

LIBRARY,  
THE RESEARCH ASSOCIATION  
of  
FLOUR-MILLERS

# The Northwestern Miller

MAY 1930



AGRICOLA FOUNDER OF BRITISH AGRICULTURE

Painting by R. Caton Woodville

Millers' National Federation Annual Meeting  
Mass Convention of the Milling Industry

At  
**Chicago**

May 22  
May 23

MAY 7, 1930



Irregular fermentation in the dough room starts a train of invisible losses which waste money in divider irregularity, in low absorption, in dough that won't kick in the oven, in useless labor. Unless you know that your flour will work today exactly as it did yesterday, it is impossible for you to obtain the regularity in production which will eliminate these losses and bring your profits to the point you deserve to attain.

Thousands of bakers have discovered the dangers of these invisible losses, and have turned to the uniformity and dependability of Pillsbury's Bakery Flours as the first step toward a better loaf at a better profit.

**PILLSBURY'S**  
BAKERY FLOURS

# GLUTEN AS A PROFIT-MAKER



**Y**OU know the important part gluten plays in *shop reduction*. The quantity and quality of gluten mean greater yield per barrel and greater tolerance during fermentation.

Consider, too, the *sales angle* of highly glutinous flour:

**G**OOD quality gluten—such as you find in Occident Flour—forms the cellular network of your loaf and retains moisture for a surprisingly long period. Housewives prefer bread that *keeps fresh longer*.

Occident gluten quality means finer texture in your bread. No housewife buys bread a second time that contains large holes. They prefer the *fine-textured loaf* that Occident gluten develops.

Housewives compare flavor. They prefer the *full wheaten taste* sealed in the gluten cells when Occident is used.

If you cover a large trading area with considerable lapse of time in distribution, Occident gluten quality means insurance of the loaf's *original freshness* upon delivery to the consumer.

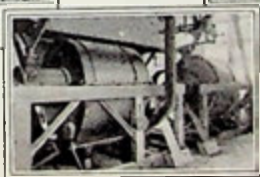
*All of the above features are doubly important if you market sliced bread.*



Every ear of wheat used in milling Occident Flour is subjected to analysis in a modern laboratory to determine protein content.



The process of milling Occident Flour is the longest yet devised. It insures the very maximum in baking results and food value.



All wheat used in Occident Flour is thoroughly washed and scoured in pure stream water to eliminate bacteria and dirt.

# OCCIDENT

SPECIAL PATENT

# FLOUR



We shall be glad to send you a helpful book on merchandising. Please address our Advertising Department.

Russell-Miller Milling Co.  
Minneapolis, Minn.

Please send me your booklet "Advertising Help for the Occident Baker". I understand that this obligates me in no way.

Name.....  
Address.....  
City..... State.....

The RUSSELL-MILLER MILLING CO.

Minneapolis, Minn.

# RELIABLE

## Spring Wheat Flour Service

*For Domestic and Export Trade*

### BRANDS

**“BUFFALO BEST”**

**“FAIRYLITE”**

**“SENTINEL”**

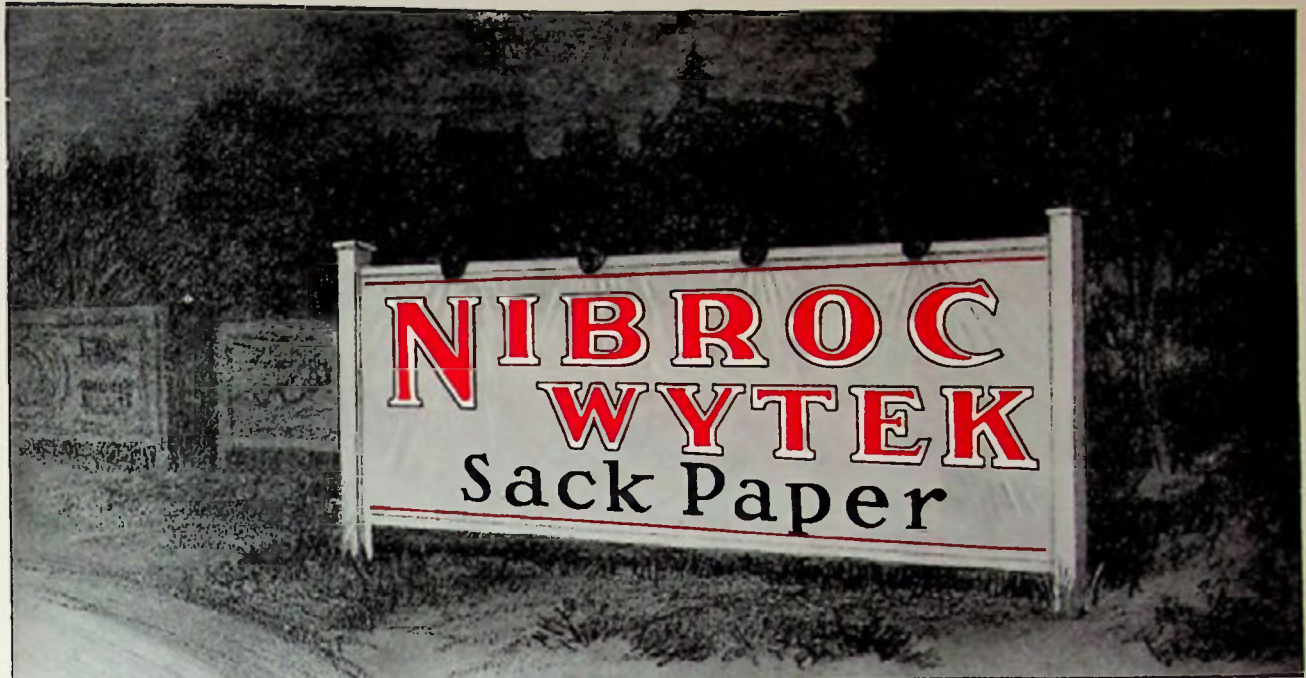
**“GREAT LAKES”**

*Write or Wire for Delivered Prices*

**BUFFALO FLOUR MILLS  
CORPORATION**

*Chamber of Commerce*

**BUFFALO, NEW YORK**



*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**  
60 Federal Street

**NEW YORK**  
235 Broadway

**PITTSBURGH**  
1626 Oliver Bldg.

**ATLANTA**  
1025 Candler Bldg.

**CHICAGO**  
110 So. Dearborn Street

**ST. LOUIS**  
1012-14 Arcade Bldg.

**MINNEAPOLIS**  
736-7 Plymouth Bldg.

**SAN FRANCISCO**  
58 Sutter Street

# BEMIS

## EVEN TO THE ink

Flour must be sold, not kept. That's why you have your brand or trademark printed on the bags. And that's why we are so particular about this printing. We produce only clear, sharp, brilliant printing in order to make the brand attract attention.

Ink is most important; so we manufacture the ink we use on Bemis cotton, paper, and burlap bags, continuously experimenting to improve the quality of our printing. Moreover, it enables us to produce this *better* printing at no increased cost to flour mills.

Just another evidence of the THOROUGHNESS of Bemis manufacturing.

**BEMIS BRO. BAG CO.**

# BAGS



*KELLY has  
always made  
Good Flour.*

For more than 50 years we have been milling out here, and you've never heard anybody say anything against Kelly quality.

*Daily Capacity 2,500 Barrels...*

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

*The*  
**WILLIAM KELLY MILLING CO.**  
HUTCHINSON, KANSAS

*William Kelly, President*

# CHASE COTTON BAGS



**T**HERE is immeasurable sales value in good quality, well made, clearly printed cotton Bags such as Chase standardize.

They express and emphasize the quality of the contents. The satisfaction of knowing your flour is being displayed to the buyer in the most attractive bag is yours when you use Chase Cotton Flour Bags.

**Factories:**

Buffalo	Toledo	Goshen	Milwaukee
Minneapolis	St. Louis	Kansas City	Memphis
Dallas	New Orleans		

**Sales Offices:**

Chicago	New York	Cleveland	Detroit
Denver	Hutchinson	Louisville	Charleston
Los Angeles			

Affiliated Company THE ADAMS BAG CO., Chagrin Falls, Ohio  
Manufacturers of NEVER BURST Paper Bags.

# CHASE BAG CO.



# Are You Letting High Distribution Costs Eat Away Your Profits?



Model "C.A" 3-Ton Heavy Duty Speed Wagon with Reo 2-Speed Rear Axle Unit Optional

## How Many Leading Industries Are Now Meeting the Problem of Lower Distribution Costs—Increased Business

**S**ELLING your product or your service is merely *one* cost of doing business.

Before you can figure NET PROFITS, the cost of *haulage* has to be charged off. Hence in today's strategy of business, trucks are called on to perform two important functions: (1) Reduce distribution costs. (2) Increase business. High distribution costs DECREASE profits. Lowered distribution costs INCREASE profits. No argument is needed to prove this.

That's why the slow and cumbersome, fuel-eating, "heavy trucks" of yesterday are destined to disappear from the streets.

Their first cost is too high. Their upkeep is too high. Their depreciation is too great. They INCREASE distribution costs . . . often to an unsafe point. That's one charge against them.

The next is they're too CUMBERSOME for modern traffic.

Hence too SLOW. They set up two measurable obstacles against INCREASED business:

They make the cost per load of delivery too high by REDUCING the potential NUMBER OF LOADS per day. And

. . . they LIMIT the radius of your business to a dangerously small area in this highly competitive age.

Thinking men are realizing this point more and more every day. Dead weight in trucking to them is DEAD EXPENSE . . . lowered profits . . . limited trade area. They seek a more modern, LESS COSTLY way of delivery. And find it now in Reo Speed Wagons that are changing the whole viewpoint of modern business on economical haulage.

### Speed Wagons . . .

#### The Modern Way

To meet that situation, Reo—world-leader in high-speed, low-upkeep, long-lived transportation—has developed a distinctive type of Heavy Duty haulage that offers truck owners LOWER DISTRIBUTION COSTS than any other truck yet made.

The Speed Wagon LOWERS DISTRIBUTION COSTS in three ways: *By low first cost. By amazingly economical oper-*

*ation. By minimum depreciation due to almost unbelievably long life. And PROVES these points not by statements, but by facts.*

A truck that INCREASES sales in four provable ways: That carries a few pounds or a three-ton load in and out of traffic with the speed and agility of a roadster. And thus—a truck that multiplies the number of starts and stops for sales in a given time. That speeds up schedules enormously. That broadens trade area. And thus establishes FAR LARGER SALES TERRITORIES for its users.

### 1,348 Speed Wagons to One Company

Its advantages are marked and many. Some are exclusive; some are not. And some trucks may offer ONE of its advantages. But no other offers all. *For there is no other comparable truck.*

One company operates a fleet of 1,348 Reo Speed Wagons. Hundreds of others operate fleets of 5 or more. Consider what that means.

There is a Speed Wagon for every hauling need—wheelbase sizes up to 210"—capacities with trailers up to 15,000 lbs.

REO MOTOR CAR CO., Lansing, Mich.



# THE PROOF



OF BREAD as of pudding is in the eating thereof.

Good bread builds business—choice flour is essential to good bread.

For ninety years we have milled quality flour for quality bakers.

In all respects,

## STATEN ISLAND BEST

measures up to the requirements of the baker of quality bread.

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...PROMPT SERVICE TO  
ALL EASTERN BAKERS

HECKER-JONES-JEWELL MILLING Co.

NEW YORK CITY *and* BUFFALO



THE SEAL of QUALITY

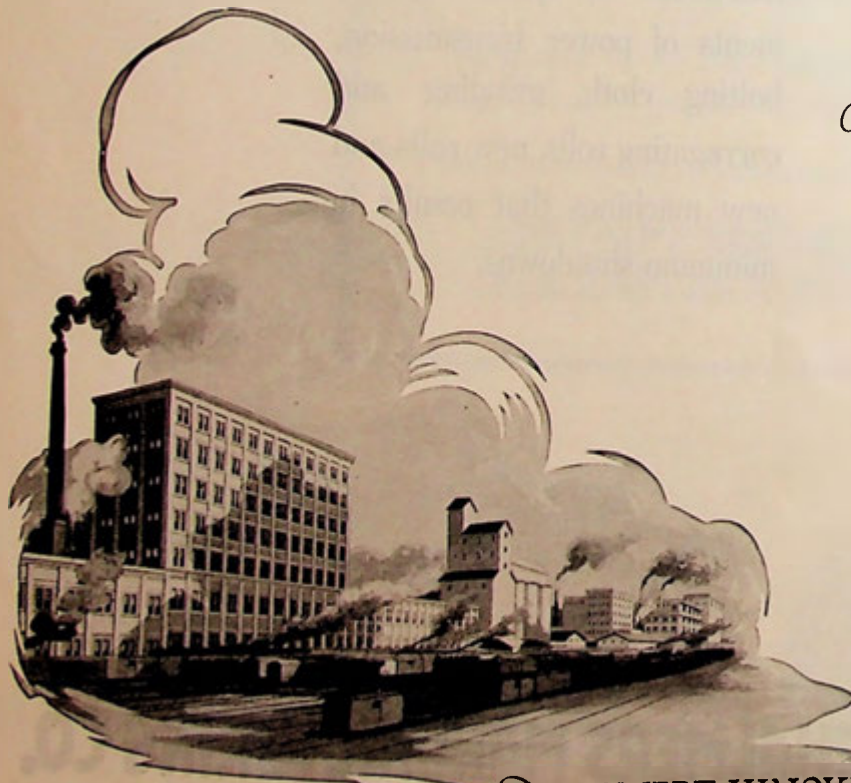
# IF—

How often does this little word interfere with your operations? Our spirit of co-operation, our large and complete organization with the most modern manufacturing facilities enables us to accomplish things for our customers on quick replacements of power transmission, bolting cloth, grinding and corrugating rolls, new rolls and new machines that results in minimum shutdowns.

**ALLIS-CHALMERS MANUFACTURING CO.**  
**MILWAUKEE, WISCONSIN.**



ENERGIOUS GOOD QUALITY. Good quality without stint. Just a little more care in wheat selection and a little more money to be sure of getting the finest wheat. Just a little better milling,—with still more care. Just a little more concern to be sure the buyer will be a little better pleased. That's "I-H."



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

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

# 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

LEADING MILLS OF MINNESOTA

FOR 30 YEARS MILLERS OF QUALITY FLOURS

*Wheat  
Flours*

- "WINGOLD"
- "BAY STATE"
- "WINONA"
- "GOLDEN  
LION"
- "WINBAYCO"

*Cleans*

- "BOXER"
- "NORMANO"
- "MASTIFF"



*"Wingold"  
Rye Flours*

- WHITE RYE
- MINN-WIS-  
SIPPI RYE
- MEDIUM RYE
- DARK RYE
- PURE LIGHT  
RYE
- SPECIAL  
MEDIUM RYE

- Rye Meal*
- COARSE
- MEDIUM - FINE

**BAY STATE MILLING CO.**

HARD SPRING WHEAT  
& RYE FLOURS  
WINONA, MINNESOTA

DAILY CAPACITY  
FIVE THOUSAND BARRELS

**CHRISTIAN MILLS**  
*Matchless Quality Flours*

SEMOLINAR AND RYES

MINNEAPOLIS, MINN.

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

**ROBINHOOD and MYSTIC FLOUR**

CORN PRODUCTS  
DEGERMINATED AND KILN DRIED  
(MEAL, FLOUR AND GRITS)

MYSTIC MILLS  
INTERNATIONAL MILLING COMPANY  
SIOUX CITY, IOWA

HIGHEST GRADES OF HARD  
WHEAT FLOURS—BRANDS  
"New Gold" "Silver Leaf"

Correspondence Solicited  
MORRIS CITY MILLS, INC.  
MORRIS, MINN.

**QUALITY LOAF**  
SPRING PATENT  
*Strong—Uniform—Economical*

BALDWIN FLOUR MILLS CO.  
Minneapolis, Minn.

**"Ethan Allen"**

The Ideal Flour

Fancy Minnesota  
Patent

Strong  
Uniform  
Reliable

Wells Flour Mills  
MINNEAPOLIS, MINN.

**THREE JO'S**

Milled to meet the demands of the trade—sure winners for the dealer, business builders for the baker, and most satisfactory for the housewife taking pride in culinary results.

**"Big Jo"**  
High Quality for Family Use.

**"Diamond Jo"**  
Strong, Big Yield  
Bakers' Flour.

**"Little Jo"**  
Choice Flour for Domestic  
and Export Trade.



**WABASHA ROLLER MILL CO.**  
WABASHA, MINN., U. S. A.

W. B. WEBB, PRESIDENT AND MANAGER

### The Point of Consumer Contact

**B**BETTER bread flavor means profit insurance. Finer flavor always draws trade despite cut-price competition. Flavor is remembered after price has been forgotten.

One baker writes: "We even went so far in our insistence on quality that we printed on our bread wrappers and included in the copy for our advertising, 'We guarantee \_\_\_\_\_ Bread to be made from E-A-CO Flour and all other ingredients of like high quality.'" This baker has used many thousands of barrels of E-A-CO and his business has grown steadily over a period of years.

E-A-CO Flour insures the finest flavor for your bread. The use of E-A-CO means assurance at the most vital point in your bakery—the point of consumer contact.

Ask a baker who uses E-A-CO.

**EVERETT, AUGHENBAUGH & CO.**

General Offices,  
Minneapolis, Minn.



### "Flours of Quality Only"

GOLD MINE  
FAIRY BOW  
KING'S GOLD  
KING'S BEST HIGH GLUTEN

*Our Contribution to Better Baking*

**H. H. KING FLOUR MILLS CO.**  
MINNEAPOLIS, MINNESOTA

## Always Ace High



The FLOUR with  
The Vim and Pep left in, and  
The Doubt and Trouble left out.

**Tennant & Hoyt Co.**  
LAKE CITY, MINN.

Established 1881

"Flour Quality Our Pride"

W. G. McLAUGHLIN, Mgr.

**GLOBE FLOUR MILLS CO.**

BRANDS:  
"HEADLIGHT"

PERHAM, MINNESOTA

"GLOBE'S BEST"  
"HERCULES"

# RED WING SPECIAL FLOUR RED WING MILLING CO.





Mother Hubbard  
FLOUR

*An Insurance of High Quality  
Worth the Difference*

HUBBARD MILLING CO.  
Mankato Minnesota

CAPITAL FLOUR MILLS  
INCORPORATED



HIGH GRADE  
DURUM WHEAT  
SEMOLINA

MINNEAPOLIS ~ ST. PAUL  
MINNESOTA



Established 1886

The standard  
that others  
strive to reach

White Swan Flour

SPRINGFIELD MILLING CO.  
SPRINGFIELD MINNESOTA

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

Repeaters...

“KOMO” and  
“PACEMAKER”

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

SAINT PAUL MILLING COMPANY  
SAINT PAUL MINNESOTA

Chieftain

OUR BAKERS PATENT

meets the approval of good bakers who are always striving to improve their product. Bread made from it has volume, bloom and flavor—the three elements that go to make the ideal loaf.

LA GRANGE MILLS  
RED WING MINNESOTA

SEMOLINA and DURUM FLOURS

*That Will Satisfy the Most Critical  
Domestic and Export*

Ask for Samples

COMMANDER MILLING CO., MINNEAPOLIS

Red River Milling Company

“CERES”  
Highest Quality  
Hard  
Spring Wheat  
Flour

Montana and North Dakota Wheat  
used exclusively

Daily Capacity 1,000 Barrels

FERGUS FALLS, MINNESOTA

“No. A1”  
Highest Quality  
Hard  
Spring Wheat  
Flour



**FOUR  
Good Bread Makers**  
From Selected Spring Wheat



DULUTH UNIVERSAL  
PRIDE OF DULUTH  
DULUTH RELIABLE  
APEX  
Extra Fancy Clear

Duluth Universal Milling Co.  
DULUTH, MINN.

**"AMERICAN BAKER"**

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

**Crown Milling Co.**

Chamber of Commerce  
MINNEAPOLIS  
Brokerage Connections Wanted



MILLERS OF  
**CHICKASAW**  
*Whole Wheat and Rye Flours*  
The Brown-Fallgatter Co., Inc.  
CEDAR FALLS, IOWA

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

**"CREMO"**

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

**Empire Milling**  
Co. Minnesota  
Millers of High Grade Flour

**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

**Choice  
No. 2 Semolina  
Fancy  
Durum Clears**

AMBER MILLING  
COMPANY  
Flour Ex., Minneapolis, Minn.



**ATKINSON MILLING CO.**  
MINNEAPOLIS, MINNESOTA

**Excelsior Milling Co.**

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

**C. A. WEAVER**

NORTHWESTERN REPRESENTATIVE FOR  
**Bodmer's Silks** Tyler Wire  
Webster and Weller Hno  
422 Flour Exchange MINNEAPOLIS, MINN.

