDSBORG, KANSAS

Scott County Milling Co.

Manufacturers of Hard and Soft Winter Wheat Flour
SIKESTON, MISSOURI



Cake Flour
FOR BAKERS
500 Barrels Daily
Boonville Mills Co.
Boonville, Mo.

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

HUMRENO
bakers bank on it!

What would you pay to have the best loaf in town? HUMRENO will assure your having it at a cost of almost nothing.

EL RENO MILL & ELEVATOR CO.
EL RENO, OKLA.

"That Good Flour"

Heliotrope

the happying flour that keeps women interested in baking delightful foods for their families. It is the soft wheat family flour of the south.

Oklahoma City Mill & Elevator Co.
OKLAHOMA CITY, OKLAHOMA

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

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

RADIUM FLOUR

GIVING REAL SATISFACTION TO AN INCREASING NUMBER OF BAKERS EVERY DAY

HALL MILLING COMPANY
ST. LOUIS, MISSOURI

ESTABLISHED 1880

EXPORTERS

Hard and Soft Wheat Flour

Our thorough experience in exporting both hard and soft wheat flours is being utilized by numerous importers. If you do not happen to be one of them, let us tell you what we have to offer.



SHIPPERS

Good Milling Wheat

Every miller realizes the value of good milling wheat. St. Louis is a leading milling wheat market, and the services of our organization will assure you the best the market has to offer.

ANNAN-BURG GRAIN & MILLING CO.
ST. LOUIS, MO.

Bowersock Mills & Power Co.
LAWRENCE, KANSAS
ZEPHYR FLOUR
AS FINE A BAKING FLOUR AS A
BAKER CAN BUY AT ANY PRICE
1,500 BARRELS DAILY

Established 1878
Eberle-Albrecht Flour Co.
Exporters
Always open for new
foreign connections ST. LOUIS, MO

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

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

Hinrichs Laboratories
*Standardized Protein
Tests*
4110-12 Shenandoah Ave., ST. LOUIS, MO.

Pure Soft Wheat Flour
FOR
CRACKER BAKERS
EISENMAYER MILLING CO.
SPRINGFIELD, MO.

"GOLD BOND"
Central Kansas Milling Co.
LYONS, KANSAS

**Strong Flours From
TEXAS**
2,000 bbls daily
Burrus Mill & Elevator Co.
Ft. Worth, Texas

Better Flour for Baker, Jobber and Grocer
"HAVASAK"
Security Flour Mills Co.
Operating SECURITY and MID-WEST mills
W. A. CHAIN, Mgr. ABILENE, KANSAS

AMERICAN BEAUTY



THE
FLOUR that
blooms in your oven.

STANARD TILTON MILLING CO.
ST. LOUIS - ALTON - DALLAS.
DAILY CAPACITY 5000 BARRELS EST. 1857

Leading Soft Wheat Millers Since 1855

Pure Soft Red Wheat Flours

Milled Exclusively from Illinois and Missouri Soft Wheat

Ringleader Specialized Types

We are experiencing a rapidly increasing demand for l. c. l. shipments from all states east of the Mississippi River, due to the outstanding quality and value of our soft wheat flours.

We desire to establish jobbing connections in all principal distributing centers, to whom this business will be diverted. Write for information and exclusive territory to

SPARKS MILLING CO.

Daily Capacity 3,000 Barrels

ALTON, ILL.

BLACK BROS. FLOUR MILLS, BEATRICE, NEBRASKA
FLOUR 1,000 BBLs. 1883-1922 STOCK FEED 250 TONS

"CHERRY BELL"

Made exclusively from
Central Kansas
Turkey Wheat

N. SAUER MILLING CO.
CHERRYVALE, KANSAS

Blairs FOR JOBBERS
FOR BAKERS
The Blair Milling Co.
Atchison, Kansas
Certified **FLOUR**

"OLD HOMESTEAD"

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

Plain and Self Rising Flours
THE DODGE CITY FLOUR MILLS
Dodge City, Kansas

CEDRO
FLOUR
MADE IN KANSAS
MOUNDRIE MILLING CO.
MOUNDRIE, 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

HOGAN'S "BEST YET"

As fine a family flour as you'll
get from Kansas.