A  
**COMPLETE  
BANKING SERVICE**  
THAT MEETS THE REQUIRE-  
MENTS OF MILLERS OF THE  
NORTHWEST . . . . .



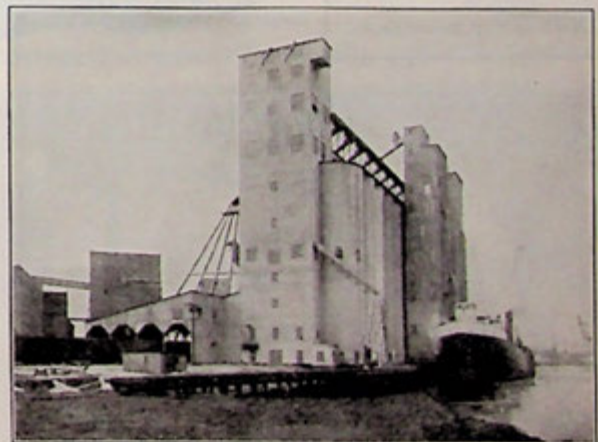
**NORTHWESTERN  
NATIONAL BANK**

MINNEAPOLIS, MINN.

Affiliated With  
**NORTHWEST BANCORPORATION**  
Resources Over \$483,000,000

ENGINEERS AND DESIGNERS OF

**Fireproof Milling and Elevator  
Plants**



**MARINE ELEVATOR**  
BUFFALO, N. Y.  
1925  
2,000,000-Bushel

**A. E. BAXTER ENGINEERING CO.**  
BUFFALO, N. Y.

LEADING MILLS OF CANADA

Seven Mills  
with Total Daily  
Capacity  
22,500 Barrels



TORONTO MILLS

Cable  
Address—  
"Shawley."  
Toronto,  
Canada



Maple Leaf Milling Co. Limited.

HEAD OFFICE - TORONTO, CANADA

JAMES STEWART  
President

A. R. MACDONALD  
General Manager

C. W. BAND  
Vice-President

W. C. DUNCAN  
Export Manager  
25 Broadway  
New York, U.S.

N. P. LAMBERT  
Western Manager  
(Also Exports to Orient)  
Winnipeg, Man.

Export Flour  
INSURANCE

"All Risks"

Special Service to Flour Mills on  
Export and Domestic  
Ocean and Lake Insurance  
and Transportation

Twenty-Five Years' Experience in  
Export Flour Handling

Western Assurance  
Company

701 Royal Bank Building, TORONTO

F. C. THOMPSON CO., LTD.  
Canadian Agents  
Royal Bank Bldg., Toronto, Canada  
R. W. LIGHTBURN, JR.  
American Agents  
Board of Trade Bldg., Kansas City, Mo.



The face of your flour bag  
is the most valuable adver-  
tising space you can use.  
It presents its case at the  
buy-moment and, if attrac-  
tively printed, will make a  
strong sales appeal. Buy  
Bemis Better Printed Bags.

BEMIS BRO. BAG CO.  
JUTE, BURLAP, COTTON  
and PAPER BAGS, TWINE  
Winnipeg, Manitoba

VANNATTER & CO., LTD.

TORONTO, CANADA  
GRAIN... FLOUR... FEED  
Domestic and Export  
Cable Address: "VANCO"

COPELAND AND ELLIOTT

Flour, Feed and Grain  
C. P. R. Building TORONTO, CANADA  
Correspondence Invited  
Cable Address: "COELL," Toronto

Canadian Hard Spring  
Wheat

340 Elevators in Manitoba,  
Saskatchewan and Alberta.  
High Test United Grain Growers, Ltd.  
Country Run Winnipeg, Manitoba

WOODS MFG. CO. LTD.

COTTON AND JUTE

BAGS

CABLE ADDRESS "WOODSBAG"

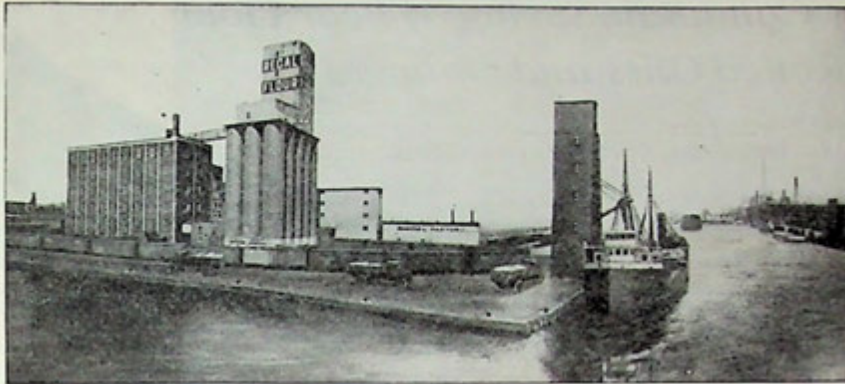
MONTREAL-TORONTO-WINNIPEG-OTTAWA-WELLAND

# The St. Lawrence Flour Mills Co., Limited

## MONTREAL

CAPITAL, \$1,800,000

CAPACITY 3,000 BARRELS DAILY



Brands:

*Regal, Daily Bread,  
National, Citadel, Signal*

TO IMPORTERS

We guarantee that our flours are not bleached, blended nor "improved" in any shape or form, but are the pure product of the best MANITOBA HARD WHEATS.

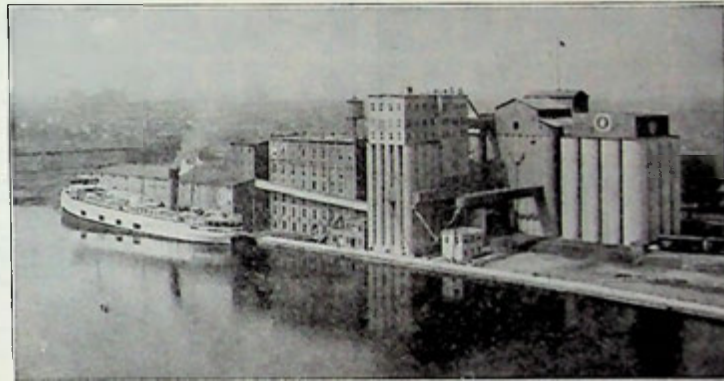
*A trial is all that is required  
to make a contented customer*



BY APPOINTMENT TO  
HIS MAJESTY THE KING

TELEGRAPHIC AND CABLE ADDRESS  
"OGILVIE, MONTREAL"

CODES USED—PRIVATE,  
A B C 4TH & 5TH, WESTERN UNION,  
RIVERSIDE, A1,  
BENTLEY'S



FORT WILLIAM MILLS

MILLS AT  
MONTREAL, FORT WILLIAM,  
WINNIPEG, EDMONTON AND  
MEDICINE HAT

DAILY MILL CAPACITY  
32,750 BARRELS

ELEVATOR CAPACITY  
10,335,000 BUSHELS

WAREHOUSE CAPACITY  
377,000 BARRELS

# THE OGILVIE FLOUR MILLS CO., LIMITED

HEAD OFFICE: MONTREAL, CANADA

BRANCH OFFICES AT ST. JOHN, QUEBEC, OTTAWA, TORONTO, LONDON, HAMILTON, CALGARY, VANCOUVER

MAKERS OF THE FAMOUS "ROYAL HOUSEHOLD" Flour

# WESTERN CANADA FLOUR MILLS Co., LIMITED

Head Office, TORONTO, CANADA

MILLS

WINNIPEG      CALGARY  
GODERICH      EDMONTON  
BRANDON      VICTORIA

Total Daily Flour Milling Capacity  
10,000 Barrels

Rolled Oats and Oatmeal  
800 Barrels

Cable Address: "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.

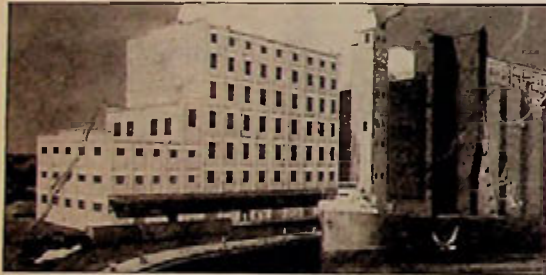
*Eastern Sales Office:*  
BOARD OF TRADE BUILDING.....MONTREAL

Cable Address: "ROBINHOOD," Montreal... Codes: Riverside and A B C 5th Edition

## Copeland Flour Mills, Ltd.

MIDLAND - CANADA

*Millers Selected Hard Spring  
Wheat Flour*



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

Cable Address: "MIDCOOP"      Codes: Riverside, Bentley, A. B. C., Etc.

**JAMES WILSON & SONS**  
FERGUS, ONTARIO, CANADA  
MANUFACTURERS OF  
Rolled Oats, Oatmeal, Pot Barley,  
Pearl Barley and Feeds  
Correspondence solicited.

**R. C. PRATT**  
FLOUR—*Exporter*—CEREALS  
68 KING ST. EAST  
TORONTO, CANADA  
Cable Address: "PRAMILCO," Toronto.  
Codes: A B C 5th Edition, Bentley, Riverside

### SPILLERS CANADIAN MILLING CO. Limited AND VANCOUVER MILLING and GRAIN CO. Limited

EXPORT AGENTS  
Vancouver Milling and Grain Co. Limited  
Cable Address: "SPILCO," Vancouver, Canada

EUROPEAN AGENTS  
No. 1 Milling Group Export Company,  
40, St. Mary Axe, London, E. C. 3, England

Mills at CALGARY and  
VANCOUVER

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 AND Feed TORONTO, CANADA



N. H. CAMPBELL, PRES. AND MGR.  
J. W. CORNISH, SUPT.  
CABLE ADDRESS: LAKE SIDE, TORONTO  
CODES: RIVERSIDE — BENTLEY

**JOHN KENNEDY**  
EXPORTER  
FLOUR—OATMEAL—CEREALS  
Royal Bank Building  
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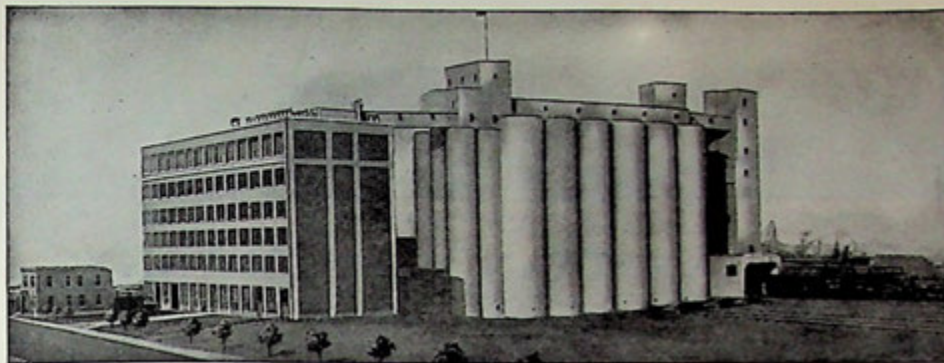
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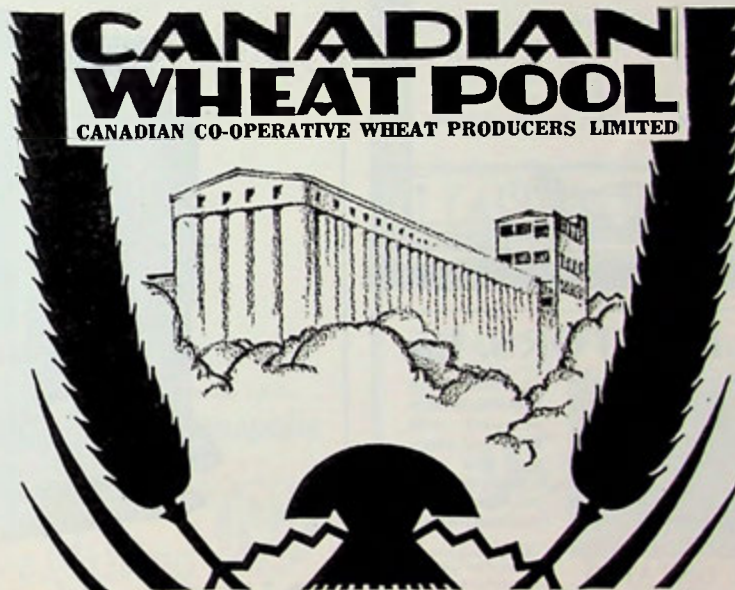
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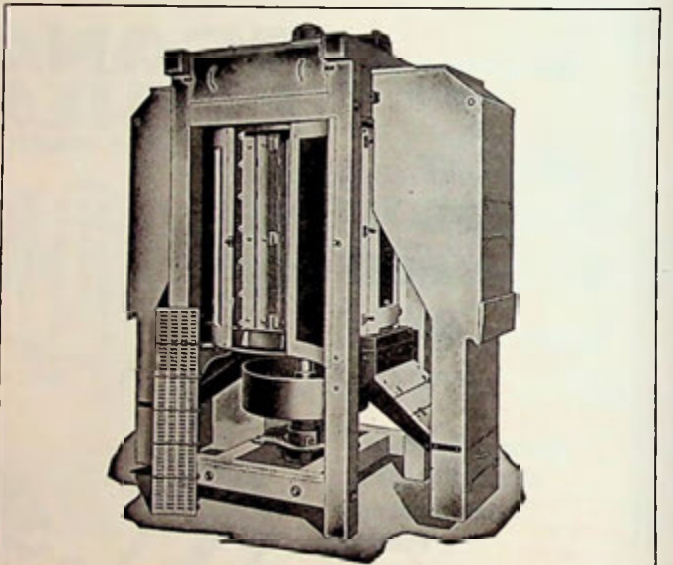
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Has more scouring surface per bushel rated capacity than any horizontal scourer.

Scours the grain without breakage, yet harsh enough to produce the desired results.

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Requires less horsepower per bushel of grain than any scourer ever built.

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*Simple - Accurate - Low in Cost -*  
Let our Engineers Co-operate with you.  
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*Positive eradication of flour moths, weevils and all other insect pests*

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**KISMET SUPER PATENT FLOUR for CAKES**

Its quality and flavor will assure you of the most delicious cakes that baker ever baked.

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Elevator Capacity, 750,000 bushels

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CRESCENT  
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GILT EDGE SELF RISING

**Quality Michigan Flour**  
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Millers of Michigan Quality **SOFT WHEAT FLOUR**  
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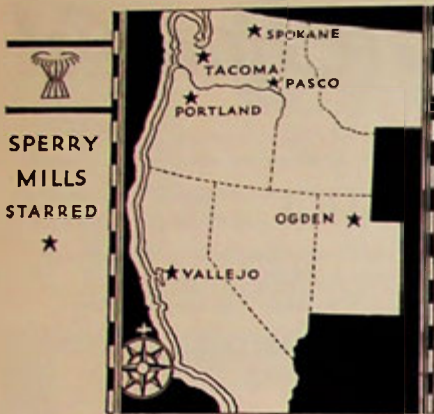
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"NEW PERFECTION" "FIRST PRIZE"  
Flour Self-Rising Flour  
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**SUNRAYS**  
(REG. U. S. PAT. OFF.)  
Straight and Self-Rising  
**UNION CITY MILLING CO.**  
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**LEADING MILLS OF THE PACIFIC COAST**



SPERRY MILLS STARRED

THE PICK OF THE WHEAT BELT

**From Out of the West**

Pure soft white wheat milled to your specifications. Estimates and samples for the asking.

**SPERRY FLOUR CO.**  
SAN FRANCISCO

**WASCO WAREHOUSE MILLING CO.**  
MILLERS OF  
*Bluestem Patents - Montana Hard Wheat Patents*  
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Cable Address: "Wasco." All Codes  
Daily Capacity, 2,000 Barrels  
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We have elevators in the finest hard spring wheat country in the world and manufacture the very finest of hard spring wheat flours; also blended flours and Pacific Coast (soft wheat) flours  
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*Soft White Winter Wheat Flour*  
*a Specialty*  
*Also Choice Blue-stem and Hard Spring Patents*  
Cable Address: "Preston." All Codes  
Capacity, 2,000 Barrels  
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**Western Milling Company**  
*Specializing High Grade*  
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**25 YEARS**  
**EXPERIENCE**  
**IN MILLING**  
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**The Peacock Mill Co.** Millers of Hard Spring, Bluestem and Pacific  
FREEWATER, OREGON Soft Wheat Flours.

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Soft Winter and Blue-Stem Wheat Flours

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We have Mills in the Wheatfields and Mills on Tidewater

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Millers of Export and Domestic Flours  
Daily Capacity, 1,000 Barrels  
Correspondence Solicited

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**NOT NECESSARY TO FUMIGATE ENTIRE MILL**

With FUMOTH it is easy to kill off moths at the start—before the entire mill becomes infested. You can fumigate just the places where the moths are. FUMOTH kills moths instantly, yet is harmless to flour, bolting material and to the person using it. Guaranteed non-explosive. Cheapest method of killing moths. Write for Free Sample now!

**FUMOTH**  
*positively destroys*  
**MOTHS**

**C. E. JAMIESON & CO.**  
Mfg. Chemists  
1970 Trombly Ave. Detroit, Mich.





# LEADING MILLS OF WISCONSIN

## WISCONSIN RYE FLOUR

Made from Wisconsin Grown Rye

We are exclusive rye millers and the largest producers of rye flour in the state.

WHITE HEATHER....BLUE RIBBON....RYE MEAL

GLOBE MILLING CO.  
WATERTOWN, WISCONSIN

"Wisconsin Makes the Best Rye Flour"

## WISCONSIN RYE FLOUR RYE MEAL—ALL GRANULATIONS

In the heart of the Rye producing sections of Wisconsin

WEYAUWEGA MILLING CO.  
WEYAUWEGA, WISCONSIN

Since 1849 Wisconsin's Par Plus Product

## "ROCK RIVER RYE"

All Grades—from the Darkest Dark to the Whitest White

FRANK H. BLODGETT, INCORPORATED, JANESVILLE, WIS.  
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.



## Cream of Wheat Flour

always uniform; always the best at a fair price. We want some live buyers who are willing to pay for quality.

John H. Ebeling Milling Co.  
GREEN BAY, WIS.

## Wisconsin Rye Flour

We Specialize in Dark Varieties

FRANK JAEGER MILLING CO.  
DANVILLE P. O. Astico WISCONSIN

## Chas. A. Krause Mfg. Co.

MILWAUKEE, WIS.

Manufacturers Amerikorn Kiln-dried White and Yellow Corn Products  
DISTINCTIVE QUALITY

Capacity, 10,000 Bushels

## Pure Rye Flour

We make a high grade pure winter rye flour.

## Fisher & Fallgatter,

Waupaca, Wis.  
Ask for sample and quotations

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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: Page

Burrus Mill & Elevator Co., Fort Worth, Texas ..... 488  
Morten Milling Co., Dallas, Texas..... 488

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Patent and Trade-Mark Lawyers.  
Practice before the United States Courts.  
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PATENT ATTORNEYS and SOLICITORS  
Patents Procured and Trade Marks Registered in All Countries  
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Highest Baking Efficiency

The Iliff-Bruff Chemical Co.  
HOPESTON, ILLINOIS

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Finest Hand Cut Engraved Plates

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94 So. 11th Street MINNEAPOLIS

## Pure Wisconsin Rye Flour

Samples and quotations sent on request

THE PAGEL MILLING COMPANY  
Stevens Point, Wis.

## C—APRONS—

Clerks, Bakers, Kids, Ladies, Etc.  
25 Years' Experience Serving Millers  
A THE MINNESOTA SPECIALTY CO.  
P (Formerly a Dept. of Brown & Bigelow)  
S 2nd Avenue N. and 4th St.,  
Samples, prices and Minneapolis, Minn. distribution plans gladly sent on request.

## America's Two Oldest Milling Journals

THE AMERICAN MILLER and THE NORTHWESTERN MILLER, both established in 1873, are the two oldest flour milling periodicals in America which have enjoyed a continuous existence to the present time.

The American Miller, monthly, is the nation's recognized authority on the science, art and practice of grain grinding. The Northwestern Miller, weekly, gives all the market and trade news, from the wheatfield to the flour and bread consumer. Together these two publications cover the entire field of flour milling, both as a practical science and as a great industry. The regular subscription rate is \$1 a year for The American Miller and \$3 a year for The Northwestern Miller, but because they so admirably supplement one another, their publishers have agreed to offer them jointly at the special price of

**\$3.50 a Year**

Send your combined subscription order for 12 issues of The American Miller and 52 issues of The Northwestern Miller to

The American Miller, 431 South Dearborn St., Chicago, Illinois  
or to The Northwestern Miller, Minneapolis, Minnesota



## Easy to obtain from seven conveniently located plants

Atlanta St. Louis Dallas Minneapolis  
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# FULTON BAG & COTTON MILLS

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

# Town Crier

## FLOUR

Some people have said  
TOWN CRIER  
Is the best and  
Most attractive flour brand  
In the trade.  
We, too, like it,  
But TOWN CRIER  
Never would have won its way  
To its present position  
If the flour itself  
Had not been  
Of outstanding quality.