THE HOGAN MILLING CO.
Junction City, 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, Deaver, Colo.
Daily Capacity, 1,000 Barrels.

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

"Kansas Diamond"

Kansas Mill & Elevator Co.

Arkansas City,
Kansas

Dependable Service for Millers

Future Orders Solicited

We have the organization, the experience for handling wheat requirements of particular mills and the determination to render satisfactory service. . . . Let us select your wheat for you.

We Can Handle Your Future Orders in Any Market

Member—
Chicago Board
of Trade

JAS. S. TEMPLETON'S SONS

4220 Board of Trade Building CHICAGO, ILL.

CARGILL · Handlers of Grain

MINNEAPOLIS
DULUTH

MILWAUKEE
GREEN BAY

BUFFALO
NEW YORK

Marshall, Minn.
Fairmont, Minn.

Sioux Falls, S. D.
Aberdeen, S. D.

Grand Forks, N. D.
Minot, N. D.

Operating Alton Elevator

Members Chicago and Kansas City Board of Trade

WOLCOTT & LINCOLN, INC.

A COMPLETE SERVICE IN

MILLING WHEAT and All Grains

Our own wires to Wichita, Salina, Hutchinson, Dodge City, Enid and Oklahoma City

KANSAS CITY, MO.

E. S. Woodworth & Co.

AND

Concrete Elevator Co.

MINNEAPOLIS

Shippers of Corn, Oats, Barley, Rye,
Flaxseed and Millfeed

Offer Their Combined
Facilities

and nearly thirty years' experience to country mills, to buy wheat for their account in open market, or sell on Guaranteed protein content basis.

Low Protein Hard **MILLING WHEAT** Soft Wheat

CHECKERBOARD ELEVATOR COMPANY

Capacity, 2,000,000 Bushels
Merchants' Exchange ST. LOUIS, MO.

THE VAN DUSEN HARRINGTON CO.

WHEAT
RYE
FLAX
MINNEAPOLIS

GRAIN DEALERS
Business Founded 1852

BARLEY
OATS
DULUTH

Rosenbaum Grain Corporation

Grain Merchants — Exporters — Importers

Cash and Futures

CHICAGO, ILLINOIS

Private Wires

MILLING WHEAT

Direct to Mills

THE WESTERN TERMINAL
ELEVATOR CO.

HUTCHINSON KANSAS

Hallet & Carey Co.

Futures . Receivers . Shippers
MILLING WHEAT

Minneapolis

Milling Wheat

Selected from Current
Offerings
Out of Store or
On Grade

Service Direct to Millers

Moore-Seaver
Grain Co.
KANSAS CITY, MO.

Bartlett Frazier Co.

GRAIN MERCHANTS

Receivers, Buyers, Shippers and Exporters

We Specialize in Milling Wheat

MEMBERS OF ALL LEADING
GRAIN EXCHANGES

Cash and Future Business Solicited

111 W. Jackson Blvd., CHICAGO

GEORGE A. AYLSWORTH, President.

Milling Wheat

Ask us for our survey
of cash wheat and
premium conditions.

Great Western Elevator Co.

KANSAS CITY, MO.

Capacity, 1,600,000 bushels

MONARCH Elevator Company

312 Chamber of Commerce

Operating the Monarch and
Republic Terminal Elevators
at Minneapolis, Minn.

Operated in Connection With
Country Elevators in Minnesota
and the Dakotas.

Selected Milling Wheat a Specialty

RETAIL BAKERS WILL CONVENE IN JANUARY

Week of Jan. 26 Selected for Educational
Program at Hotel Sherman, Chicago—
Extensive Exhibits Planned

CHICAGO, ILL.—Under the auspices of the Associated Bakers of America, Retail and Wholesale, a retail bakers' week will be celebrated at the Hotel Sherman, Chicago, Jan. 26-31. Official co-operation has been extended by the National Association of Bakery Supply Houses and the Cake and Retail Section of the American Bakers Association, as well as several Chicago associations, and it is planned to offer retail bakers an impressive educational program.