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

*J. L. Beddoes - 1840*

**THE MIDLAND FLOUR MILLING CO.**  
KANSAS CITY

# The Northwestern Miller

Established in 1873

MINNEAPOLIS, MINN., U. S. A., MAY 7, 1930

Volume 162 Number 5

## An Episode in Milling

By Harvey E. Yantis

**UNCOUNTED** centuries ago, when Neolithic man returned to his cave after a hard day in the jungle, he expected to find that his mate had improved her afternoon by pounding wheat between two stones to give him bread.

Thousands of years later, but still 4,000 years before the beginning of the Christian era, the most advanced people were lightening the labors of their womenfolk by bringing into use the saddle stone, which eliminated pounding the grain, producing meal, instead, by a gradual crushing and rubbing.

Down to the days of the Greek and Roman empires this crude method was used. Then, as civilization progressed, came the revolving mill, propelled by a beast of burden. Bolting was introduced. There followed, soon after, near the beginning of the Christian period, the first use of water wheels, and, later, of windmills. The quality of the work done by the stones was better, but the system employed was still virtually the same. The discovery of steam in the late eighteenth century gave a new and important source of power to the business of milling, but added little to the actual process of making flour.

The greatest development of the milling science did not come until comparatively recent times. The substitution of rollers for the clumsy millstones, the middlings purifier, and the gradual reduction process, were not achieved until the middle of the nineteenth century, despite the fact that the fundamental purpose of milling had been known and practiced since the darkest ages of history.

From the early '60's to the present is not a great stretch of time, measured in years, yet it might well be centuries, measured in milling progress; and the period, brief as it is, is sufficiently long that few men are still living who can tell of it.

There is one who was active in merchant milling from the days before rollers replaced buhrs, up to 1914, and who tells of the transition interestingly, clearly and with humor. This is George N. Mathews, of Buffalo, N. Y., who was one of the founders of Schoellkopf & Mathews, a firm well and favorably known in the early days of milling on the Niagara frontier. The reminiscences and anecdotes which form the background for this series of articles are based largely on interviews with Mr. Mathews. The story of his business life is also the story of the development of Buffalo in milling importance, and, to a lesser degree, of milling in the United States in the last 60 or 70 years.

**T**HE bloodiest battles of the Civil War were being fought in 1863. Through Maryland and Virginia General Lee's men contested each foot of ground with the Army of the Potomac. In the North, virtually all of the men were under arms. Woman's place was in the home, and business schools had not taught the girls of that day to prefer office routine to baking biscuits; men available for commercial tasks were, consequently, scarce.

It was at this time that George N. Mathews graduated from high school in a small town in western New York. In nearby Elmira, the provost marshal needed a clerk, and was having difficulty in obtaining one because of the war. Young Mathews heard of the vacancy, applied for the job, and was hired. He had planned to go to college, but this ambition would have been delayed, anyway, by the struggle be-

tween the states. In the meantime, his job paid him a fair salary, and, being a good "scribe," intelligent, and quick at figures, he became a fixture in the office until Appomattox and the end of fighting.

He returned to the home of his parents then, again harboring the idea of entering college in the fall. Re-adjustment to peace time was not complete, however, and industry still suffered from a lack of men. A flour milling company in Elmira followed Mr. Mathews to his home and offered him a position which would pay \$125 monthly. In this way George N. Mathews first entered the business in which he was to be active for a half century.

**M**ILLING was largely a local enterprise, even so short a distance in the past as Civil War days. Transportation was only starting to develop, and a miller needed a location near his wheat supplies; after the grain was turned into flour, it could be moved only into a restricted area, unless a navigable river could be reached. The seaboard mills at New York, Baltimore and Richmond developed a limited export trade, but Europe was supplied mainly with Hungarian flour.

Mr. Mathews found youthful ambition handicapped

at Elmira, after a few years of experience had taught him something of milling and of business in general. He decided to pursue success in a better field. A proffered partnership in the Elmira concern did not hold him, and he went northward to Buffalo.

It was rather an odd choice of location for one ambitious to establish himself as a miller in those days, for it was not a flour manufacturing center. Probably no man then dreamed of its present huge plants. Mr. Mathews says he went there rather than to Rochester, which was, at the time, the milling center of the United States, because of several visits he had made to Buffalo to buy wheat. He foresaw some of the possibilities of the location, as, even then, wheat was moving down the Great Lakes from the cheaper and richer lands in the West in a volume of several million bushels a year.

In the office of L. Enos & Co. he found a job. This old firm, remembered now by few, was one of the prominent companies of 1870. But, if it has all but passed from memory, so have most of its contemporaries. Thornton & Chester, still active in Buffalo milling, was the largest company in the territory in that early day. The George Urban Milling Co., which also is still prominent, was established a few years later. Other mills were there, most of them small, but they have disappeared long ago.

It is somewhat difficult for one born to the modern industry of milling to visualize the scene presented only 60 years ago. As has been mentioned, milling was an enterprise confined, with a few exceptions, to a trade territory so limited that the customers could almost hear the music of the water wheel. Methods were employed that we of a later generation think of, instinctively, as "primitive." Trade journals concerned with the flour business were not in existence, of course. The Northwestern first having been published in 1873—and records are incomplete and vague.

**M**INNEAPOLIS, king city of milling for so long, had made a bare start in 1870. In fact, it was but a few years removed from an Indian village. Kansas City was a rough, frontier station, and the great area which, today, is golden with wheat at harvest time from the Texas panhandle to Montana and the Dakotas, was then a vast plain, hardly touched by plow, and knowing little but the grazing of buffalo herds and the weird yelps of coyotes.

Picture young George Mathews, then, still a boy, writing letters in long hand to customers of L. Enos & Co., Buffalo millers; casting accounts; talking, perhaps, with the head miller or the other workers about the secrets of dressing millstones, or the new wheat coming down the lakes from Illinois and Ohio, and always planning, by his own word, for a milling business of his own at Buffalo.

This ambition was so strong in him that he had scarcely become settled in his new



George N. Mathews



The Site of Buffalo in 1813, Showing the Landing of Troops During the War with England

place before he and John Smith, miller at the Enos plant, talked in youthful fashion of a time when they might own a mill. They applied themselves to their work with that goal in all their dreams.

Two years later, Lawrence Enos died. A younger brother, who lived at Waterford, N. Y., could not decide that he wanted to move to Buffalo and take charge of the business. In the meantime, young Mathews ran the mill, banking away valuable experience in the vaults of his brain, and every dollar he could save in the vaults of a near-by financial institution. He believed he saw a chance to gain a partnership in the firm, and he intended to be ready to take opportunity in an unescapable grip as soon as she was within reach.

That sometimes gracious lady failed him, however. The younger Enos finally arrived in Buffalo to assume the management of the mill. The company underwent some reorganization, and new partners were admitted, but George N. Mathews was not among them. They were all members of the Enos family.

But the young Mr. Mathews, whose amazing energy is illustrated by the story that, at more than 80 years of age, he fractured his hip while playing tennis, was not frustrated. Seeing but slow progress with the Enos company, he decided to challenge life in a job that had a more glowing outlook. Preferably, this would be a mill bearing the name of Mathews, but his savings were not yet important enough for such a venture.

#### How to Start the Day Right

THE spring of 1875 arrived. Mr. Mathews was at breakfast in his boarding house, his ambitions relegated to the grooves of his subconscious mind, while the more active portion of his brain was trying to appreciate the satisfying qualities of bacon and eggs. A fellow boarder who was addicted to the ghastly habit of early morning gossip, chanced to remark that Thornton & Chester had decided to abandon their "Frontier" mill, and that J. F. Schoellkopf, local tanner and financier, had taken the property on a mortgage.

The Mathews ambitions leaped from their lethargy in the Mathews subconscious mind and chased the contemplation of bacon and eggs clear out of the Mathews head. At the same time, the Mathews body left the boarding house breakfast table and dashed for the street. Springtime was not only breaking on Buffalo; it was also breaking on the career of an ambitious young miller.

There enters now into the life of George N. Mathews, and into this story, a man hardly known to millers, but who must have been as picturesque a character as ever was identified with the industry. Jacob P. Schoellkopf, shrewd, German founder of one of the greatest fortunes in Buffalo, never professed a knowledge of milling, but his sure instinct for the potential possibilities of a situation; his clear, broad vision and large views, led him to take hazards that would deter those of a more timid disposition. Most of the stories told of him are humorous, but his keen intelligence is reflected in his achievements, which include the first successful harnessing of the terrific power of Niagara Falls.

Something of Mr. Schoellkopf's background is necessary to appreciate in full degree the reminiscences concerning him. He was born in 1819 at Krichhelm Unter Teck, Wutternburg, Germany, one of several children. His father was a tanner, as was his grandfather, and it was only natural that he should be apprenticed, at the age of 14, to that trade. He served for five years, then clerked in a mercantile house for two years. The United States had just begun to attract Europe with glowing tales of fortunes to be made, and Jacob decided to leave Germany for the new land. He accosted his father, and proposed that any money that might come to him on his parent's death be given him then to finance the trip to America.

The father agreed, gave him a little less than \$1,000, and Jacob landed in New York City in December, 1841, when he was 22 years old. Totally ignorant of the English language, he accepted the first employment he could get, which was, of course, at his old trade of tanner.

#### A High Pressure Business Man

AFTER two years, he had learned the most necessary words in his adopted tongue, even though he did not always place them in the proper sequence, or give them the proper pronunciation. He was attracted to Buffalo, and used \$800 of his money to launch an independent business career there as a leather goods merchant, opening a small store on Mohawk Street. He prospered immediately, and, in the same year, purchased a small tannery at White's Corners, now Hamburg, which he contracted to pay for in six years. In 1846 he started a sheepskin tannery in Buffalo which, before his death, had developed into one of the largest in the United States. Within four years, he had built two more tanneries, one in Milwaukee and another in Chicago, both of which have been in continuous operation up to this time. The ensuing four years saw two additional tanneries established by Mr. Schoellkopf, one in Fort Wayne, Ind., and the other in North Evans, N. Y.

It is obvious that this German youth had tremendous nerve, as well as unusual ability. He was never satisfied with mere prosperity, nor was he afraid to risk all that he could make or borrow on new ventures that had a chance of profit, but Mr. Mathews knew him only by sight, and it was with considerable trepidation that the young miller approached the Schoellkopf offices with a proposition to lease the idle mills with a limited capital.

Mr. Schoellkopf was, in 1875, in the prime of his business life. He was 56 years old, and to his natural-

ly aggressive nature had been added the seasoning of a successful career. From his \$800 of 32 years before, he had made about \$800,000, most of which, of course, was tied up, along with the monies of various banks, in his enterprises. His accent still was thickly German, as was his appearance. He was the father of seven children, none of whom had he apprenticed at the age of 14 to five years in a tannery. As is customary with the second generation in America, all of them were receiving educations at the eastern universities.

#### An Unexpected Result

MR. MATHEWS arrived rather breathlessly, and first inquired for a man in Mr. Schoellkopf's employ with whom he was acquainted. The friend was out, however, and Mr. Mathews said he would wait. Mr. Schoellkopf, overhearing the inquiry, asked the younger man what he wanted. Mr. Mathews, still believing that a flank attack through a mutual friend might be more advantageous, replied that he was merely making a personal call.

The old German habitually used certain Rabelaisian words in introducing his remarks. He gave vent to one of them now, then exclaimed, "You want something! You would not rush in here this time of the morning without something on your mind. Now, what is it?" He pronounced his W's as though they were V's, and missed his th's, but his deductions were quick and logical.

His visitor admitted his desire to lease the Frontier mill for a year.

"How much money have you got?" Mr. Schoellkopf inquired first.

"About \$3,000."

"How did you get it?"

"I saved it out of my wages."

"How much do you make?"

Mr. Mathews told him.

"Where have you got this money?"

The name of the bank was given. There followed a questioning that brought out a virtually complete life history of Mr. Mathews. His work in the provost marshal's office, in the mill at Elmira, at L. Enos & Co.,—all were reviewed.

"Do you know where you can raise some more money?" Mr. Schoellkopf inquired.

"I think I know of another man who would come in with me," Mr. Mathews replied. He had in mind John Smith, the Enos head miller.

"And why," asked Mr. Schoellkopf, "do you think this would be a good proposition? Why do you want to be a miller in Buffalo at all? Why not go some other place?"

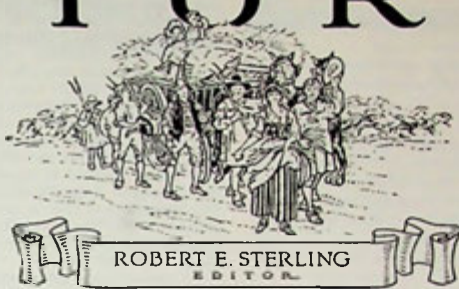
In the answer to this question, Mr. Mathews still takes pride. Buffalo, as has been stated, was not a large milling center in 1875, but Mr. Mathews had made an astute study of its strategic location, over a several-year period. He outlined the advantages. In the first place, great wheat lands were opening up in the West. This grain could be brought down the lakes at a cheaper rate than would be granted western flour, and it could be milled in Buffalo. The city was already an important wheat storage point. In the second place, cities to the east of Buffalo were growing rapidly. Boston, New York, Philadelphia and other centers of population were within easy reach. Thirdly,

(Continued on page 476.)



Indian Teepees, Instead of Flour Mills, Took Up the Buffalo Waterfront in 1811, as Is Shown in This Early Print

# EDITORIAL



## THE CHAMBER OF COMMERCE DECLARATION

THE chief feature of interest in last week's action of the Chamber of Commerce of the United States in condemning the Agricultural Marketing Act is that there should have been at any time any doubt of the chamber's course when called upon to take a definite stand. It is inconceivable that an organization representative of the commerce and industry of the United States could have indorsed or tacitly approved by inaction a scheme which so completely violates every fundamental upon which not only the national business establishment but the well being of the whole people is founded.

Nothing could be more truly indicative of the division of opinion on the act creating the farm board than the fact that, in the debate preceding adoption of the declaration, argument for the board was confined to officials of the government, and those who spoke at their invitation, while the opposition, as revealed by the subsequent vote, was made up of the mass business mind of the country. On one side was politics, chiefly represented by the secretary of agriculture, the chairman of the Federal Farm Board and an administration spokesman from Congress; on the other, the full power of the constructive business intelligence which has advanced this country to first place among all of the nations of the world.

Attempts no doubt will be made to misinterpret the chamber's declaration as an affront to agriculture and to turn it to account in increasing the class prejudice which is the basis of the Agricultural Marketing Act. Nothing could be further from the truth. The Chamber of Commerce of the United States and the business establishment as a whole are opposed to the entrance of government into the trade in farm products only because of their earnest conviction that it is economically absurd, that it undertakes to substitute a political theory for long and well proved commercial processes, that it creates a bureaucracy repugnant to every previous conception of our form of government, and, finally, that it is more likely to prove harmful than helpful to agriculture.

### "NET LONG"

STATISTICS compiled by the Millers' National Federation show that, March 31, the country's larger flour mills, with a daily capacity of 432,856 barrels reporting, owned wheat and flour, in cash or options, to a total of 8,875,877 bushels in excess of their total sales of flour and wheat futures. On the corresponding day of last year mills with a daily capacity of 407,119 barrels were net long 10,837,110 bushels. With adjustment for capacity reporting, there is a relative reduction of about fifty per cent in their "net long" position this year as compared with last.

In connection with this figure of "net long" it is interesting to note that unfilled flour orders carried over last June 30 by reporting mills were a trifle over twelve million barrels, as compared with six million barrels the previous year and seven million barrels in 1927. With seventeen and a half million barrels of unfilled orders March 31, there is every prospect that the carry-over into the new crop year will be at least equal to that of a year ago. Presumably wheat coverage for these unfilled orders will be carried over June 30, along with a part or all of the present "net long."

Two years ago, The Northwestern Miller presented the hedging theory that millers always are invisibly long an amount of wheat equal to their constant carry-over of unfilled orders. No miller ever completely clears his books by having every order filled, there being a constant carry-over from one season to another, a condition which continues as long as he is actively engaged in milling. Yet he regularly owns

wheat against these never-filled orders, thereby taxing himself the amount of the carrying charge for insurance against a virtually non-existent hazard.

The total of the "net long" wheat shown in the federation survey added to the invisibly long wheat represented by the hedge against constantly carried over flour bookings certainly makes an impressive total, sufficient in cost of carrying charges and market decline to account for much of the current complaint about mill earnings. As a matter of fact, there is good reason to believe that traditional faith in the security of "good wheat in the bin" is causing the milling industry as a whole to be regularly on the long side of the market. In years of upward tendency in prices this brings profits; in years, such as this, with declining markets and a burdensome carrying charge in futures, it undoubtedly has resulted in very heavy losses.

### THE BIG WIND

THERE are many slants to this much discussed business of the survival of the fittest. Usually the phrase is used in connection with the continuing process of the hard boiled industrialists reaching new heights while their less robust brothers sit down to rest and finally wither up and are scattered as the leaves when autumn hath flown. Other times the phrase has a more material sense, as, for instance, in this story of tragedy from an Arkansas miller replying to The Northwestern Miller's inquiry about the proper listing of his enterprise:

"The mill Has Bin destroyed by a Cyclone and I haven Put it Back in operation Since then as it didn leave much to Put Back. Nearly everything was Blowed away and tore up and I have moved away. Yours as ever."

There is, at least, a quality of unlicked courage in the last phrase. As Red Sawyer might put it, "Well, sir, when Dave's mill got blowed away, he taken it right calm, 'lowed like as not he wasn't one of the fittestest, whistled up his coon dawg, said he reckoned he'd be secin' us agin an' took out for somewhere's else."

### "THE DEACON'S PHILOSOPHY"

OF all the infinite quantity and variety of critical comment on the Agricultural Marketing Act, none probably has been more widely quoted and commended than a series of articles which have appeared in this publication under caption of "The Deacon's Philosophy," written by W. H. Wiggin, member of the staff of The Northwestern Miller for twenty-five years and long manager of its central and southern states department. Mr. Wiggin's use of vigorous English in condemning the fundamental unsoundness of political interference with economic laws made a strong appeal, and many of his articles have been extensively reprinted and circulated.

In its April issue, the National Grain Journal, published at Minneapolis, quotes approvingly from Mr. Wiggin and condemns the editorial note by which all of his articles were prefaced. This read: "Mr. Wiggin, as a member of the staff of this publication, is at liberty to express under this caption his own views; these, however, should not be taken necessarily as representing the opinions and policies of The North-

western Miller." The editor of the National Grain Journal interprets this as "temporizing and pussy-footing" by The Northwestern Miller, which should, as he sees it, stand by rather than disavow Mr. Wiggin's vigorous views.

Lest the editor's error should find place in the minds of others among its readers, The Northwestern Miller is pleased to tell them that the note was prefaced to Mr. Wiggin's articles at his own request. He wanted leave to write on his own responsibility, unhampered by the editorial supervision or revision which he feared and unhindered by any consideration of the paper's general policy. He required a free hand to say whatever he liked and have it printed without amendment, accepting sole responsibility and waging his own warfare. His conditions were cheerfully accepted and readers of The Northwestern Miller were gainers thereby.

By the same rule, if there are others, within or without the staff of this paper, who have views to express and language with which to express them, the columns of this paper are open to them, with the single restriction that they observe the ordinary courtesies and amenities of life and keep reasonably free of involving the publishers in liability for libel and the jail sentences sometimes thereto attached. The Northwestern Miller did not disavow nor deny Mr. Wiggin. Knowing the vigor of his expression, it merely took counsel of reasonable safety and adopted his own suggestion that, since it knew nothing in advance of the calibre of his guns or the direction of his aim, it stand outside the range of the shooting.

It is equally proud of its own discretion and of the generous and widespread commendation of Mr. Wiggin's articles.

### A PAGE OF MILLING HISTORY

*Dionysius of Halicarnassus (quoting Thucydides), "The contact with manners then is education; and this Thucydides appears to assert when he says history is philosophy learned from examples."*

CONSIDERING its great age and its great importance in the advancement of civilized man, flour milling has been by no means adequately treated by the historian. There are significant pages yet unwritten—pages that perhaps never will be properly written now that most of the makers of this history can no longer speak. The Northwestern Miller therefore feels it a duty, no less than a pleasant enterprise, to bring together for its readers such historical reminiscence as is to be found in this issue in Mr. Harvey E. Yantis' "Episode in Milling." There have been other important documents of this kind in these columns within recent years—notable among them the reminiscences of the late Charles Espenschied.

The contribution from Mr. Yantis, who is a member of the editorial staff of The Northwestern Miller, has for its source the personal recollections of Mr. George N. Mathews, of Buffalo, whose connection with the flour milling industry dates from the period when milling had not yet emerged into its revolutionary era and carries on down to the present day in a most interesting kaleidoscope of change. The story, which is but begun in this issue of The Northwestern Miller, and will be continued in subsequent issues, presents not only Mr. Mathews' own part in the flour milling history of Buffalo, but intimate pictures, as well, of such outstanding associates and contemporaries as Jacob F. Schoellkopf and the late George Urban.

Another historical contribution that may be promised to readers of The Northwestern Miller for the near future is an account of the great international mill machinery exposition of 1880 at Cincinnati by William C. Edgar. This year marks the fiftieth anniversary of that exhibition of mechanical progress in flour manufacture which stood significantly at the threshold of the modern era of milling.

# THE WEEK IN MILLING

**Domestic Demand.**—Flour business continues considerably more active than is usual for this time of the year, and sales for all of April were comparatively heavy. Recent volume showed an increase over preceding weeks, the average bookings in the Southwest being 64 per cent of the capacity of mills reporting. A year ago, only 35 per cent was sold. Good sales also were made from Buffalo and other eastern milling centers, and some of the soft wheat mills in the central and southern states had a satisfactory business. In the spring wheat area, however, the volume of bookings fell from 65 to 35 per cent of capacity, with millers more concerned about the flow of specifications than new orders. St. Louis and the Pacific Northwest experienced only a moderate demand. Unfilled orders in all of the principal milling sections of the country are large, and buyers apparently are purchasing cheaper flour when possible, instead of ordering out higher priced stuff on old contracts. This is the worst feature of the current situation.



**Export.**—Export business is not as active as it was a week or two ago, when fairly heavy buying satisfied the near-by needs of the trade. Sales reverted to the small, scattered lots which have characterized foreign trade in flour most of the year. A few orders still are coming from Holland and the United Kingdom, although the majority of bookings are to Latin American countries. Pacific Coast millers can do little with the oriental trade under present exchange conditions, and sold only small amounts to South American markets. Canadian mills are obtaining a limited amount of business from established connections in the United Kingdom, together with scattered bookings from the Continent.

**Prices.**—Quotations were 10¢-20¢ bbl lower most of the week, but regained a part of the loss on rallies in the wheat market, and now average only about 5¢ bbl lower than a week ago.

**Production.**—With millers continuing to concentrate their activities on obtaining shipping instructions on old contracts, a further slight gain in output was made. Much of the recent heavy buying has been for fairly prompt delivery, also, and this has helped production, which now is above the 5- or 10-year average for early spring. Flour mills of the United States reporting to The Northwestern Miller manufactured 1,439,358 bbls of flour in the week ending May 3, compared with 1,443,221 in the preceding week, 1,476,838 in the corresponding week of 1929 and 1,473,930 in 1928. The gain was made on the Pacific Coast, where mill output advanced 25,000 bbls, and in the Southwest, where an increase of 24,000 bbls was reported. Minneapolis, Buffalo and the central and southern group all showed losses.

**Millfeed.**—With the April activity out of the way, the demand for millfeed declined and prices dropped \$1@2 ton. There still is a fair volume of buying for quick shipment, but demand is neither as widespread nor as insistent as it was in the closing days of last month. Eastern markets are relatively stronger than those in the Middle West, and the majority of the buying is coming from that section, particularly New England. Flour middlings in the Northwest are especially weak, and they are offered for nearly the same price as bran. Many mills have not lowered their quotations on millfeeds in line with the declines generally named, due to the fact that they are sold well ahead and have little to offer for other than mixed car shipment.

## European Markets by Cable

**LONDON, ENG., May 6.**—(Special Cable)—Buyers are disinclined to purchase ahead, in the meantime working off stocks, but some sales of Canadian exports have been reported at 28s (\$1.76 bbl), now higher. Kansas offers are considered 3s too high. Large arrivals of French flour are selling around 24s 6d (\$1.17 bbl). Today's quotations: Canadian top patents 31s 6d per 280 lbs (\$5.36 bbl), Canadian export patents 28s 6d@29s 6d (\$4.85@5.02 bbl), Kansas export patents 29s 3d (\$4.96 bbl), American milled Manitobas 31s (\$5.27 bbl), Australian patents 28s 6d (\$4.85 bbl), Argentine low grades 15s (\$2.55 bbl), home milled straight run 28s (\$4.76 bbl), Minnesota export patents 31s (\$5.27 bbl).

**Liverpool.**—There is a moderate demand for imported flour. Some sales of Canadian top patents at 31s (\$5.27 bbl), also American soft winters at 32s (\$5.44 bbl). Today's quotations: Canadian top patents 31s 6d per 280 lbs (\$5.36 bbl), Canadian

export patents 29s@29s 6d (\$4.93@5.02 bbl), American soft winter patents 32s 6d (\$5.53 bbl), Kansas export patents 29s 6d@30s 6d (\$5.02@5.19 bbl), Australian patents 28s (\$4.76 bbl), American low grades 22s 6d (\$3.83 bbl).

**Glasgow.**—Buyers are supplying only immediate wants, having no confidence in present values. Today's quotations: Canadian export patents 29s@29s 6d per 280 lbs (\$4.93@5.02 bbl), Kansas export patents 29s 6d@30s 6d (\$5.02@5.22 bbl), American winters 32s (\$5.44 bbl), Australian patents 28s 6d (\$4.85 bbl).

**Belfast.**—Business is at a standstill. Buyers are showing no interest despite attractive offers. Today's quotations: Canadian top patents, 32s 6d per 280 lbs (\$5.53 bbl), Canadian export patents 29s 6d@30s 6d (\$5.02@5.19 bbl), American milled Manitobas 30s (\$5.10 bbl), American soft winters 32s (\$5.44 bbl), home milled, delivered, 36s (\$6.12 bbl).

**Amsterdam.**—Kansas flours are now comparatively cheaper than the home milled product. The situation is better than for long time past. Some important sales of Kansas flour have been made during the week. Today's quotations: Canadian export patents \$5.90 per 100 kilos (\$5.25 bbl), Kansas top patents \$5.65@5.70 (\$5@5.06 bbl), Kansas straights \$5.50 (\$4.85 bbl), home milled, delivered, \$5.70 (\$5.06 bbl), Belgian flour \$5.60 (\$4.97 bbl).

**Hamburg.**—The market shows no activity. Today's quotations: Canadian top patents \$6.30 per 100 kilos (\$5.60 bbl), Canadian export patent \$6.20 (\$5.51 bbl), Kansas patents \$5.60 (\$4.97 bbl), home milled, delivered, \$11.20 (\$9.97 bbl), rye flour \$5.65 (\$5 bbl).

**Copenhagen.**—The demand is small, being only for immediate requirements. Today's quotations: Canadian top patents \$6.40@6.60 per 100 kilos (\$5.69@5.87 bbl), Canadian export patents \$6.10@6.30 (\$5.42@5.60 bbl), Kansas patents \$5.90@6.50 (\$5.24@5.78 bbl), Oklahoma patent \$5.95@6.40 (\$5.27@5.69 bbl), home milled, delivered, \$5.25@5.75 (\$4.64@5.09 bbl).

**Oslo.**—Purchases last week were mainly for Canadian straights at \$5.50@5.60 per 100 kilos (\$4.88@4.97 bbl).

### WHEAT

In London the demand for wheat is small with a firmer tone. In Liverpool there is a moderate demand for Canadian; also some sales of American winter. There are considerable quantities of French offerings around 32s 6d per 480 lbs. In Hamburg there is nothing doing.

### MILLFEED

In London the feedings market is slowly declining. Middlings are quoted at £5, bran £4 12s 6d, ex-mill, Plate pollards, about, £4, for forward shipment, £4 5s, c.i.f. The Liverpool market is quiet and declining. The Belfast market is weak. Millers are pressing sellers. The Hamburg market is at a standstill.

### OIL CAKE

The London oil cake market is inactive and declining. Home made cottonseed cake is quoted at £5 10s, ex-mill, Egyptian £4 12s 6d, ex-ship. In Liverpool the business is small and important.

### OATMEAL

The London oats products market is dull. Scottish rolled oats are quoted at 36s per 280 lbs, ex-store, rolled meal 28s, c.i.f. Canadian rolled oats are quoted at 26s 6d and meal 25s, c.i.f. In Belfast there is a fair demand with stocks diminishing. American rolled oats are quoted at 36@37s, c.i.f. German rolled oatmeal is quoted at 35s, c.i.f., Irish rolled oats 40s@42s 6d, meal 35s.

## Flour Output and Percentage of Operation

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

NORTHWEST—	May 3			May 4			May 5		
	1929	1928	1927	1929	1928	1927	1929	1928	1927
Minneapolis	133,257	139,372	226,630	234,776					
Duluth-superior	21,750	21,815	15,620	19,615					
Outside mills*	194,827	197,080	232,802	221,212					
<b>Totals</b>	<b>349,834</b>	<b>408,267</b>	<b>469,052</b>	<b>475,603</b>					
<b>SOUTHWEST—</b>									
Kansas City	155,101	152,912	144,192	129,476					
Atchison	28,563	28,759	30,768	26,703					
Wichita	31,862	30,622	38,038	26,315					
Salina	39,414	24,752	38,576	39,807					
St. Joseph	24,398	25,419	22,270	26,374					
Omaha	26,536	21,892	20,783	24,767					
Outside mills†	198,789	184,330	204,048	198,360					
<b>Totals</b>	<b>505,600</b>	<b>481,686</b>	<b>498,625</b>	<b>470,802</b>					
<b>CENTRAL AND SOUTHERN—</b>									
St. Louis	30,100	29,960	32,900	27,300					
Outside‡	11,500	13,400	17,600	11,900					
Central States§	52,611	88,323	74,817	58,227					
Southeast	74,783	79,408	82,779	85,408					
<b>Totals</b>	<b>228,994</b>	<b>251,091</b>	<b>238,096</b>	<b>213,535</b>					
<b>PACIFIC COAST—</b>									
Portland	26,424	23,512	16,024						
Seattle	19,561	21,118	19,282	29,523					
Tacoma	25,638	24,844	24,366	42,169					
<b>Totals</b>	<b>71,623</b>	<b>69,474</b>	<b>59,672</b>	<b>101,215</b>					

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

NORTHWEST—	May 3		Apr. 26		May 1		May 5		
	1929	1928	1929	1928	1929	1928	1929	1928	
Minneapolis	46	46	48	51					
Duluth-superior	59	60	61	62					
Outside mills*	44	47	55	57					
<b>Average</b>	<b>45</b>	<b>46</b>	<b>50</b>	<b>51</b>					
<b>SOUTHWEST—</b>									
Kansas City	82	81	73	65					
Atchison	90	91	97	83					
Wichita	54	49	61	46					
Salina	82	72	80	85					
St. Joseph	61	54	47	50					
Omaha	97	91	76	91					
Outside mills†	62	67	62	63					
<b>Average</b>	<b>69</b>	<b>66</b>	<b>67</b>	<b>66</b>					
<b>CENTRAL AND SOUTHERN—</b>									
St. Louis	49	61	54	45					
Outside‡	48	50	55	48					
Central States§	71	67	62	40					
Southeast	65	69	65	65					
<b>Average</b>	<b>60</b>	<b>64</b>	<b>60</b>	<b>50</b>					
<b>PACIFIC COAST—</b>									
Portland	71		63	23					
Seattle	41	45	41	63					
Tacoma	45	43	43	74					
<b>Average</b>	<b>51</b>	<b>44</b>	<b>48</b>	<b>53</b>					
Buffalo	80	81	67	76					
Chicago	83	78	83	83					

\*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 Thursday, May 6. (Pacific Coast prices as of previous day.) Unless otherwise noted, flour per bbl of 28 lbs, packed in 95-lb cottons or 110-lb jutes. All quotations on basis of carload lots, prompt delivery.

	Chicago	Minneapolis	Kansas City	St. Louis	Buffalo	New York	Baltimore	Philadelphia	Boston	Columbus	Nashville
Spring first patent	\$4.40@4.60	\$6.00@6.10	5.20@5.35	5.50@5.65	5.20@5.35	\$6.00@6.20	\$6.00@6.20	\$6.20@6.40	\$6.10@6.30	\$6.25@6.45	\$6.60@7.10
Spring standard patent	5.20@5.35	5.70@5.90	5.00@5.15	5.20@5.35	5.00@5.15	5.80@6.00	5.80@6.00	5.80@6.00	5.80@6.00	5.95@6.15	6.00@6.20
Spring first clear	4.50@4.70	4.90@5.10	4.20@4.40	4.60@4.80	4.40@4.60	5.45@5.65	5.45@5.65	5.75@6.00	5.60@5.85	5.75@6.00	5.85@6.10
Hard winter short patent	5.20@5.35	5.20@5.35	5.00@5.15	5.20@5.35	5.00@5.15	5.40@5.50	5.40@5.50	5.75@6.00	5.50@5.65	5.60@5.75	5.85@6.10
Hard winter 95 per cent patent	4.70@4.85	4.70@4.85	4.50@4.65	4.70@4.85	4.50@4.65	5.15@5.25	5.15@5.25	5.60@5.80	5.40@5.55	5.50@5.65	5.75@6.00
Hard winter first clear	4.30@4.45	4.30@4.45	4.10@4.25	4.30@4.45	4.10@4.25	5.00@5.10	5.00@5.10	5.40@5.50	5.20@5.30	5.30@5.40	5.50@5.65
Soft winter short patent	5.20@5.35	5.20@5.35	5.00@5.15	5.20@5.35	5.00@5.15	5.10@5.20	5.10@5.20	5.45@5.60	5.25@5.40	5.35@5.50	5.60@5.85
Soft winter straight	4.70@4.85	4.70@4.85	4.50@4.65	4.70@4.85	4.50@4.65	4.90@5.00	4.90@5.00	5.30@5.40	5.10@5.20	5.20@5.30	5.45@5.65
Soft winter first clear	4.35@4.50	4.35@4.50	4.15@4.30	4.35@4.50	4.15@4.30	4.80@4.90	4.80@4.90	5.20@5.30	5.00@5.10	5.10@5.20	5.35@5.55
Rye flour, white	4.55@4.65	4.55@4.65	4.35@4.45	4.55@4.65	4.35@4.45	4.90@5.00	4.90@5.00	5.30@5.40	5.10@5.20	5.20@5.30	5.45@5.65
Rye flour, dark	3.40@3.55	3.35@3.50	3.15@3.30	3.35@3.50	3.15@3.30	4.00@4.10	4.00@4.10	4.40@4.50	4.20@4.30	4.30@4.40	4.55@4.75

\*Includes near-by straight. †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 straight.

FARM BOARD ISSUES STATEMENT ON LOANS

Farmer or Co-operative Must Market Through National Grain Corporation If Financed by Farm Board Funds

WASHINGTON, D. C.—Publication here of a report that President Hoover's answer to the Chamber of Commerce of the United States and its hostility to the co-operative marketing act would be to retain Alexander Legge as chairman of the Federal Farm Board for another year, brought no comment from Mr. Legge. When asked the direct question whether or not he intended to remain with the board after his year is up, the chairman said he had nothing to say on that subject.

However, there has been nothing in Chairman Legge's acts or words recently indicating any intention to lay down his work at the end of the year. It is accepted here as a foregone conclusion that he will continue as chairman, even though he accepted the job but for a year. Some of his intimate friends take the view that if there had been any question as to his remaining to "see the job through" the recent action of the chamber of commerce removed it.

The Federal Farm Board on April 5 issued a formal statement in explanation of the loan and contract policy now established in connection with wheat. It is as follows:

"Co-operatives financed with Federal Farm Board funds through the Farmers' National Grain Corporation are required to market all of their grain under the supervision of that farmer owned and controlled central grain sales agency. The purpose is to assure volume and facilitate financing the consolidated marketing of grain gathered co-operatively so that the Farmers' National, which, under the law, cannot handle more grain for non-members than for members, will be in position to give the fullest service to farmers.

"The board's policy can be complied with easily by the co-operatives and their farmer members. The marketing agreements between the Farmers' National and the co-operatives, and the co-operatives and their members gives them the advantage of the competitive market at all times. They provide:

"1. The farmer or his co-operative may market the grain for cash in the competitive market on the day of delivery at the highest price bid;

"2. The farmer or co-operative may store grain in a public warehouse and borrow money on that grain pending ultimate sale, which can be made only at the option of the owner;

"3. The farmer may enter his grain in a common pool and borrow on it in public warehouses; the final settlement to be based upon an average price for the period of the pool.

"It should be clearly understood that marketing agreements are required only where Federal Farm Board funds are used for financing grain or facilities.

"The Farmers' National Grain Corporation exercises a supervisory control under all of these options and acquires the grain only by purchase in the competitive market. The marketing agreements provide that after the first year the grower or his co-operative will have a reasonable period each year during which they may waive delivery of their grain for that year.

"Some of the private commission companies for years have required co-operatives borrowing money from them to sign a binding marketing agreement. In one state where some opposition has been voiced to signing a marketing agreement with the Farmers' National Grain Corporation a private commission company is boasting that it has 50 co-operative elevators tied up under a five-year binding contract to deliver grain to it in return for financing."

Henry W. Collins, Pendleton, Oregon, miller, grain man and farmer, has been appointed district manager for the Farmers' National Grain Corporation in Washington, Oregon, California and northern Idaho.

Wheat crop prospects in Oregon improved during the week. Rainfall has been ample and spring grain has made

rapid growth. Several sections report indications of a larger spring wheat crop than last year. Fall sown wheat is doing fairly well, though much was lost during the winter.

PRIVATE CROP ESTIMATES ON 1930 WHEAT RELEASED

Unofficial May crop estimates, issued by private observers on May 2, indicated a probable winter wheat yield of 543,000,000 bus, on the average, compared with last season's harvest of 579,000,000 bus. One estimate placed the Kansas yield at 139,000,000 bus, or 1,000,000 more than was harvested last season. Earlier in the week the Santa Fe railroad estimated the probable maximum yield for Kansas at 120,000,000 bus, or 10,000,000 under the average for the past five years.

It is generally conceded by the trade that the private estimates do not include the improvement afforded the crop by the recent beneficial rains over the entire area. Rains were heaviest where the worst dry conditions existed, and although they were too late to restore normal conditions, it is believed that much benefit will result.

R. I. MANSFIELD BEARISH IN TOLEDO EXCHANGE ADDRESS

TOLEDO, OHIO.—R. I. Mansfield, of the Bartlett Frazier Co., grain, Chicago, addressed the Toledo Produce Exchange last week. He said that with a normal or little more than normal crop of winter wheat due to start moving in five or six weeks and a normal spring wheat crop in prospect, with large quantities of Canadian grain held in bond in this country awaiting reluctant foreign buyers, there is no good reason just now for any advance in prices.

Foreign buyers have enforced a virtual boycott on North American grain this year in answer to the United States government intervention in the grain

business and the activities of the Canadian growers' pool, the speaker declared. The result is that foreign stocks are low at this time, but nothing worse than a normal crop in Europe is in prospect and foreign buyers have therefore little cause to worry.

Mr. Mansfield also said that the government now has learned that the grain market is a highly technical affair requiring speculation to carry the load of surplus grain until such time as buyers appear and are ready to take it, and that speculation is essential to maintain a highly liquid market at all times to handle properly domestic and foreign grain offered in it. This point is what the grain trade has been trying to tell the government for many years, but only since the Federal Farm Board came into being has the government actually learned the lesson.

MASSACHUSETTS ASKS BIDS ON 30,000 BBLs OF FLOUR

BOSTON, MASS.—The purchasing agent for the state of Massachusetts is asking bids to be opened June 19 for 30,000 bbls of flour, to be furnished during the year from Sept. 1, 1930, to Aug. 31, 1931. Samples of five pounds minimum must be submitted by May 19. Deliveries are to be in cottons and the flour milled from hard wheat, not over 95 per cent patent. Water content specified is not over 13 per cent; ash not more than .49 of one per cent; acidity not more than .20 of one per cent and protein not less than 11 per cent.

BAKERY DELIVERY ROUTES SHIFTED

The Sherlock Baking Co., Toledo, has taken over the delivery routes of the Owen Baking Co. and the White Hall Baking Co. A. Faught, formerly manager of the latter, has been retained as manager of the combination, with Linton Falls as president. The White Hall routes were previously operated by the Gordon Baking Co., Detroit, Mich.

NO TRUTH IN REPORTS OF DUMPING, LEGGE SAYS

In reply to the many rumors that the Federal Farm Board agencies were selling wheat abroad at lower levels than are quoted in the United States, the Grain Stabilization Corporation has issued the following statement:

"Sales of wheat for export during the past few weeks have been at steadily advancing prices, as compared with the price of wheat futures. In fact, the price of No. 1 hard wheat at gulf ports has advanced from the May price to six over. The demand continues good and seaboard and Gulf stocks are now very low.