A display of all the machinery of selling will be offered by the National Association of Bakers' Supply Houses. All that is best in window designs, show cases and fixtures, display counters, and merchandising stands will be displayed.

The Associated Master Bakers of Chicago will keep all of these display fixtures filled with an exhibit of the bakery products of the city of Chicago. National specialties will have a big part in this baked goods exhibit, as Chicago can offer the best there is in the products of the various nationalities in the city.

The Cake and Retail Section of the American Bakers Association has offered its services in helping with this work, particularly with the merchandising and advertising that is being used by retail bakers throughout the country. A collection of examples of direct mail advertising, show cards, window streamers, price tags, and the like, will be assembled.

The business associations will touch directly on organization and merchandising. Every retail bakers' association is invited to send an official delegation to join in the discussion. How best to arrange an organization to represent the retail baker will be taken up for full consideration.

The Chicago committee includes: Peter Redler, Chicago Master Bakers' Association, chairman; George Chussler, Jr., Associated Bakers of Illinois, associate chairman; Roger Hartley, Associated Bakers of Illinois, secretary; Charles P. Goeb, Chicago South Side Master Bakers' Association; Joseph Krubert, Bohemian Master Bakers' Association; John Kleczewski, Polish Bakery Owners' Club; Louis Pelton, Hebrew Bakers' Club.

STANDARD BRANDS DIVIDEND

NEW YORK, N. Y.—The board of directors of Standard Brands, Inc., New York, have declared a quarterly dividend of 30c a share on the common stock, placing the issue on a \$1.20 annual basis, against the \$1.50 a year, or 37½c quarterly, previously paid. This reduction, it was stated, placed the dividend on a most conservative basis and well within the estimated earnings of the company for the fourth quarter of the year. October was the best month in the company's history, according to Joseph Wilshire, president.

COTTON **BAGS** BURLAP

Specialty Manufactured for
MIXED FEED MANUFACTURERS
and FLOUR MILLERS

CENTRAL BAG & BURLAP CO.

Importers and Manufacturers

Office and Factory: 4513-4525 South Western Avenue Blvd.
CHICAGO

FRED UHLMANN, PRESIDENT

PAUL UHLMANN, VICE PRESIDENT

RICHARD UHLMANN, SECT. AND TREAS.

UHLMANN GRAIN COMPANY

CHICAGO, ILL. KANSAS CITY, MO.

Members of the following Exchanges:

- Chicago Board of Trade
- Kansas City Board of Trade
- Minneapolis Chamber of Commerce
- New York Produce Exchange
- Winnipeg Grain Exchange
- Duluth Board of Trade
- Fort Worth Grain and Cotton Exchange
- New York Rubber Exchange
- New York Coffee and Sugar Exchange
- Chicago Curb Exchange
- New York Cotton Exchange
- New York Cocoa Exchange
- National Metal Exchange

Operating...KATY and...WABASH ELEVATORS

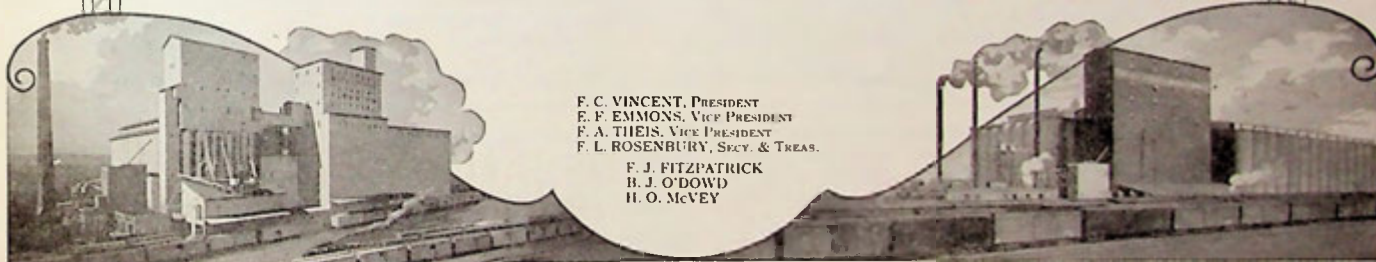
Total Capacity
5,400,000 Bushels

OFFICES:
New York City
Chicago, Ill.
Kansas City, Mo.
Oklahoma City, Okla.
Fort Worth, Texas
Amarillo, Texas