"All wheat sales by the Grain Stabilization Corporation have been to American exporters and at f.o.b. seaboard or Gulf prices."

Alexander Legge, chairman of the Federal Farm Board, told newspaper men in Washington, on May 1, that "there wasn't a word of truth in the reports of dumping; sales were made at the market on the day when sold, and this widely circulated story is absolutely without foundation in fact."

He added that the British government understands the situation and that the difficulty is caused by rumors circulated in the trade.

LARGE WHEAT CROP NOT EXPECTED IN OKLAHOMA

OKLAHOMA CITY, OKLA.—While the Oklahoma wheat crop has been greatly benefited by the general rains which generously covered the entire wheat belt, considerable damage had already been done by the drought, according to J. L. Yergler, general manager of the Acme Flour Mills Co., Oklahoma City. It is generally conceded, Mr. Yergler said, that the average production per acre will be less than 10 bus. This estimate, of course, does not take into consideration unfavorable conditions which may arise between this time and harvest.

The state's wheat crop has been singularly free from infestation this year.

Oats, too, have benefited by the abundant rains, as they were practically dormant. In many counties the oat fields had already been plowed up and made ready for the planting of other crops.

EXCHANGE RATE CURTAILS CHINESE FLOUR BUSINESS

WASHINGTON, D. C.—Cable reports to the Department of Agriculture state that the flour imports of Hongkong have been dull since the beginning of the year. Orders placed by South China merchants fell off abruptly after the sharp drop in the exchange rate, and orders now being placed are less than half those at the same time last year.

South China dealers are able to buy more advantageously direct from Shanghai. At various times during the past year flour stocks at Hongkong have been exceptionally high, but at present are estimated at 600,000 sacks, or about normal. There is direct competition between Shanghai and American flour, and although the American flour is of superior quality, South China merchants are unable to pay the premium for the better grade.

RAINS HELP TO IMPROVE NORTHWEST CROP OUTLOOK

MINNEAPOLIS, MINN.—Reports received as to the condition of growing wheat in the Northwest are uniformly favorable. Practically all portions of the territory received generous rains in the last week, and with higher temperatures, the crop has had an unusually good start. There is still a great difference of opinion as to the acreage. Some well-informed interests seem to feel that there will not be much, if any, decrease in the acreage sown to bread wheats, but all concede a possible 10 to 20 per cent decrease in durum. Inability of farmers to borrow money for seed may cut the acreage somewhat in Montana.

Our Argentine Crop Cable

BUENOS AIRES, ARGENTINA, May 6.

Wheat offers are very light and Argentine competition in Europe is considered hardly a factor. Chartering is slow. The weather is good and wheat seeding is starting in Pampa and some parts of Cordoba.

Losses Hit Listed Food Stocks

THE crash in the stock market late last week and early this week, which carried the quotations of many high priced specialties down 20 or more points, was reflected to some extent in the food stocks. New lows for the year were made by Continental Baking A and B; General Baking, preferred; General Mills; Kroger Grocery & Baking; Langendorf United Bakeries, B; National Tea; Park & Tilford; Pillsbury Flour Mills; Purity Bakeries; Quaker Oats, and Safeway Stores. At the close of the market on May 6, some recovery had been made, although most of the list showed losses of 10 to 20 points from a week ago. Purity Bakeries closed 5 points lower and Park & Tilford 11. The only stocks on the list closing at higher prices than a week ago were Ward Baking B and Ward Baking, preferred.

The highest and lowest prices for food stocks listed on the New York Stock Exchange registered in 1930 and the close on May 6, April 23 and 22, 1929, are here shown (quotations by courtesy of Chas. E. Lewis & Co., Minneapolis):

Table with columns for 1930 High/Low, Dividend in dollars, and prices for May 6, April 23, and April 22. Lists various food stocks like Allied Mills, American Stores, Continental Baking, etc.

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

## CHAMBER OF COMMERCE RESOLUTION ATTACKS FARM BOARD WHEAT POLICY

Much Opposition to Principle of Using Federal Money to Support Market for Grain—  
Thad L. Hoffman, Only Miller to Speak, Says Business Men Should  
Help Farm Board, Rather Than Condemn

WASHINGTON, D. C.—Amendment of the Agricultural Marketing Act so as to repeal the authority of the Federal Farm Board to use federal funds for the benefit of private agencies, was demanded by the Chamber of Commerce of the United States in its annual meeting here. Led by the delegates from the Minneapolis Chamber of Commerce and reinforced by distributing and marketing elements in all agricultural lines, the members of the old-line grain trade waged a vigorous and successful fight for a resolution "with teeth in it."

To fully understand the significance of the chamber's action, one must know that lieutenants in the Hoover administration were sent before the commerce body as heavy artillery in defense of the marketing act and the farm board. Their logic and eloquence were of no avail in preventing passage of the denunciatory resolution. The circumstances under which they found their way into the debate were calculated to suggest that President Hoover, always a favorite in assemblages of business men, frowned on any pronouncement critical of the marketing program and machinery which he had sponsored and approved as part of his farm relief program.

The lieutenants who appeared on the scene when debate on the farm board issue clearly forecast hostile action by the chamber, were Arthur M. Hyde, Secretary of Agriculture, and Representative Franklin W. Fort, of New Jersey, a member of the House agricultural committee, one of the framers of the marketing act, and very close to the President. Neither of these men were on the program. They just "happened" to be present when Alexander Legge, chairman of the Federal Farm Board, made his address, and when Daniel A. Millett, investment banker and stockman of Denver, spoke in opposition to the entire government-chaperoned marketing program.

After Chairman Legge had chided the chamber for having talked much about the farm relief issue and done nothing, and after Mr. Millett predicted that only disaster could attend as artificial an interference with the law of supply and demand as the farm board program, the issue was thrown open for general debate by the delegates. After several delegates, in brief speeches, had denounced the marketing act and urged its repeal or amendment, it was discovered that Secretary Hyde was present. The proprieties of the occasion suggested that the cabinet officer ought to be invited to say a few words. He accepted the invitation and proceeded to warn the chamber against the consequences of "fat-headed satisfaction with things as they are" and "glass-eyed sympathy with the underdog."

"All I ask you to do," Secretary Hyde said, "is to take a look at the wild men over in the Senate and view the rising tide of discontent and then look at your whole market and see whether you want to store up your surplus and whether it is safe for you to store it."

"More misapprehension with reference to the meaning and purpose of the Agricultural Marketing Act has been produced here in this highly respectable and influential audience than I have read in all the farm journals in America. The farm board does not expect to peg prices; the farm board has made no attempt to peg prices; price pegging is not in the act, and price pegging is not found in our program."

In the course of his appeal to the delegates, Secretary Hyde referred to the loan feature of the marketing program in these words: "I think the loan proposition clutters up the scenery and delays us in operation."

Representative Fort informed the chamber that Congress would stand pat on the law and suggested that it was time for the chamber to keep silent or come forward with a constructive sug-

gestion for something better than the present law.

### THAD HOFFMAN SPEAKS

During the debate on the issue, Thad L. Hoffman, president of the Flour Mills of America, Inc., Kansas City, urged support of the farm board. In part he said:

"I think that business men of the United States should get behind the farm board and put their shoulders to the wheel and give the benefit of their judgment. There are some parts of this law that I don't like, but I am lending all the assistance I can to the farm board and, incidentally, trying to whisper into their ears the parts of the law that I don't like."

"It has been well said here today that every industry in the United States has been protected and helped by the Congress of the United States. The farmer is one of our biggest customers, and we must not pass a resolution that will slap them right square in the face when they need help. I think we should study this thing and possibly recommend an amendment, and I hope we will not pass any resolution today that asks for an entire repeal of the law, and bring chaos to the farmer, which he almost has now."

W. J. McCabe, representing the grain exchange and grain dealers in Duluth, urged vigorous action by the chamber.

"If you can find anything that will upset business as this has been upsetting it all over the country I would like for you to tell us what it is," he said. "It has been upsetting business in a positive way, for the ordinary merchant in the grain business cannot meet the situation that has been created."

"I want to state to you here, as one representing the grain trade, that we protest against the farm board act, and ask this assembly to pass a resolution that shall bring it fairly before the country, so that this act shall be modified and that we shall be given a fair opportunity to carry on business in the regular way."

"As this business is being conducted now through the channels of the farm board it is unfair and it is against the principle of America."

Chairman Legge was the principal defender of the farm board's policies. His speech, as well as that of Daniel A. Millett, Denver banker and stockman, who attacked the Agricultural Marketing Act, was reported in the April 30 issue of *The Northwestern Miller*. Representatives of several trade associations spoke in favor of action looking to repeal or amendment of the law.

### BARNES CITES DANGER OF ACT

Julius H. Barnes, president of the chamber, and an experienced grain man, said that, in his opinion, the farm board tactics had driven out of the grain market a great volume of speculative and investment buying, the absence of which would be disastrous in the long run. If continued, he said, the marketing structure would be steadily undermined.

"I view with great concern the marketing structure which must meet shortly the impact of new crops," he concluded.

When the vote was taken on the resolution the "ayes" had it overwhelmingly.

The day following the chamber's action, when requested for a statement, Chairman Legge, of the farm board, issued the following:

"The Chamber of Commerce proposes to make the farm board impotent and would sponsor another national conference to adopt some more resolutions of sympathy for agriculture."

"That action simply confirms what we told the membership of that organization on April 30. They are for something to help the farmer only until they find out it works."

"Naturally, we had hoped they would support our efforts to aid agriculture, but if they are going to oppose us we are glad they have come out in the open,

It's much easier to deal with an enemy who is squarely against you than one who pretends to be friendly but fights you behind your back.

"Our client is the farmer and we are going to continue to serve him just as the Agricultural Marketing Act intended we should—for his benefit, not the benefit of some one else."

John McHugh, secretary and treasurer of the Minneapolis Chamber of Commerce, commenting on the chamber's action, said that nine months of the farm board activities had demonstrated it had gone far beyond anything intended by the law or those who sponsored the co-operative marketing program. "The policy is an unwarranted interference with great business organizations representing millions of dollars in investments. It is use of public funds raised by taxation of all the public for the benefit of a limited class; it is government support of one class of competitors against another class of competitors. The public ought not miss the fact that representatives of all business interests were in this meeting and the passage of the resolution was possible because a vast majority of these business men voted for it. It was not 'put over' by the grain trade. It was the best judgment of all business elements in the United States," Mr. McHugh said.

### TEXT OF RESOLUTION

The text of the resolution as passed by the chamber is as follows:

"We reaffirm the earlier declarations of the Chamber of Commerce of the United States made through referendum vote of its membership upon a carefully matured report of a representative committee, in supporting the principle that the producers of agricultural commodities should have the benefits which co-operative marketing of their products along sound economic lines can confer; in pointing out that all agricultural credit requirements could be met by full development and adaptation of existing credit facilities to local and commodity needs, rather than by the creation of any new credit facilities; and in advocating a federal farm board to assist agricultural producers and their organizations in solving the problems peculiar to agriculture."

"The legislation which was enacted in June, 1929, was in contravention of the chamber's proposals in its provision of new credit facilities in the form of large sums of money from the public treasury to be used under the act as the farm board might decide. During the business crisis of some magnitude which has occurred during the last six months these funds have been brought into use in various ways."

"We recognize the emergency considerations which may have impelled this resort to the federal treasury, but the experience which has been gained now permits an appraisal both as to immediate effect and long-range results."

"The anticipated benefits to the farming interest as a whole have not been realized. On the contrary there has been impairment of the marketing structure and prevention of support which otherwise would have been given to the marketing of agricultural products which were affected by the use of public monies. Without benefit to agriculture there has been imposed unbearable hardship upon business enterprises unable to maintain their position against discriminatory competition from the government."

"We accordingly express our continued opposition to the use of government funds in providing capital for the operation of agricultural co-operatives, and for the buying and selling of commodities for the purpose of attempted stabilization. We condemn as a permanent policy of government the employment of public funds for the purpose of participation in business in competition with established agencies and support the proposal for an amendment of the agricultural marketing act to repeal the authority of the Federal Farm Board to use federal funds for such a purpose."

"We advocate the continuance of the Federal Farm Board as a proper agency, conducted at federal expense, for the gathering and circulation of authoritative information, for ascertaining conditions of overproduction, for advice as to its prevention, and for assistance toward the

solution of the numerous and important business problems affecting agriculture, both in production and in marketing."

"We believe it is desirable to apply sober and devoted study to methods by which co-operative organizations on their own resources may find their warranted place, without the present danger of undermining marketing facilities and thus unfavorably affecting farm product prices. We therefore recommend that the chamber with adequate preparation call a conference of wide representation, including farm co-operative leaders, to study and define measures of sound and effective aid to agriculture."

## PROMISING PROGRAM FOR FEDERATED CLUBS

John W. Eckhart, Flour Dealers' President, Announces Results of Careful Planning for National Gathering in Chicago

CHICAGO, ILL.—The twelfth annual convention of the National Federated Flour Clubs will be held at Edgewater Beach Hotel, Chicago, May 26-27. An excellent business program has been arranged, and also numerous fine and unique entertainment features. There will be three sessions devoted to business, one more than in previous years, and each is packed with instructive and valuable addresses and discussions.

John W. Eckhart, president, has given much time and thought to the program, and has received gratifying support and co-operation from the other officers. The convention committees of the Chicago Flour Club have been busy since early this year, and are all ready to welcome delegates and visitors to what they are certain will be one of the most successful meetings of the National Federated Flour Clubs.

The opening session will be held at 10 a. m., May 26, and will be devoted to the usual addresses of welcome by the president of Chicago Flour Club, Harry Korzeniewski, the convention committee chairman, C. C. Anthon, and M. P. Luthy, of the Chicago Association of Commerce. John W. Eckhart will then give his annual address, followed by reports of other officers, roll call of delegates, reports of standing committees, appointment of auditing, resolutions and nominating committees.

At noon a luncheon will be served in the Marine Dining Room.

The afternoon session has several features. It will be opened by George S. Milnor, president Grain Stabilization Corporation, who will discuss the activities of his organization, in which flour men are greatly interested. Harry Bullis, secretary and controller General Mills, Inc., Minneapolis, will discuss a most timely subject, "Costs," especially pertaining to distribution. George Flach, president Brocman Co., Inc., New York, will review the "Flour Institute," a credit organization which has been under formation for several years, and which is now ready to function. Following a discussion, the nominating committee will report.

In the evening the annual banquet will take place. A feature of the entertainment will be "no speeches."

At the second day's session William Waterman, the well-known flour man from New Orleans, will talk on "The Flour Trade in the South," and Henry Stude, president American Bakers Association, will deliver important messages. The last piece of business will be the report of the resolutions committee. In the afternoon delegates and visitors will be entertained at Wrigley Field, where the Cubs and Cincinnati Reds will perform.

Henry P. Fowler, of the Chamber of Commerce of the United States, who has been working with the trade practice committee of the Millers' National Federation, will appear on the program of the National Federated Flour Clubs, discussing his subject as it might be applied to flour jobbers and brokers.

Already many flour men have sent in their registrations, and those who have not are urged to do so at once with J. R. Merrill, Washburn Crosby Co., 332 South La Salle Street, or S. O. Werner, secretary Chicago Flour Club, 166 West Jackson Boulevard, Chicago.



## FLOUR DEFINITIONS HEARING CONDUCTED

New Standards to Be Announced in Near Future—Federation Offers Several Alternations in Proposed Regulations

WASHINGTON, D. C.—Standard definitions for whole wheat flour and similar products to be made by the food standards committee of the Department of Agriculture will be announced in the very near future, "if they are arrived at at all," W. S. Frisbie, of the Food, Drug and Insecticide Administration, said, April 30, after a hearing held by the committee. The hearing, which was more in the nature of a round table discussion to give the committee the benefit of the ideas of those present, was participated in by representatives of millers, manufacturers of food products, and the consuming public.

Dr. Harvey W. Wiley, former chief of the Bureau of Chemistry of the Department of Agriculture, and famous champion of pure foods, appeared as an individual to give his opinion of the tentative definitions formulated by the committee. He did not believe they went far enough.

The definitions tentatively proposed by the committee follow:

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

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

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

In opening the hearing, Mr. Frisbie, as chairman, outlined its purpose. He said it was simply to get information which would enable the committee to promulgate definitions which would be satisfactory to the milling trade and to the consumer and which could be understood by both. He said the committee, while sympathetic with those who urged the use of whole wheat bread for its nutritive effect, could not consider that element in the formulation of its definitions.

The first witness, J. G. Stone, of the Wheatena Corporation mills, Highspire, Pa., suggested that the first definition (covering whole wheat flour) be amended to provide that such flour would contain "essentially all" instead of "all" the constituents of the cleaned and scoured grain. However, he withdrew his suggestion when A. S. Mitchell, of the Food, Drug and Insecticide Administration, secretary of the committee, said he did not understand the definition would result in the loss of any proportion of the component parts of the grain. There would be some loss, he said, but that would be of substantially equal parts. Edwin E. Huffman, of St. Louis, counsel for the Ralston Purina Co., suggested that there be added to the proposed definition of whole wheat flour the qualifying phrase "except that a portion of the bran not exceeding 25 per cent may be removed." Mr. Huffman said his firm had been manufacturing for 30 years a whole wheat flour which corresponds generally to the proposed definition. He said, however, it should not be adopted in its present form. He pointed out that bulletin 13 of the Bureau of Chemistry states that whole wheat flour is made from the grain after the outer coating of bran has been removed.

Adoption of the proposed definition, he declared, would change the meaning of whole wheat flour. The public, he asserted, would not be deprived of anything by the absence of bran in its whole wheat. There is nothing, he said, in the outer coating of bran that is not in the inner portions, "in greater proportion."

Fred J. Lingham, of Lockport, N. Y., chairman of the Millers' National Fed-

eration committee on flour definitions and standards, suggested elimination from the whole wheat flour definition the words "and scoured."

He said that in processing wheat for whole wheat flour some degree of scouring was necessary, but that he was afraid some unscrupulous millers would go too far in the interpretation of that word. He said they might use a peeling machine, interpreting that as part of the scouring process. The reason for the desire to take off more of the bran, he said, was that the appearance of the loaf was improved as the quantity of bran in it was decreased.

A. W. McCANN SPEAKS

Arguing for the definitions, so the consumer will get "what he thinks he is getting," Alfred W. McCann, of New York City, who said he represented the consumer, declared that "blind, unintelligent and uninformed corporations in New York City are seeing business taken from under their noses, because they refuse to make a palatable loaf of real whole wheat bread."

Dr. Wiley said his speaking days were over, "but I am still interested in good food and pure food." He did not like the term "bolted graham flour," used in the second definition, declaring there never was such a thing as bolted graham flour and never will be.

Mrs. Harvey W. Wiley, who said she was a member of the Housekeepers' Alliance, though not appearing for that organization, suggested that the term "partial whole wheat flour" might serve to designate flour which did not contain all the constituents.

W. H. Stroud, of Nashville, Tenn., representing the National Soft Wheat Millers' Association; Frank Romer, of New York City, representing Wheatsworth, Inc.; H. B. Hammond, of San Francisco, representing the Nutradiet Co., and Mr. McCann, all supported Mr. Lingham's proposal to eliminate the words "and scoured" from the first definition.

Mr. Huffman opposed it, saying it was

impossible to clean wheat without going through some process which might be called scouring. He suggested fixing of chemical minimum limits of the various constituents which make up whole wheat flour. Mr. Lingham said it was "absolutely impossible" to do this, because of differences in the various grades of grain.

Taking up the second definition, Mr. Lingham suggested the following:

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

Mr. McCann said he did not like the word "bolted." He declared if that were made a part of the definition, clever advertising would make the public believe that "bolted graham" was the real thing.

Mr. Lingham agreed that the terms might mislead the public. He said he had not consulted with other members of his committee, but thought there would be no objection if the second definition were dropped entirely. He suggested placing on sacks a statement that a portion of the bran had been removed or a portion of white flour added.

Mr. Frisbie said, however, the committee could not attempt to define mixtures, which was a matter of administration.

WHITE FLOUR DEFINITION

Taking up the third definition, Mr. Frisbie said it was included only to clarify the phraseology and that the meaning had not been changed from the present definition of the Bureau of Chemistry.

Mr. Lingham suggested the definition be changed to make the percentage of nitrogen 1, the percentage of ash 1.5, and the percentage of fiber 1, and that there be added a clause reading: "Where a flour product contains more than 1 per cent of ash, the use of the word flour in connection therewith in branding shall be accompanied by the qualifying words 'second clear.'"

Mr. Frisbie said the food standards committee could not write the definition

as Mr. Lingham suggested, "desirable as it might be." Designation of the use of the words "second clear," he said, was an administrative matter. Mr. Lingham asked the committee to consider the alternative limits of nitrogen, ash and fiber proposed by his committee.