SIMONDS SHIELDS LONSDALE GRAIN CO.

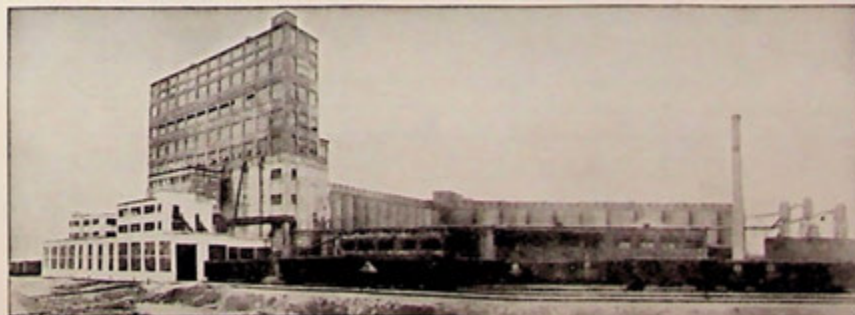
KANSAS CITY MISSOURI

Our bins hold an exceptionally well chosen stock of both high protein and ordinary MILLING WHEAT on which we are able to make you fully competitive prices.



F. C. VINCENT, PRESIDENT
 E. F. EMMONS, VICE PRESIDENT
 F. A. THEIS, VICE PRESIDENT
 F. L. ROSEBURY, SECT. & TREAS.
 F. J. FITZPATRICK
 B. J. O'DOWD
 H. O. McVEY

America's
Finest



Ferminal
Elevator

MILLING WHEAT We can quote closely competitive prices
exactly what you require,—now or later shipment. Also FEEDING WHEAT

DAVIS-NOLAND-MERRILL GRAIN CO.

Operating Santa Fe Elevator "A"—6,000,000 Bushels Fireproof Storage

KANSAS CITY, MISSOURI

When in the market for **MILLFEED**
Write or wire **RELIANCE FEED CO.**, Minneapolis, Minn.

H. S. PEARLSTONE FLOUR
Produce Exchange Bldg. New York City

FLOUR BRANDS

The following list of trade-marks published in the Official Gazette of the United States Patent Office prior to registration, is reported to The Northwestern Miller by Mason, Fenwick & Lawrence, patent and trade-mark lawyers, Washington, D. C. Millers and flour dealers who feel that they would be damaged by the registration of any of these marks are permitted by law to file, within 30 days after publication of the marks, a formal notice of opposition. This journal offers to readers an advance search free of charge on any trade-marks upon which they may desire information. Write direct to us or to Mason, Fenwick & Lawrence.

SEND SAMPLES and Quotations of
FLOUR
L. F. Carpenter Co.
225-230 Temple Court
Minneapolis, Minn.
844 Rush St., CHICAGO
105 Hudson St., NEW YORK

We are always in the market for hard and soft wheat flours.
Habel, Armbruster & Larsen Co.
410-420 N. Western Ave. CHICAGO, ILL.

W. T. HARDING, Inc.
Domestic **FLOUR** Export
F-18 Produce Exchange NEW YORK

W. S. Johnson & Co.
FLOUR
444 W. Grand Ave. CHICAGO

Exceptional Facilities
W. P. Tanner-Gross & Company, Inc.
Domestic Export
Flour and Cereal Products
25 Beaver Street, NEW YORK

Screenings and Mill Oats Bought and Sold
CHAMBERS-MACKAY CO.
310 Corn Exchange MINNEAPOLIS

WM. COWAN & CO.
Hard and Soft Wheat
FLOURS
29 So. La Salle St. CHICAGO

Broenniman Company
(INCORPORATED)
FLOUR
458 Produce Exchange NEW YORK

STUHR-SEIDL COMPANY
Chamber of Commerce MINNEAPOLIS
Materials for Mixers
POULTRY WHEAT AND BARLEY
Ground Screenings a Specialty

Buyers and Shippers of all grades of MILLFEEDS and SCREENINGS
DONAHUE-STRATTON CO.
MILWAUKEE, WIS.

General Flour Company
"Specializing in First Clear and Soft Wheat"
30 Church St., New York, N. Y. 315 American Bldg., Baltimore, Md.

Low Grades and Millfeed
I. S. JOSEPH CO., INC.
MINNEAPOLIS, MINN.

We are buyers of **FEEDS** of all kinds
DEUTSCH & SICKERT CO.
Suite 400-402 Chamber of Commerce Bldg. MILWAUKEE, WISCONSIN

EDWARDSSEN & CO.
Sales Agent
Member New York Produce Exchange
FLOUR FEED GRAIN HAY
E-4 Produce Exchange, NEW YORK CITY
Correspondence solicited

Always in the market. All grades of
FLOUR - Wheat - Rye - Corn
JOHN W. ECKHART & CO.
Established for 40 Years
Export. 312 N. Carpenter St. CHICAGO

PH. ORTH CO.
FLOUR AND BAKERS' SUPPLIES
198-204 FLORIDA STREET
MILWAUKEE, WIS.

FOR THE FINEST QUALITY
Michigan Soft Winter Wheat
CAKE AND PASTRY FLOUR
See
WILLIAM E. NAUN
20E Produce Exchange New York

ANALYSES
FLOUR—CEREAL—GRAIN
Dependable, Prompt Service
Siebel Institute of Technology
960 Montana CHICAGO, ILL.

Hard and Soft Winter Wheat **FLOURS**
I invite correspondence with a few bakers and jobbers who will appreciate specialized brokerage representation.
L. R. JEWELL, Kansas City, Mo.
201 Postal Building

L. G. SPINDLER
QUALITY FLOUR
PRODUCE EXCHANGE NEW YORK

Low Grades and Second Clears
Your Orders Solicited
The New Century Company
3940 So. Union Avenue CHICAGO, ILL.
Cable Address: "CENTURY"

T. R. BOTT, Manager
Reynier Van Evera Company
605 Victor Building
KANSAS CITY, MISSOURI
Flour—Semolina—Millfeeds

R. L. FRIEDLER
MEMBER OF
NEW YORK PRODUCE EXCHANGE
FLOUR
REPRESENTING EXCLUSIVELY
H. D. Lee Flour Mills Co., Salina, Kansas

QUALITY FLOUR
C. W. DILWORTH
844 Rush St. CHICAGO
Chicago and Vicinity

DON C. GRAHAM FLOUR
640 Board of Trade Building
KANSAS CITY

DOMESTIC—FLOUR—EXPORT
J. J. McMAHON CO.
Telephone 419 Produce Exchange
Hanover 3439 NEW YORK, N. Y.

KELLY Flour Co.
Merchandisers EXPORT
AMERICAN FLOUR BLDG.
844 Rush St. CHICAGO

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ROSE HILL; Charles Banks Stout, doing business as Washington (Mo.) Flour Mill; wheat flour. Use claimed since May 1, 1874.
WHITE CROWN; Middleboro (Ky.) Milling Co; wheat flour. Use claimed since 1923.
Dish of spaghetti design; Peter Rossi & Sons, Eralwood, Ill; alimentary pasta. Use claimed since Sept. 28, 1920.
DEFENDER; Stafford County Flour Mills Co., Hudson, Kansas; wheat flour. Use claimed since 1908.
EGG FOODIES; Frank Pope Macaroni Co., Inc., Waterbury, Conn; egg noodles. Use claimed since January, 1929.
THREE RIVERS; Theo. Stivers Milling Co., Rome, Ga; wheat flour. Use claimed since July, 1930.
BANDIERA VITTORIOSA and soldier and girl holding flag; Roma Importing Co., Inc., Waterbury, Conn; wheat flour. Use claimed since Dec. 2, 1929.