Immediately after the hearing Mr. Frisbie announced the food standards committee would go into executive session. It is expected that it will come to a decision as to the definitions within a few days.

In a statement issued May 3, W. S. Frisbie, chairman of the food standards committee of the Department of Agriculture, said that the milling industry and the consuming public "apparently agree" as to the definitions of whole wheat flour and of white flour, but are unable to agree on a name to designate the intermediate type of flour.

The problem before the committee at present, Mr. Frisbie said, is to find, if possible, an acceptable definition to cover the intermediate type of flour which has long been produced by the milling industry for the baking of darker breads and for which there is a ready market.

If the definitions are agreed on by the committee, the statement said, they will be submitted to the Secretary of Agriculture. If he approves them they will become the official standards for food and food products in the enforcement of the federal food and drugs act.

## OPERATIVES ANNOUNCE CONVENTION PROGRAM

Announcement has been made of the complete program for the thirty-fifth annual meeting of the Association of Operative Millers, which will be held at the Statler Hotel, Buffalo, N. Y., June 2-6. The opening day will be devoted to registration and sight seeing, and the executive committee will hold a meeting in the morning.

On the second morning, E. C. Veeck will open the convention with the presidential address, followed by the reports of officers, the appointment of committees and the nomination of officers. A report will be given on the fellowship at Kansas State Agricultural College, and a general session will be held, during which members will be asked to present suggestions for the benefit of the organization.

Herman Steen, secretary of the Millers' National Federation, will tender a message from the federation as the opening event of the third day's program. After the election of officers, Charles E. Oliver, milling engineer, of Warsaw, Ind., will talk on the relation of yields to quality, and Grover C. Meyer, of Kansas City, will discuss power requirements and application in the modern flour mill.

M. A. Gray, president of the American Association of Cereal Chemists, will offer a message from that organization in the afternoon, followed by B. W. Dedrick, of Pennsylvania State College, who will talk on extraction and breaks. W. H. McCarthy, of Standard Milling Co. of Canada, Ltd., will deal with the subject of mill machinery information. R. O. Pence, of Kansas State Agricultural College, will report for the research committee, and the remainder of the session will be in charge of the question committee for the day.

Topics for the fourth day include "Handling of the Finished Product," by C. M. Parks, of the Bay State Milling Co., Winona, Minn., and "Soft Wheat," by J. L. Rabney, of the Valier & Spies Milling Corporation, St. Louis. The question committee will conduct a session, followed by the completion of unfinished business and the reports of the committees.

There will be no business session of the convention on June 6, the day being devoted to a program of entertainment, features including an excursion to Canada as guests of the Maple Leaf Milling Co., Ltd., the president's reception in the Terrace Room of the Statler Hotel, a trip to Niagara Falls, the annual banquet, and an excursion by motor bus to Silver Creek, N. Y., as guests of the S. Howes Co., Inc.



AMONG recent arrivals from Europe were Mr. and Mrs. C. M. Jackman, who spent several months abroad. They are seen in this group, photographed on board the S.S. Rotterdam at New York, with Mrs. R. P. Jackman (third from left) and others. Mr. Jackman (right) is president of the Kansas Milling Co., Wichita, Kansas. Mrs. Jackman is at the extreme left.

# Cereal Chemists Open Meeting in Chicago

By S. O. Werner and Wallace F. Janssen

THE sixteenth annual convention of the American Association of Cereal Chemists opened the morning of May 5 at the Edgewater Beach Hotel, Chicago, with a large early registration. By 11 o'clock there had been 115 men and 21 women registered, an indication of real interest on the part of the membership, and most encouraging to the officers. President M. A. Gray, of the Pillsbury Flour Mills Co., Minneapolis, opened the convention, and Rev. C. Claud Travis led the invocation.

The first talk of the convention was by the well-known Dr. W. Lee Lewis, director of the department of scientific research of the Institute of American Meat Packers, who, according to the program, was to present some nonchemical remarks. Dr. Lewis was quite scientific in his humor, and his remarks about the city of Chicago and false impressions people on the outside have of this large and growing community were greatly appreciated. In conclusion Dr. Lewis dwelt briefly on the subject of trade associations, saying they were today the most effective agencies in bringing the results of science to business.

President Gray then read several communications from officers of other and allied organizations, one being from E. C. Veeck, president of the American Association of Operative Millers. Mr. Veeck expressed appreciation for the support the cereal chemists had given the operative millers, saying that the chemists' work was of benefit not only to their association, but to the whole industry. M. F. Dillon, secretary of the operative millers' group, also sent greetings. A wire was read from President McPherson, of the American Chemical Society.

L. E. Caster, president of the American Society of Bakery Engineers, was in attendance, and brought greetings from his organization. Mr. Caster pointed out how bakery engineers depend upon cereal chemists for help and co-operation. V. Marx, secretary of the society, also spoke briefly.

## FASHIONS IN CEREAL EATING

Tom Smith, secretary of the American Bakers Association, appeared for Henry Stude, president, who was unable to attend, due to the necessity for his appearance at another convention in the South. Mr. Smith extended the greetings of his association and spoke briefly in commendation of the chemists' program. After reviewing the early history of the association he pointed out how the chemists had anticipated present problems and years ago were discussing vitamins, minerals, enzymes and other substances which have lately received so much attention.

"I noted with a great deal of pleasure," said Mr. Smith, "that last year your president in his opening address stated that your association would help in counteracting those criticisms and untrue or incomplete statements made against our most well-known and best-liked cereal food—white bread.

"And in passing it might be well to say that just the week before last Secretary of Agriculture Hyde, in talking in Chicago, said in substance that 'some diet and food fads were to some degree the cause of the farmers' present plight. That while we are losing our waist line the farmer is losing his shirt.' And in further talking about the farmer's problems, he noted that 'it used to take two sheep a year to grow enough wool for a woman's dress, while today two caterpillars can do the job on a Sunday afternoon.'

"Fashion is a wonderful thing. Its changes make prosperity for some. And after all the only permanent thing is change. In your organization, as I understand it, there have been fashions in analysis. I think this is as it should be.

Many of you may disagree with me on that, but it shows that there are many among you who are open minded and are willing and glad to try something new and to give it a fair trial even though you do not accept it.

"But the fashion of eating cereal foods seems to be going through that certain 'skirt shortening stage' that we have noted in Vogue for the last several years. And while we may not go into ecstasies over the return of the long skirt, let's hope that the public will take on 'the ankle length in cereal eating' just as some of the fair sex we see have our women's wear.

"As I see it, the cereal chemists have a big job to do. For in addition to indicating the quality and uniformity of the product passed on to the baker and to the other converters of cereal ingredients, the chemist may also find some way in which that appetizing quality of cereal foods may be strengthened or accentuated. In this you will not only link yourself to the baker but to the merchandiser of cereal foods as well.

"We bakers look to you cereal chemists to help us in this study. You know the old saying, 'that a little learning is a dangerous thing,' is just as true of cereal chemistry as it is of anything else. And the bakers are looking to and relying upon you to find and interpret to them that knowledge of cereal foods that will enable them to make the most appealing food products."

Probably the most important single feature of the opening session of the convention was the annual presidential address, which, as President Gray delivered it, included a resume of the activities of the association during the past year, and gave the members a picture of what the organization is doing and is trying to do. Mr. Gray's remarks will be published in full in a subsequent issue of *The Northwestern Miller*.

## SECTIONAL GROUPS REPRESENTED

Following the president's address the introduction of the chairmen of various sectional groups proved to be a most interesting part of the Monday program.

President Gray, in introducing the chairmen, said he was a firm believer in the sectional organizations. At the present time there are seven such groups, and it is expected that it will not be long before the eighth is formed in Chicago.

W. C. Meyer, head of the Kansas City section, dwelt briefly on the importance of having sectional organizations and meetings. C. F. Davis, Salina, Kansas, reported for the Pioneer section, and R. M. Sandstedt, Lincoln, for the Nebraska section. F. X. Nodler and Paul Logue brought greetings from the St. Louis and Central States section, and C. L. Moore, Buffalo, from the Niagara Frontier section. A. D. Wilhoit, chairman of the Northwest section, spoke briefly about his group, and to indicate the support they are giving the national association he asked those in the room from his section to arise. Nearly 25 stood up, a very fine delegation.

## NORTHWEST WELL REPRESENTED

The northwestern delegation, headed by President M. A. Gray, of the Pillsbury Flour Mills Co., included: Dr. C. H. Bailey, Dr. R. C. Sherwood, Dr. F. A. Collatz, and G. Moen, of General Mills, Inc.; Leslie R. Olsen, E. N. Frank and E. C. Paulsel, International Milling Co.; C. G. Harrel, Commander-Larabee Corporation; Dr. Julius Hendel and W. E. Glasgow, Cargill Elevator Co.; Fred J. Lumsden, King Midas Mill Co.; Miss Betty Sullivan, Russell-Miller Milling Co.; W. B. Young, state grain laboratory; C. R. Norman, Osborne-McMillan Elevator Co.; R. M. Finch, Wallace & Tiernan, Inc.; A. D. Wilhoit, Wilhoit's Laboratory, and J. T. Flohil, Pillsbury

Flour Mills Co.—all of Minneapolis; H. A. Halvorson, state food laboratory, St. Paul; Thomas W. Sanford, Eagle Roller Mill Co., New Ulm, Minn.; L. H. Patton, State Mill & Elevator, Grand Forks, N. D., and R. W. Mitchell, American Bakery Materials Co., Menomonie, Wis. Many of these men were accompanied by their wives.

Greetings from Switzerland, via radiogram, from E. Zeigler, who spent several years in study in this country, and still retains his membership in the association, were read by President Gray. Greetings from Canada were presented by A. W. Alcock, of the Western Canada Flour Mills Co., Ltd., Winnipeg, who spoke briefly and entertainingly in behalf of the Canadian delegation. Mrs. Mary M. Brooke, of Purity Bakeries Corporation, and head of the local convention committee, was also properly introduced. President Gray stated that Chicago had furnished one of the most enthusiastic and helpful local committees he had ever seen, and expressed appreciation for its effective work.

## THE CANADIAN DELEGATION

The delegation from western Canada at the convention included the following: E. D. Soesman, Maple Leaf Milling Co., Ltd., Calgary; V. Parker, Maple Leaf Milling Co., Ltd., Kenora; A. W. Alcock, Western Canada Flour Mills Co., Ltd., Winnipeg; T. R. Aitken, board of grain commissioners, Winnipeg, and W. F. Geddes, of the Manitoba Agricultural College.

## COMMITTEES APPOINTED

The following convention committees were appointed:

Nominating, R. J. Clark, Schulze Baking Co., Kansas City, chairman; Leslie Olsen, International Milling Co., Minneapolis; R. Wallace Mitchell, American Bakery Materials Co., Menomonie, Wis.; Dr. C. B. Morison, American Institute of Baking, Chicago.

Auditing, R. K. Durham, Rodney Milling Co., Kansas City; L. E. Jackson, Chicago; Thomas R. Aitkin, Winnipeg.

Resolutions, A. W. Alcock, Western Canada Flour Mills Co., Ltd., Winnipeg; C. B. Kress, Sperry Flour Co., Vallejo, Cal.; W. C. Meyer, William C. Meyer, Kansas City.

A special committee also was appointed by President Gray to co-operate with the American Association of Cereal Chemists on bulletin work. This committee consists of Dr. R. C. Sherwood, State Testing Mill, Minneapolis; J. H. Julicher, Pillsbury Flour Mills Co., Buffalo; A. A. Towner, Red Star Milling Co., Wichita, Kansas.

## EQUIPMENT EXHIBIT

Well arranged displays of laboratory equipment attracted much attention from the first, the "Michigan Room" of the hotel being a center toward which many strollers were drawn. A most interesting piece of equipment was a chemical desk displayed by Leonard Peterson & Co., Chicago, represented at the convention by Leonard Peterson. The concern manufactures laboratory furniture. The Despatch Oven Co., Minneapolis, showed a Despatch electric drying oven. This concern makes drying ovens for all purposes as well as proofing and fermentation cabinets. H. L. Grapp, secretary and sales manager, was present. The Torsion Balance Co. and Christian Becker, Inc., New York and Chicago, displayed balances and weights of precision. R. L. Stewart was in attendance. William Ainsworth & Sons, Inc., Denver, Colo., also had chemical balances on display.

The Laboratory Construction Co., of Kansas City, in its exhibit featured a new complete control digestion and distillation unit. This was on display for

the first time. R. Goldfish was in charge.

E. H. Sargent & Co., Chicago, had several displays, and a feature was the first showing of the new Frens side draft moisture oven. Other equipment included a precision water still with storage tank, equipped with a high dome for hard water distillation, and an automatic cutoff; a Frens drying oven, precision heaters, Sargent volume of loaf apparatus, a double faced nitrogen still, made for gas or electricity, balances made by W. J. Becker, Rotterdam, and Munkrell's Swedish filter paper.

## A TECHNICAL SESSION

With no less than five papers scheduled for presentation to the convention the session of Monday afternoon promised to be of considerable duration. Due, however, to the shortness of two reports, there was much less time consumed by them than was expected. Interest in the topics discussed made the time seem even shorter.

First of the five was a paper by Dr. C. O. Swanson, of the Kansas Agricultural Experiment Station, on "The Qualities of Combined Wheats as Affected by Type of Bin, Moisture and Temperature Conditions." In the absence of the author, who is in Europe at the present time, the paper was read by Dr. E. B. Working.

Dr. C. H. Bailey, as the second speaker of the afternoon, presented findings as to "The Effect of Premature Freezing on the Water Imbibing Capacity of Wheat." The extent of damage to wheat by freezing, as determined by earlier work along similar lines, is determined largely by the moisture content of the heads before they are frozen.

"We have found," Dr. Bailey said, "that such frosted grains tend to return to approximately their original moisture content when placed in contact with liquid water for about two days. The water imbibing capacity of frosted wheat thus becomes an approximate index of the extent of damage which results from premature freezing."

F. X. Nodler, of the Plant Flour Mills Co., St. Louis, plead that length really forbade the full presentation of the topic assigned to him, which was "Idle Thoughts—Contemplations on Flour Testing in General and Baking Test in Particular." Mr. Nodler, however, answered a number of questions put to him from the floor, and gave a summary of the results from methods which have been developed in the Plant mills. Mr. Nodler declared that the present ash determination and baking tests are too slow. At the Plant mills ash is now determined in 15 minutes and a baking test is made in 45 minutes, whereas it takes upwards of three hours under the older methods. The new methods are of great value, he said, especially in a mill such as that of the Plant company, where 60 per cent of the flour is sold on guaranteed analysis.

C. G. Harrel, of the Commander-Larabee Corporation, Minneapolis, said that the results obtained in photographing cereal products depend to a large extent upon the technic of the operator. The angle of illumination is exceedingly important. In interpreting bread photographs, the angles of illumination must be given consideration, as the apparent size of the grain depends upon these angles. The selection of the proper emulsion for the particular type of work is almost as important as correct illumination.

Fifth and last of the afternoon speakers was W. L. Heald, who discussed "A Modification of the Swanson Mixer, and Its Application to the Standard Experimental Baking Test."

A large number of slides used in illustrating Mr. Harrel's and Mr. Heald's papers added to their interest, and

brought the subjects closer to those in the audience.

#### MONDAY EVENING SESSION

The Monday evening session was devoted to a report of the committee on methods of testing cake and biscuit flour, with Mrs. Mary Minton Brooke, Purity Bakeries Corporation, as chairman. Before the report, moving pictures were shown of the last bakery engineers' convention.

R. A. Barackman, Victor Chemical Works, presented a score card, the salient points of which will be outlined in a

subsequent issue of *The Northwestern Miller*. It is, he said, a card easily adaptable to commercial use.

G. A. Alexander, Commercial Milling Co., Detroit, discussed mixing time, saying mixing time and creaming time have everything to do with the result of a test. V. E. Fisher, Stanard-Tilton Milling Co., St. Louis, discussed the influence of temperature on the standard baking test; L. H. Bailey, Washington, the incorporation of ingredients; C. H. MacIntosh, Kansas City, size or shape of pans; C. B. Kress, Sperry Flour Co., Vallejo, Cal., water tolerance on soft wheat flour; Dr.

E. E. Smith, Hillsdale, Mich., viscosity; J. Avery Dunn, Wallace & Tiernan Co., pie flours and flour for biscuits and crackers.

#### TUESDAY MORNING SESSION

L. H. McLaren, Shellabarger Mills, Salina, Kansas, presided over the Tuesday morning session. Papers were read by Emily Grewe, Bureau of Dairy Industry, Washington, D. C., on factors affecting the weight of a given measure of different flours; T. R. Aitkin, Grain Exchange Laboratory, Winnipeg, an automatic proofing device for bread doughs,

with some aspects of its application; Dr. E. B. Working, Department of Milling Industry, Kansas State Agricultural College, some factors in dough development; W. F. Geddes, Manitoba Agricultural College, Winnipeg, relation between peptization of wheat flour proteins and baking quality of hard red spring wheat flours, and J. R. Chittick, Chicago, with F. L. Dunlap and G. D. Richard, on the A. O. A. C. gasometric method for determination of carbon dioxide in baking powder.

Peter G. Pirrie discussed the relation-  
(Continued on page 171.)

# The Progress of Cereal Chemistry

By M. A. Gray

President of the American Society of Cereal Chemists  
From His Address at the Annual Convention in Chicago

**A**NOTHER year has passed and we are assembled for our sixteenth annual convention. As in the past, we have continued to make progress; in fact, the history of the American Association of Cereal Chemists has been one of continual advancement, and while our development has never been spectacular, the aggregate of 15 years of effort stands out as an achievement well worthy of mention.

Picture, if you can, the chaotic conditions prior to the organization of our association. With only crude equipment available, results were for the most part inaccurate. The methods and equipment in common use were inadequate to meet the exacting demands of new development. Our ash determinations were made in inferior porcelain crucibles, incineration taking place in inefficient gas furnaces. The old water-bath oven was used for making moisture determinations, but even worse were conditions surrounding the baking test. Add to this our inexperience at that period and one can hardly visualize a more discouraging situation.

Since comparable results were impossible, the work of the mill chemist met with constant criticism. Government and state chemists compared our analytical data and pointed out the danger of attempting to control milling operations by laboratory measures, so, in the hope that some discussion of their problems might prove advantageous, a small pioneer group of mill chemists banded together in what was to be the nucleus of the present association. Unquestionably these pioneers had vision and courage, probably not unmixed with desperation, for it will readily be understood that there must have been times when they feared, unless they could place themselves on a more solid foundation, cereal chemistry as a practical aid to the milling industry could not progress and might not even survive.

#### THE SITUATION TODAY

As a result of this movement we have an entirely different picture today. The first membership (11 in all) has now grown to over 400. However, it is not only in the matter of numbers that we can take pride, but also because of the fact that the men and women who have allied themselves with this association have been for the most part of that earnest, determined type which was not deterred by what appeared at times to be insurmountable obstacles. We have been able to attract to our membership not only mill chemists but also men engaged in allied industries as well as government officials engaged in research and educational work.

One of the greatest factors which makes for progress and success is our dissatisfaction with anything we already possess. Had we been satisfied with ox teams we would not have the automobile nor tractor; had we been content to have our women grind meal by hand we would not have the magnificent flour mills of today; likewise, had we been willing to accept the laboratory apparatus and methods of 15 years ago as

adequate for our needs, we would not have the splendid equipment which has been developed and perfected to make the laboratory of the cereal chemist the acme of speed and efficiency it is today.

While the equipment manufacturers are entitled to considerable credit for having given so liberally of their time, money and co-operation in these important developments, it would be unfair not to recognize the part played by the cereal chemist himself. He has steadfastly refused to be content with imperfect equipment, or tolerate any kind of makeshift, and it is largely this attitude that has furnished the impetus for the laboratory equipment manufacturers, who have been quick to respond. Therefore, as another year closes with this convention, we can again point to further progress, and you should find the program most interesting, inasmuch as it presents the results of 12 months of research and study in the field of cereal chemistry as well as the development of certain mechanical devices necessary for our further advancement.

#### THE BAKING TEST

For years this association has been endeavoring to perfect the baking test and inaugurate something that would meet the needs of a varied demand, but has always met with much discouragement. Committee after committee has worked diligently throughout the years, never wholly successful, but always presenting the results of their labors with hope for the future. Every year a new committee went forth fully determined to find a solution for the most complex problem we have yet undertaken, and never has this particular phase of our research lost the support or interest of the association.

The 1928 baking committee, under the chairmanship of C. G. Harrel, was still unable to solve the problem but did demonstrate very clearly the factors which have been largely responsible for our failures, and after carefully considering his report it was decided that the work would be best handled by means of a research fellowship, such fellowship to be established at some suitable institution under the direction of a committee.