United States—Corn and Oats Crops
Department of Agriculture estimates of the corn and oats crops of the United States, with acreage and yield per acre (area in thousands, crop in millions and yield per acre in bushels):

Year	Corn		Oats	
	Acres	Yield per acre	Acres	Yield per acre
1930*	100,829	2,023	21	41,558
1929	98,018	2,622	26	40,217
1928	100,673	2,819	28	41,734
1927	98,393	2,763	28	41,941
1926	99,492	2,646	27	44,394
1925	101,239	2,517	29	44,872
1924	100,863	2,309	23	42,110
1923	104,324	3,054	29	40,981
1922	102,846	2,998	28	40,790
1921	103,740	2,849	30	45,495
1920	101,639	2,995	32	42,491
1919	97,170	3,111	29	40,568
1918	104,467	2,500	21	44,349
1917	116,730	3,066	26	43,553
1916	105,296	2,567	24	41,627
1915	106,197	2,995	28	40,996
1914	101,426	2,712	26	38,442
1913	105,820	2,447	23	38,399
1912	107,683	3,125	29	37,917
1911	105,826	2,631	24	37,763
1910	104,035	2,886	28	37,548
1909	98,392	2,652	26	35,199
1908	101,788	2,669	26	32,144
1907	99,931	2,592	26	31,837
1906	96,738	2,927	30	30,959
1905	94,011	2,708	29	28,647
1904	92,322	2,467	27	27,843
1903	88,092	2,344	25	27,638
1902	94,044	2,524	27	26,653
1901	91,350	2,523	17	28,541
1900	83,321	2,105	25	27,365
1899	82,109	2,078	25	26,341
1898	77,722	2,374	25	25,777
1897	80,056	1,903	24	25,730
1896	81,027	2,284	28	27,666
1895	82,076	2,151	26	27,878
1894	82,582	1,213	19	27,024
1893	78,936	2,620	33	27,273
1892	70,627	1,628	23	27,064
1891	76,205	2,060	27	25,583
1890	71,971	1,490	21	26,431
1889	78,320	2,133	27	27,462
1888	75,073	2,088	26	26,998
1887	72,393	1,456	20	25,921
1886	75,694	1,665	22	23,658
1876-85*	60,743	1,537	25	16,797
1866-75*	32,716	970	26	9,746

*Average crop per year for the period. †Dec. 1 estimate.

United States—Winter and Spring Wheat
Department of Agriculture estimates of the winter and spring wheat crop and acreage of the United States, by years (000's omitted in acreage and 000,000's in yield):

Year	Acres		Yield (bushels)	
	Winter	Spring	Winter	Spring
1930*	38,608	20,645	59,163	604
1929	40,162	20,979	61,141	678
1928	36,213	22,059	58,272	679
1927	37,672	20,711	58,583	653
1926	36,813	19,613	56,526	627
1925	31,234	21,021	52,255	602
1924	35,656	16,879	52,535	592
1923	39,518	20,141	60,659	672
1922	42,358	19,959	62,317	687
1921	43,414	20,282	63,696	600
1920	40,016	21,127	61,143	611
1919	50,494	25,200	75,694	760
1918	37,130	22,051	59,181	666
1917	27,430	18,611	45,941	418
1916	34,829	17,956	52,786	482
1915	41,308	19,161	60,459	674
1914	36,008	17,533	53,541	685
1913	31,690	18,485	60,184	624
1912	26,671	19,243	45,815	400
1911	28,163	20,381	49,543	431
1910	27,329	18,352	45,681	434
1909	28,330	18,803	45,728	446
1908	30,026	17,431	47,567	431
1907	28,405	16,800	45,211	409
1906	29,951	17,355	47,306	423
1905	29,988	17,872	47,364	419

*Dec. 1 estimate.