The present baking committee, with Dr. Bailey as its leader, was selected from men who were exceptionally well qualified to serve because of their long experience on previous committees as well as constant study of this particular problem in their own laboratories, and although you may not have heard very much about the work of this group in the past year, I can assure you it has not been inactive.

Aside from the tremendous task of raising sufficient funds (which has been accomplished almost entirely by the untiring and persistent efforts of Mr. Harrel) it was of the greatest importance that some means be devised whereby the variations due to the manipulation of doughs by hand could be overcome. Through the years that the association has been wrestling with this problem many methods have been studied, but after the smoke has cleared away, one

in particular seems to stand out as meeting with most favor, and while certain modifications are likely to be adopted, the basic principles still survive. For the basic formula and method due credit must of course be given to Dr. E. E. Werner.

After accepting the conclusions of our best minds as to the method, it was obviously necessary that the operation of manipulating the dough consistently and uniformly must be a mechanical one. The unusual size of the dough put standard baking machinery out of the question, but our baking committee was successful in interesting the Hobart Mfg. Co. sufficiently for them to specially design a suitable mixer. The committee was also able to interest the Thomson Machine Co. to the extent of developing a molder, and as a consequence they have sealed down and adapted one of their standard type machines to suit our needs. Both machines will be seen in operation at the American Institute of Baking Wednesday afternoon, May 7. We have great hope that this will mark another step forward.

#### FUND FOR RESEARCH WORK

It gives me great pleasure to announce that we have been able to raise a sufficient fund to support our research work under a fellowship for the period of one year. We have chosen the institution where the work will be carried out, and from a large number of applicants for the fellowship, one has been selected who stands out as being pre-eminently fitted for this work, which is a guarantee that it will be completed with the least delay and in the most satisfactory manner.

I can assure you that the baking committee has fully appreciated its responsibility in making its decisions. With the realization that sufficient money was available for only one full year's work and that it would be difficult again to raise a like sum, they were convinced that unless the work could be completed the first year, a difficult situation might result. However, it did seem probable that in the event we were able to obtain the services of a man who by education, experience and ability was especially qualified to conduct this research, there could be little doubt about fully completing the work in the given time. With the entire year spent in preparation, and with a background of several years' study and investigation by the previous baking committees, I believe we are fully justified in predicting that a year hence—at our next annual convention—the 1930 baking committee will be in a position to stage the demonstration of a completely developed test baking method which can be presented to the association with the recommendation that it be adopted as the official baking method of the American Association of Cereal Chemists.

This work was started some six years ago, and I doubt if there is a man here today who at that time appreciated the extent of the problem ahead. Possibly we are too optimistic, but personally I feel very hopeful and believe we are nearing a satisfactory solution.

There is still another phase of our association's activities which should be fostered and encouraged. Prior to 1926, groups of cereal chemists in centers throughout the country felt the need of closer contact and more frequent opportunities for meeting than those afforded by the national organization, and in order to bring this about they formed what were known as "chemists' clubs." This movement was activated by exactly the same spirit as was responsible for the organization of the American Association of Cereal Chemists in 1915. At our 1926 convention there were five local clubs in existence. They were doing such good work that Rowland J. Clark, then president of the association, recommended that they be given recognition and made sections of the national association, a proposal which was adopted at that time. The response from the clubs was immediate and enthusiastic; in fact, it amounted to a friendly rivalry as to which club should be first.

Undoubtedly this was a wise move, because since then there has, without doubt, been an increased spirit of co-operation with the association. As sections the clubs have proved more attractive to the higher type of chemist, who in many cases has not only joined the local section, but also become affiliated with the national association. Undoubtedly this closer relationship has increased and improved the work of the sections—all of which has contributed towards building up and strengthening the organization as a whole.

Recognizing that the sections are now an important part of our association, they have been asked to assume responsibility for the Thursday morning program of this convention. Their close contact with the practical development of the cereal chemist makes it desirable that the national association—particularly the annual convention, be brought into closer contact with those vital and practical problems which the individual member in the front line trench is forced to meet in his daily work. Our conventions should be a clearing house for these problems, and each section should not only have a voice in framing the annual program, but be given every opportunity to take part in it.

This might be best accomplished if each section chairman appointed a program committee, such committee to be responsible for the presentation at each national convention of at least one subject of interest to the section itself or the association as a whole. They should also take part in framing the program. In order to have this proposal operate smoothly, it might be well to insert a paragraph in the by-laws controlling the sections, setting forth rules for its performance.

The finances of the association are in a gratifying condition. We have a comfortable surplus, a contingent fund for emergencies and sufficient money collected to carry on our research fellowship for a year on a basis that will enable us to select the highest type of man and offer him sufficient remuneration to make the proposition attractive.



**MINNEAPOLIS**

Demand for flour has again subsided and is of a decidedly routine nature. Since April 28, total bookings have averaged about one-third capacity. Current inquiry is even less.

**Unfilled Orders Large.**—Spring wheat mills, on the average, are carrying 25 per cent more business on their books than a year ago. On this account, and with new-crop prices pending, millers do not anticipate much activity in the near future.

**Specifications Slow.**—Shipping directions are growing scarcer all the time. Naturally, the better class of buyers were the first to order out their flour, and it is becoming more and more difficult to get the others to take delivery. In all probability, as the season advances, more trouble will be encountered. Millers, naturally, are anxious to clean up these old contracts and get them out of the way before the new crop is harvested.

**Clears in Slow Demand.**—Demand for clears is very limited and prices weaker. A nominal asking price for good first clear is around \$4.80 bbl, bulk, but sales have been reported under this basis. Second clear also is moving slowly.

**Exports Moderate.**—Some business was done last week with European buyers, for shipment from Buffalo. Interior Minnesota mills, however, cannot compete successfully with Canadian, or flour milled-in-bond at Buffalo, although they are selling a little right along to Cuban and Brazilian buyers.

**Flour Prices.**—Quotations, May 6, hard spring wheat flour, basis cotton 98's or jute 140's, Minneapolis: short patent \$6@6.40 bbl; standard patent \$5.70@6, second patent \$5.50@5.70; fancy clear \$5.25@5.45, first clear \$4.95@5.10, second clear \$3.25@4; whole wheat, \$5.20@5.50; Graham, standard, \$5.15@5.20.

**Mills in Operation.**—Of the 26 Minneapolis mills, the following 13½ were in operation May 6: Atkinson, King Midas, Minneapolis, Northwestern Consolidated A, Pillsbury A (one half), A South, Anchor, Palisade and Phoenix, Russell-Miller, Washburn Crosby B, C, F and Gold Medal feed.

**SEMOLINAS**

Semolinas were reduced ¼c lb this week, again establishing a new low level for the crop. Demand, however, is indifferent, being confined to single car lot orders to scattered buyers whose contracts have about expired. The rank and file of the industry are still well supplied and continue very slow about furnishing shipping directions. Durum mills are meeting with considerable difficulty in getting enough directions to run on. No. 2 semolina is quoted at 3¼c lb, bulk, f.o.b., Minneapolis; intermediate grades 2¼@3c; No. 3 semolina, 2¼@2½c. In the week ending May 3, nine Minneapolis and interior mills made 57,483 bbls durum products, compared with 63,981 in the previous week.

**MINNEAPOLIS FLOUR OUTPUT**

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

	Weekly capacity bbls	Flour output of activity bbls	Pct.
April 27-May 3	407,100	183,257	45
Previous week	407,100	189,372	47
Year ago	460,800	226,630	48
Two years ago	460,800	234,776	51
Three years ago	460,800	177,739	38
Four years ago	429,200	212,761	49
Five years ago	448,700	161,978	30

**CROP YEAR OUTPUT AND EXPORTS**

Flour output and foreign shipments by mills of Minneapolis, St. Paul and Duluth-Superior, also by "outside" mills in Minnesota, North and South Dakota, Montana and Iowa from Sept. 1, 1929,

to May 3, 1930, with comparisons, in barrels (000's omitted):

	Output		Exports	
	1929-30	1928-29	1929-30	1928-29
Minneapolis	7,269	7,732	23	24
St. Paul	248	293	10	10
Duluth-Sup.	746	820		
Outside	6,632	8,395	120	333

**OUTSIDE MILLS**

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

	Weekly capacity bbls	Flour output of activity bbls	Pct.
April 27-May 3	439,950	194,857	44
Previous week	439,950	197,050	45
Year ago	436,950	232,907	53
Two years ago	428,700	231,217	52
Three years ago	440,700	268,878	56
Four years ago	424,890	217,104	51
Five years ago	433,990	210,048	48

**NOTES**

Joseph L. Walker, vice president and sales manager of the Larabee Flour Mills Co., Kansas City, was in Minneapolis, May 4-7.

Arthur F. Evenson, of the State Board of Grain Appeals, Minneapolis, is in Washington attending a conference on grain grading.

H. H. King, president of the H. H. King Flour Mills Co., Minneapolis, returned recently from Florida, very much improved in health.

A. W. Strong, president of the Strong-Scott Mfg. Co., Minneapolis, has been re-elected president of the Citizens Alliance of Minneapolis.

The Union Hay Co., of Minneapolis, has filed a voluntary petition in bankruptcy. Liabilities are listed at \$22,700 and assets at about \$3,000.

H. F. Horner, an attorney of Fargo, N. D., has been appointed counsel for the Northwest Grain Association, and will make his headquarters in Minneapolis.

William Hoyt Urey, division manager at Chicago for Standard Brands, Inc., spent April 30 at St. Paul, with V. A. Smoots, manager of the northwestern division.

Allan W. Hockenberger, of Minneapolis, has been made manager of the Memphis, Tenn., branch office of the Washburn Crosby Co., Inc. He left to take over his new duties last week.

A meeting of the Northwest Spring Wheat Millers' Club was held in Minneapolis May 6, for a discussion of general trade conditions, at which John S. Pillsbury, the new president of the club, presided.

Everett, Aughenbaugh & Co., Minneapolis, has engaged Edward R. Halton, of Altoona, to represent the company in western Pennsylvania, and Arthur H. Andrews, of Minneapolis, to travel in southern Iowa.

A. E. Neass, until recently manager of the Minneapolis branch of A. A. Nixon & Co., of Omaha, has started in the feed jobbing business for himself, under the name of the Neass Sales Corporation. His office is in the Flour Exchange, Minneapolis.

Kenneth S. Templeton, of Lake Forest, Ill., connected with the Continental Grain Co., has acquired a membership in the Minneapolis Chamber of Commerce. Another new member is William L. Brisley, manager of the Occident Terminal Co., of Duluth.

William E. Mullin and Luke J. Dillon, former salesmen for the Quinn-Shepherdson Co., Minneapolis, have organized the Mullin & Dillon Co., with offices in the Flour Exchange, to do a general cash grain business. The new company has

secured a membership in the Chamber of Commerce.

W. J. Elliott, assistant general freight agent at Minneapolis for the Great Lakes Transit Corporation, spent the week-end at Duluth, and reports navigation on the lakes in full swing. The accumulation of flour and feed for the opening was not as heavy as usual.

The Standard Products Co., of Des Moines, Iowa, has been incorporated with \$50,000 capital stock, to make a gluconated yeast product for use by mixed feed manufacturers. The company has a factory at Norwalk, Iowa, the capacity of which is to be increased to 20,000 lbs daily. Ernest I. Sargent is president, A. E. Sargent vice president, W. I. Sargent secretary, and T. S. Hearne treasurer.

**DULUTH-SUPERIOR**

The present inquiry for flour only covers requirements for about the next 90 days. Interest in new crop flour has not opened as yet, according to mill advisers, but the trade continues to watch closely crop and market developments. Interest holds for clears that can be shipped promptly, but business is hard to put through, as mills have little or none to sell. Shipping directions are being given in fair volume on former contracts.

Buying of semolinas has not picked up. Old contracts continue to be shipped out, and supply current consumptive needs. In general the market indicates inactivity, with the trade waiting for crop prospects and future price trend.

Quotations, May 3, Duluth-Superior, f.o.b., mills, in 98-lb cottons: first patent, \$6.30@6.55; second patent, \$6.10@6.35; first clear, \$5.50@5.80; second clear, \$4.15@4.40.

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

	Output bbls	Pct. of activity
April 28-May 3	21,750	59
Previous week	21,815	60
Year ago	15,620	51
Two years ago	19,615	53

**NOTES**

J. D. McCaull, Minneapolis, was a business visitor in this market April 30.

Mr. and Mrs. Harry Zinsmaster and children are expected to return home about May 10 from a European trip of several months' duration.

J. A. Mull, of Minneapolis, connected with the Central Elevator Co., spent April 28 here with the trade. Harold W. Boyd, of the Cargill Elevator Co., was also here April 28.

The April grain movement at Duluth-Superior proved decidedly slow and narrow, total receipts shown being 1,548,324 bus and shipments 829,635 bus. This compared with 4,216,080 bus taken into store in April, 1929, and shipments of 8,969,792 bus. A later opening of navigation this year, April 29, as against April 15 last year, naturally had a restricting effect on shipments, as well as the lack of eastern and foreign demand for grain. A little business in durum has been worked since the lake shipping season started, and the situation may improve somewhat. Vessel men report chartering dull, shippers not making much in the way of sales, and inquiry for boat space being extremely light for opening movement. The largest stocks in the history of the market also have restricted elevators in receiving grain, until an opening is provided by shipping operations on an extensive scale. The freight rate on wheat to Buffalo holds unchanged at 2c per bu, with very little business. The same rate is quoted nominally to Georgian Bay, while an easier tendency prevails as regards Montreal, a 1c cut being offered to an 8c basis for that port.

**MONTANA**

Some flour is being booked by Montana mills, but the volume appears to be an indication of lack of confidence on the part of buyers, notwithstanding the advance in premiums on fancy spring wheat.

Shipping directions are fair, but present indications point to a "famine" for the next week. Quotations, May 3, f.o.b.,

mill, car lots, cotton 98's: first patent \$5.50@5.70 bbl, standard patent \$5.30@5.50, first clear \$5.10@5.30.

**NEW YORK BAKERS CONTINUE ANTISTALE RETURN DRIVE**

New York, N. Y.—The New York Bakers' Association, Inc., is taking active steps against the stale bread evil that costs the industry so many thousands of dollars every year. Through the series of district meetings that are being held in every part of the state a drive for better stales control is being developed, with an effort to enlist not only the independent baker, but the big baker, the grocer, and the public as well. At the meeting in Rochester, on April 23, the plans suggested for stales regulation include a report by each baker and his percentage of returns at the end of the month, to the state secretary, also the compilation of a manual containing the methods of those bakers who have been most successful in getting stales returns down to a minimum. The subject will be discussed by bakers of northern New York at the meeting at Malone, May 8.

**FOUNDER OF NEW ORLEANS**

**MACARONI FIRM IS DEAD**

New Orleans, La.—Jacob Cusimano, president of J. Cusimano & Co., macaroni manufacturers, died at his home here May 1 after a short illness. Mr. Cusimano was a leader in the macaroni trade. He left his native Palermo 50 years ago and came to New Orleans where his first business venture was in the produce business. Due to his untiring efforts, business increased steadily and he entered the import business; and then branched to macaroni manufacturing. The demand for his products increased so rapidly that it was soon necessary to erect a large factory. Surviving Mr. Cusimano are his widow, six sons, three daughters, and 11 grandchildren.

**RODNEY MILLING CO. ADDS**

**WHEAT STORAGE CAPACITY**

Kansas City, Mo.—Excavation work has already begun on the property of the Rodney Milling Co., here, preparatory to an addition which will double the grain storage capacity of the mill, according to L. S. Myers, vice president and general manager of the company. The work just started will add 250,000 bus to the storage facilities, bringing the total to 500,000 bus.

It is expected the construction work will take about two months, which will conveniently bring completion in time for the big grain movement.

**ROY NAFZIGER WINS FIRST**

**IN STEEPLECHASE EVENT**

Kansas City, Mo.—R. L. Nafziger, president of the Schulze Baking Co., Kansas City, riding one of his own stable entries, Grace Cullum, won the members' challenge cup race in the first point-to-point steeplechase of the Mission Valley Hunt Club.

Mr. Nafziger's victory, coming as it did in the last event on the card, brought a thrill to the spectators, because all entries were Kansas City owned and speculation as to the winner was high.

**CHAIN STORE BAKERY IN**

**KANSAS CITY COMPLETED**

Kansas City, Mo.—Safeway Stores, Inc., has just moved into its new building here which, in addition to serving as an office for division headquarters, a purchasing depot and warehouse for five states, also includes a modern bakery which takes up two floors of the four-story building. Bread is the principal product manufactured in the new building, and all the newest appliances are used in its baking.

**BAKING FIRM CHARTERED**

New York, N. Y.—Incorporation papers were filed last week for the Herbst Baking Corporation, to do a general bakery business in Manhattan. The incorporators listed were all members of Rubenold & Scribner, local attorneys.

# 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: "Palmking"

**KANSAS CITY**

Southwestern mills participated in the best week's business since that of Feb. 8, when 89 per cent of capacity was booked. Last week, 77 per cent of capacity was sold, which compares favorably with 53 per cent the previous week and 31 per cent for the same period a year ago.

**Sales Lighter Here.**—New business in Kansas City was not on a par with that of country mills, principally due to the curtailment of export sales in comparison with those of the previous week. Demand was fair, however, and sales amounted to a little less than half of capacity on some days and dropped as low as 25 per cent on others. Inquiry is coming from small bakers and jobbers, for the most part, and shipments of more than 3,000 bbls are out of the ordinary. A fair part of the business developed as resting orders were uncovered on the declining market.

**Shipping Directions Slow.**—Buyers apparently are purchasing the cheaper flour when possible, instead of ordering out the higher priced stuff on old contracts, judging from complaints regarding directions. Considering the slowness of directions, operations have held up well. The percentage is still far above the five- and 10-year averages and is even better than that of the previous week.

**Decline in Export.**—In comparison with the buying flurry of two weeks ago, export business seems very inactive. Sales reverted to the small scattered shipments that have characterized export all spring. Holland and the United Kingdom were buyers again, but the majority of shipments were to the Latin American countries.

**Prices Unchanged.**—Although prices advanced 10c bbl the first of the week, declines in wheat brought them to the same level of the previous week. Quotations, May 3, basis cotton 98's or jute 110's, f.o.b., Kansas City, dark hard winter wheat: short patent, \$5.50@6.10 bbl; 95 per cent, \$5.25@5.60; straight, \$5@5.30; first clear, \$4.25@4.35; second clear, \$3.65@3.75; low grade, \$3.50.

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

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

60 REPRESENTATIVE MILLS

	Weekly capacity bbls	Flour output bbls	Per. of activity
April 27-May 3	322,950	199,789	62
Previous week	322,950	154,330	48
Year ago	329,550	204,048	62
Two years ago	315,360	198,360	63
Five-year average			68
Ten-year average			55

KANSAS CITY			
	Weekly capacity bbls	Flour output bbls	Per. of activity
April 27-May 3	188,700	155,161	82
Previous week	188,700	152,912	81
Year ago	197,700	114,192	58
Two years ago	197,700	129,476	65
Five-year average			68
Ten-year average			63

WICHITA			
	Weekly capacity bbls	Flour output bbls	Per. of activity
April 27-May 3	62,400	31,562	51
Previous week	62,400	29,622	48
Year ago	62,400	38,938	61
Two years ago	62,400	26,315	42

SALINA			
	Weekly capacity bbls	Flour output bbls	Per. of activity
April 27-May 3	48,000	28,414	59
Previous week	48,000	34,752	72
Year ago	48,000	24,750	51
Two years ago	46,500	39,807	85

OMAHA			
	Weekly capacity bbls	Flour output bbls	Per. of activity
April 27-May 3	27,300	26,536	97
Previous week	27,300	24,892	91
Year ago	27,300	26,793	76
Two years ago	27,300	24,767	91

ST. JOSEPH			
	Weekly capacity bbls	Flour output bbls	Per. of activity
April 27-May 3	47,400	24,395	51
Previous week	47,400	25,419	54
Year ago	47,400	22,319	47
Two years ago	47,400	26,374	56

ATCHISON			
	Weekly capacity bbls	Flour output bbls	Per. of activity
April 27-May 3	31,500	28,503	90
Previous week	31,500	28,759	91
Year ago	31,500	30,708	97
Two years ago	30,900	25,703	83

**PERCENTAGE OF CAPACITY SOLD**

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

April 27-May 3	64
Previous week	62
Year ago	35

Of the mills reporting, 5 reported domestic business active, 15 fair, 14 quiet, 4 slow, 9 dull.

Direct export shipments by all reporting mills outside of Kansas City were 24,938 bbls last week, 29,034 in the previous week, 6,416 a year ago, and 8,179 two years ago.

**NOTES**

Don C. Graham, flour broker, is calling on the trade in Dallas, Fort Worth and Houston, Texas.