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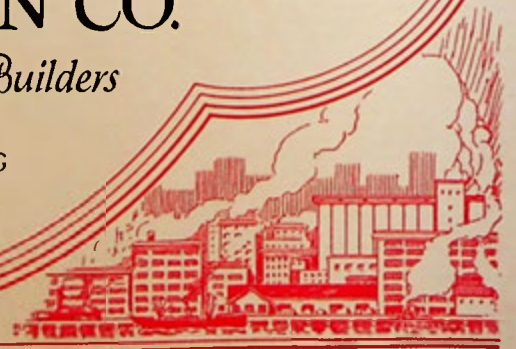
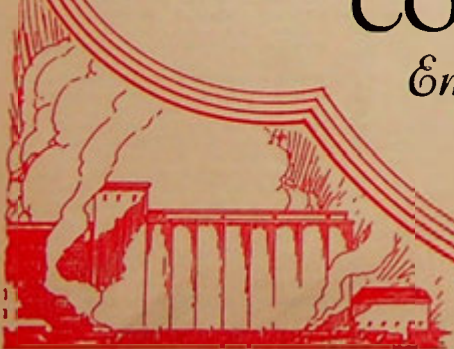
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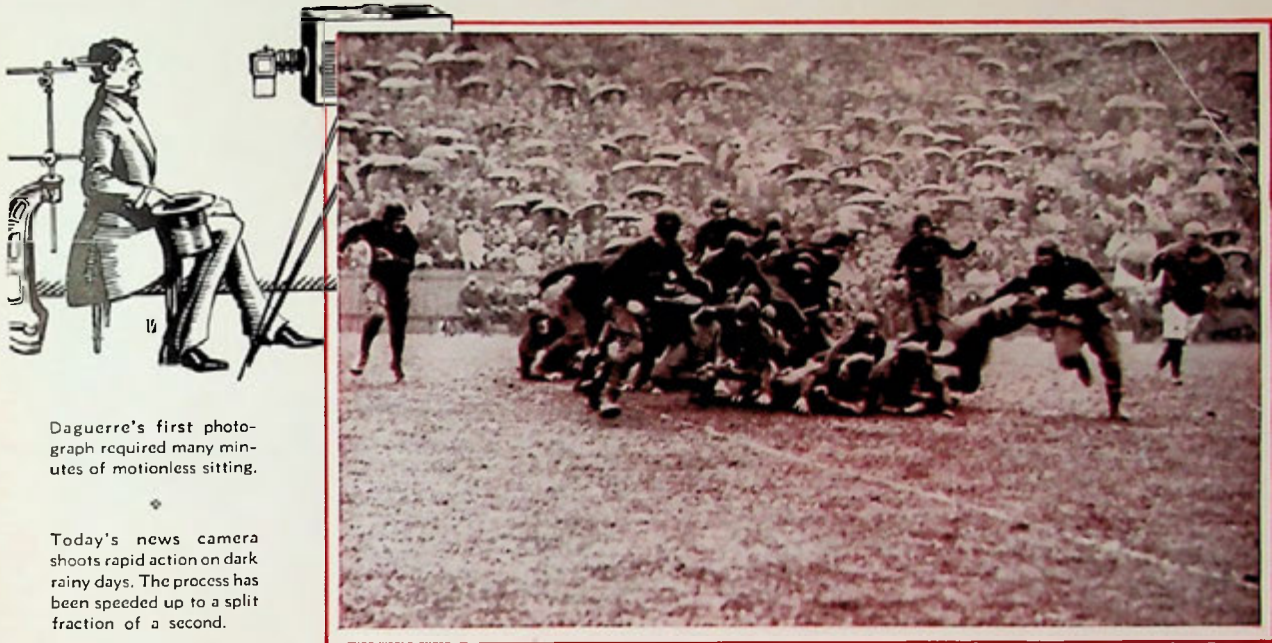
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