A. D. McKelvey, of the Midland Flour Milling Co., Kansas City, spent a week calling on the trade in Ohio.

E. F. Merrill, manager of the Moore-Lowry Flour Mills Co., Kansas City, was a visitor at Topeka mills.

W. H. Burt, traveling representative of the Centennial Mill Co., Seattle, Wash., called on the trade in Kansas City.

O. M. Straube, vice president of the Nutrena Feed Mills Co., Kansas City, has been calling on the trade in Colorado.

Clarence M. Hardenbergh, vice president of the Commander-Larahee Corporation, Minneapolis, visited in Kansas City recently.

E. B. Sewell, manager of the Willis Norton Co., Topeka, Kansas, is making a trip through the Kansas wheat belt observing crop conditions.

J. D. Fleckenstein, manager of the Kansas City office of the Livingston Economic Service, is taking a short vacation at Sioux Falls, S. D.

J. T. Sexton, feed broker, spent several days in Iowa shortly after returning from the eastern markets, where he visited most of his connections.

George T. Russell, general manager and treasurer of the Longmont (Colo.) Farmers' Mill & Elevator Co., was a visitor at the Kansas City Board of Trade.

C. E. Shipp, of the dock and commodity department of the Houston Compress Co., Houston, Texas, called on export managers in Kansas City and spent the week-end with friends in Wichita.

Charles W. Lonsdale, president of the Simonds-Shields-Lonsdale Grain Co., Kansas City, was re-elected second vice president of the United States Chamber of Commerce at the annual meeting in Washington. Mr. Lonsdale was urged to run for the presidency, but declined on account of ill health.

The Hall-Baker Grain Co., Kansas City, has leased the Murray elevator from the Chicago, Burlington & Quincy railroad. The Murray house has a capacity of 2,500,000 bus, giving the Hall-Baker company a total capacity in Kansas City of 5,500,000 bus. The elevator was leased last year by the Norris Grain Co.

Vincent O'Dowd, of the Arcady

Farms Milling Co., Kansas City, has been elected a member of the Kansas City Board of Trade. Erich P. Frank, of the Uhlmann Grain Co., is an applicant for membership on the board on transfer from Wallace C. Bagley, broker for the Uppike Grain Co. A consideration of \$8,000, including the transfer fee, was involved in the transaction. Mr. Bagley is retiring from the grain business.

**OMAHA**

Bookings by mills in the Omaha territory are in fairly good volume. Shipping directions continue to come in satisfactorily. All of the Omaha mills ran full time.

**NOTES**

Good rains fell over Nebraska last week, greatly benefiting the winter wheat crop, which is now in excellent condition.

Hugh A. Butler, president, and Frank P. Manchester, secretary, of the Omaha Grain Exchange, have returned home from a business trip to Washington.

John G. McHugh, secretary of the Minneapolis Chamber of Commerce, visited in Omaha on his way home from Washington, where he attended the meeting of the Chamber of Commerce of the United States.

Edward P. Miller, president of the Miller Cereal Mills, left recently with Mrs. Miller for Los Angeles to join their son-in-law and daughter, Mr. and Mrs. Henry Johnson, who are on the coast for the benefit of Mr. Johnson's health. Mr. and Mrs. Miller will spend the summer in California.

The chemical and protein laboratory of the Omaha Grain Exchange has been remodeled and enlarged. Floor space has been doubled and much new equipment added. The facilities now are sufficient for complete testing and analysis of feeds and flour, with the exception of baking tests, and for the handling of 100 cars of wheat each hour, in protein tests. M. D. Mize is chief chemist.

**SALINA**

Flour business is spotted, in most cases not amounting to any real improvement as a dull day usually follows a busy one. A little more interest is being shown for export and some domestic orders have been placed. Shipping directions are fair. Prices are steady. Quotations, May 1, basis Kansas City, cotton 98's: short patent, \$6.40 bbl; straight, \$5.80@6.10; 95 per cent, \$5.60@5.80.

**NOTES**

C. A. Ogden, Illinois representative for the H. D. Lee Flour Mills Co., visited the mill offices in Salina.

Slow rains recently, ranging from one and a half to two inches over central and western Kansas, have put the wheat in fine shape.

Ted Branson, president of the Salina Board of Trade, represented that organization at the meeting of the Chamber of Commerce of the United States at Washington. He was called home before the conference closed by the death of his father, whose home was in Salina.

**OKLAHOMA**

There is very little new business outside of sales to established trade. Export trade has shown some improvement, the bulk of the business being with Latin America. Prices have advanced from 10 to 20c bbl. Quotations, hard wheat: short patent, \$6.20 bbl; soft wheat, short patent, \$6.40; standard patent, \$5.70.

**NOTES**

The Lindsay Mill & Elevator Co., Bernice, Okla., burned April 22 with a \$10,000 loss. F. K. Barrett is manager.

Don A. Valentine, sales manager for the Acme Flour Mills Co., Oklahoma City, has returned from a brief visit to northwest Texas.

A 25,000-bu elevator will be constructed immediately at Dimmitt, Texas, as a part of the expansion program of the Oklahoma-Texas Wheat Growers' Association.

The A. F. Roberts Construction Co., Sahetha, Kansas, has been awarded the

contract for the construction of a \$20,000 grain elevator of 50,000-bu capacity to be built at Medford, Okla., by the Clyde Co-operative Association.

J. F. Kroutil, president and general manager of the Yukon (Okla.) Mill & Grain Co., has joined his family in Los Angeles. Claude Alexander, sales manager for the company, is spending a month's vacation in Arkansas and Texas, accompanied by his wife and daughter.

John Manley, Enid, Okla., general manager of the Oklahoma Wheat Growers' Association, has announced the Oklahoma Wheat Pool Elevator Corporation, its subsidiary, will acquire 140 or more rural grain elevators in the northwest Oklahoma and Texas Panhandle wheat districts.

H. P. MacGowan, United States trade commissioner at Panama City, conferred with the export committee of the Oklahoma City Chamber of Commerce on trade expansion matters. A. J. Zubieta, export sales manager for the Oklahoma City Mill & Elevator Co., is chairman of the committee.

**WICHITA**

Further reduction in flour prices has failed to help business. In fact, there has been a slight falling off from last week. Domestic demand is generally reported quiet, while export is fair, and one mill reports good business abroad. Shipping directions are improved but are still rather slow. Prices show some irregularity, with short patent flour quoted at \$6@6.40 bbl, in cotton 48's, basis Kansas City territory.

**NOTES**

J. Angulo, export sales manager for the Wichita Flour Mills Co., is on a trip to Cuba and the West Indies.

S. T. McDowell of Rockhill, S. C., has been appointed southeastern sales representative for the Consolidated Flour Mills Co.

Andrew Smith, sales manager for the Wichita Flour Mills Co., is making a fortnight's trip through the Southeast with R. H. Addington, the firm's Atlanta representative. He also will attend the southern bakers' convention, at Chattanooga, Tenn., May 12-14.

**HUTCHINSON**

Almost complete absence of interest resulted in a limited flour business. Bookings are considerably smaller in volume. Few cables were received and only a limited amount of cut straight was sold to Latin America, nothing going to Europe. Shipping directions were a shade easier to get, although operations are still well below capacity. Quotations, basis cotton 98's, Kansas City: short patent, \$6 bbl; straight, \$5.50; first clear, \$4.

**NOTES**

Harry Hunter, sales manager for the Altia (Kansas) Mills, was in Kansas City on business.

J. M. Blair, manager of the Lyons (Kansas) Flour Milling Co., returned from a short motor trip to Chicago.

The Hutchinson plant of the Consolidated Flour Mills Co. was slightly damaged by a fire on May 1. The origin of the blaze discovered on the roof was not determined.

W. A. Chain, secretary and manager of the Security Flour Mills Co., Abilene, Kansas, attended the recent meeting of the Chamber of Commerce of the United States at Washington.

William Kelly, president of the William Kelly Milling Co., Hutchinson, plans to be in Washington, D. C., to attend the commencement exercises at National Park Seminary, from which his daughter, Miss Alice Kelly, will graduate.

**RICE PLANTING PROGRESSES**

OKLAHOMA CITY, OKLA.—Planting of rice is progressing rapidly in southern areas, according to the report issued by the American Rice Growers' Association. Conditions attending the planting are very satisfactory except in Louisiana, where a dry top soil is retarding seeding somewhat. Good prices and a satisfactory movement continuing through the season are being reflected in an increased acreage.

## CENTRAL AND SOUTHERN STATES

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### TOLEDO

Last week was seemingly without especial and outstanding significance so far as foreshadowing the future of the wheat market and of milling. It seemed to be sort of a standoff, a case of arrested development or period of rest for recuperation and more nearly finding itself; or, on the contrary, it might be variously interpreted, and more or less in accord with one's natural or acquired inclination and presuppositions—either as presaging future strength or weakness.

As a matter of fact and definite accomplishment, the market witnessed considerable liquidation of the May future, transference of hedges into July, heavy deliveries to the Grain Stabilization Corporation, said to have the largest single holding of wheat ever known, carriers buying May and selling July for the sake of the carrying margin, foreign buyers playing fox and leaving things alone at crucial times,—and all this activity and influence focused on prices with remarkably little disturbance to the market and nothing like an upset.

**No Drastic Decline.**—To be sure, new lows were established on several days, but there was no drastic and far reaching decline. Short selling has been intimidated by the allied federal agencies, which might be described as having run a corner in May wheat. And there is no telling when they may support the market. If they are left with a corpse to bury, it is a little different than would be the case with private individuals.

The big problem, which looms on the horizon, is what may happen to the market, if present prospects for the crop are realized, when the movement of new wheat comes in contact with the large carry-over and congested stocks at harvest. The condition of the winter wheat crop is low enough to leave room for improvement and augmentation of the final outturn, the spring wheat crop has been put in under excellent conditions, acreage probably but slightly reduced, and weather and soil conditions in Canada have not been unfavorable.

**Whither the Market?**—Therefore, July and September new crop futures are in the limbo of a suspended sentence. They could go higher or lower, depending upon how the winter and spring wheat crops come out. There is no indication as yet of 75c wheat, which has been spoken of as a possibility. July and September wheat have been ruling at a premium over May when, as a matter of fact, there will be much more wheat available for delivery in those months than in May, not only the carry-over of the old crop but all of the new.

So far as reported there does not appear to have been any notable improvement in soft wheat milling conditions as a result of the decline in prices. Nobody is getting very "hot" on buying flour, yet there are some sales being made all the time. In fact, some millers say that business is fairly satisfactory, but it is noticeable that they are not increasing the rate of operation of their mills. Nearly all of them need business bad enough to cut prices to the bone if necessary to get it. And then many of them lose out.

**Flour Prices.**—Soft winter wheat standard patent flour was quoted, May 2, at \$5@6.25, local springs \$5.25 and local hard winters \$5, in 98's, f.o.b., Toledo or mill.

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

	Weekly capacity	Flour output of ac-bbls	Pct. of ac-tivity
April 27-May 3...	115,950	52,011	71
Previous week...	131,550	58,323	67
Year ago.....	119,790	74,817	62
Two years ago...	148,000	58,927	40
Three years ago...	40,500	18,496	46

### NOTES

J. P. Lackey, in charge of the grain and feed department of the National Milling Co., Toledo, will attend the meeting of the Illinois Grain Dealers' Association at Decatur this week.

W. C. Hoareau, of Toledo, until recently Ohio representative for the King Midas Mill Co., Minneapolis, is now with the St. Paul (Minn.) Milling Co., covering Ohio and lower Michigan territory.

The new officers of the Ohio Millers' State Association are W. W. Wickersham, of Dewey Bros. Co., Blanchester, president; Wayne Armstrong, the Armstrong Mill Co., Laurelville, vice president; R. S. Wilcox, 141 W. N. Broadway, Columbus, secretary-treasurer.

Among the representatives of outside mills in Toledo this week were A. M. Tousley, of A. M. Tousley Co., feed, Cleveland, Ohio; C. E. Price, Cleveland, representing H. D. Lee Flour Mills Co., Salina, Kansas; G. E. Amendt, representing J. M. Bour & Co., brokers, Toledo, in Michigan.

### NASHVILLE

Flour demand from the Southeast is moderate, with the aggregate volume of business about normal for this season of the year. Current sales are in excess of shipments for the first time in months. Business is confined largely to lots of 500 bbls and less for shipment in 60 days, and some orders for prompt delivery. Specifications on old contracts are not in large volume, but fairly satisfactory. There is no disposition to speculative business, and as a consequence mills have not had great difficulty in the matter of specifications. Stocks are reported low, and indications are that the present conservative policy will continue through this month.

Quotations, May 3: best soft winter wheat short patent, 98-lb cottons, f.o.b., Ohio River stations, \$7@7.60 bbl; straights, \$5.75@6.25; first clears, \$4.50 @5.

Mill agents are making moderate sales of Minnesota and western flours. Large buyers continue fairly well supplied, stocks running not a great deal behind a year ago. Quotations, May 3: spring wheat first patent, 98-lb cottons, delivered at Nashville, \$6.60@7.10 bbl; standard patent, \$6.35@6.60; hard winter wheat short patent, \$5.85@6.35; straights, \$5.35@5.60.

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

	Weekly capacity	Flour output of ac-bbls	Pct. of ac-tivity
April 27-May 3...	114,450	74,783	65
Previous week...	115,320	79,408	69
Year ago.....	129,420	82,779	65
Two years ago...	131,820	85,468	65
Three years ago...	150,420	95,381	63

Stocks of flour at Nashville, with comparison with the preceding week shown in parentheses, as reported by the Grain Exchange, May 3: flour, 49,000 bbls (47,500); wheat, 411,000 bus (475,000); corn, 66,000 bus (66,000); oats, 165,000 bus (194,000). Receipts of grain last week, 208 cars.

### INDIANAPOLIS

Flour business was abnormally quiet in Indianapolis last week. Mills and mill representatives indicated that they had booked only a car here and there to cover immediate needs. Large buyers were out of the market, and the smaller bakers bought only in lots to meet immediate requirements.

Bakers are complaining about poor business, and there is little hope of im-

provement until employment conditions are better.

Directions on old contracts are very slow, and mills are urging shipping instructions. Inquiry from both foreign and domestic sources is very quiet. Quotations, May 3, f.o.b., Indianapolis, basis 98-lb cottons: soft winter special short patent \$6.50@6.60 bbl, fancy short patent \$6.10@6.30, straight patent \$5.70@5.90, first clear \$4.85@5.15; hard winter short patent \$6.55@6.65, fancy patent \$6.15@6.35, standard patent \$5.75@5.95, first clear \$4.90@5.20; spring short patent \$6.55@6.75, standard patent \$6.15@6.70, first clear \$5.10@5.70.

### NOTES

T. G. Karsell, of the Bloomington (Ind.) Milling Co., was in Indianapolis last week.

Mill representatives calling on the Indianapolis trade last week were: Harold West, of the Ismert-Hincke Milling Co., Kansas City; Joseph Shepper, of the Commander Milling Co., Minneapolis; George Wilkins, of the Lexington (Neb.) Mill & Elevator Co.

The Domestic Feed & Grain Co. will move its offices from the Board of Trade building to its new warehouse at 630 South Capital Avenue, Indianapolis. The company will carry in stock a complete line of feeds, flour and specialize in popcorn. The new building has a floor space of 14,000 sq ft.

### EVANSVILLE

Flour demand is well sustained. Foreign demand continues to strengthen, and shipments on old contracts are steady. Prices are steady after last week's drop. Quotations, May 3, 98-lb sacks, car lots, f.o.b., Evansville: soft winter wheat best patent \$7 bbl, first patent \$6.50, 95 per cent \$6; Kansas hard winter short patent \$7, first clear \$5.60, second clear \$5.25.

### NOTES

Ralph Missman, manager of the Sunnyside Mills Co., Evansville, has been chosen as a member of the committee which is to work for the early construction of the Indiana-Kentucky bridge over the Ohio River.

The old Winslow Flouring Mills plant, one of the historic landmarks of Pike County, Indiana, will be razed to provide room for highway improvements. The mill contains the oldest steam engine in Indiana.

### NORFOLK

The flour market this week has been very dull, and little change in activity has been reported. Quotations, May 2: northwestern springs \$6.35@6.65, second patents \$6.10@6.40; Kansas top patents \$5.95@6.25, second patents \$5.70@6; top winters \$5.90@6.20, second patents \$5.60@5.90; Virginia and Maryland straights, \$5.50@5.75.

### PACIFIC CHEMISTS TO MEET

SPokane, Wash.—The Association of Pacific Northwest Cereal Chemists will hold its second annual convention at Portland, June 6-7. The group was organized last year and held its first annual convention here. The association has membership in four states. James W. Montzheimer, of the Centennial Mill Co., T. R. James, of the Sperry Flour Co., and Joseph Drunheller, of the Spokane laboratories, were the men who conceived the idea of an association and who were responsible for the organization.

### PIE BAKER BUYS APPLE ORCHARD

BAKING companies owning dairies or flour mills have been reported from time to time, but H. C. Hotchkiss, manager and owner of the New England Pie Co., Oakland, Cal., has gone a step further and purchased a 24-acre apple orchard in the Pajaro Valley of California. He will raise Newtown pippins by the most modern and efficient methods of orchard culture, and will use the fruit in his pie factory, which supplies a large part of the territory around San Francisco Bay.

## FLOUR DEFINITIONS ARE CONSIDERED AT HEARING

WASHINGTON, D. C.—Standard definitions on white flour, bolted graham flour, and whole wheat flour, to be made by the Food Standards Committee of the Department of Agriculture, will be announced in the very near future, "if they are arrived at at all," it was announced after the hearing on April 30. The hearing, which was more in the nature of a round table discussion to give the committee the benefit of the ideas of those present, was participated in by representatives of millers, manufacturers of food products, and the consuming public.

Those who appeared before the committee included Dr. H. W. Wiley, former chief of the Bureau of Chemistry; E. E. Huffman, of the Ralston Purina Co., St. Louis; J. G. Stone, of the Wheatena Corporation, Highspire, N. J.; Fred J. Lingham, of the Federal Mill, Inc., Lockport, N. Y., representing the Millers' National Federation; Alfred W. McCann, New York; W. H. Strowd, of the National Soft Wheat Millers' Association, Nashville.

Many recommendations were made, including the elimination of the word "scoured" from the whole wheat definition and the substitution of "essentially all" for "all."

The term "bolted graham" met with objections. It was also advocated by Mr. Lingham that the white flour definition be changed to make the percentage of nitrogen 1, ash 1.5, fiber 1, and that there be added a clause: "Where a flour product contains more than 1 per cent of ash, the use of the word flour in connection therewith in branding shall be accompanied by the qualifying words 'second clear.'"

### INDIAN WHEAT CROP TOPS

AVERAGE BY 7.6 PER CENT

OTAWA, QUE.—The Dominion Bureau of Statistics reports the receipt of a cablegram from the Indian director of statistics at Calcutta stating that the preliminary estimate of the production of wheat in India for the season 1930 is 368,293,000 bus from 30,468,000 acres, as compared with 317,595,000 bus from 32,011,000 acres, the final estimate for 1929, and with 342,347,000 bus from 31,181,000 acres, the annual average for the five years ended 1927. The yield now reported is 15.9 per cent greater than that of 1929 and 7.6 per cent greater than the five-year average. The acreage of 30,468,000 is 4.8 per cent less than that of 1929 and 2.2 per cent less than the five-year average.

### BEMIS BOWLING TOURNAMENT

St. Louis, Mo.—The second annual rolling of the Bemis employees' inter-branch bowling tournament was held at Peoria, Ill., on April 26-27, with the Bemis Peoria branch serving as host. Teams were entered from the Bemis branches at St. Louis, Minneapolis, Indianapolis, Kansas City and Peoria, to compete in five-man, doubles, and individual contests.

The visiting teams, traveling by rail or motor, and most of them carrying substantial groups of "rooters," found upon their arrival at Peoria that their host had made every possible arrangement for their comfort and entertainment, including first-class hotel accommodations, sight-seeing tours and inspection of the paper mill and bag factory, excellent bowling facilities, and a very enjoyable dinner, at which the A. C. Carpenter Cup was presented to the Peoria team as winners of the five-man event.

The bowling tournament, inaugurated a year ago by employee initiative, was lauded highly by A. C. Carpenter, vice president of the Bemis company, and speaker at the dinner, as a means of creating co-operation and inter-branch understanding among Bemis employees.

### NEW MANAGER FOR MILLING FIRM

BIRMINGHAM, ALA.—The Birmingham branch of the H. C. Cole Milling Co. has moved into a new location at 2409 First Avenue North. Thomas L. Douglas, manager of the company here, has resigned, and W. W. Springfellow is his successor.

# 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**

Except for routine business, St. Louis mills might just as well have had no sales departments last week. There was a fair volume of trade done with mixed car buyers, while a few bakers who make it a principle to buy flour only when they need it, were in the market, but there were no bookings of any size reported. During the previous fortnight buyers had picked up considerable flour on resting bids so that the month of April probably saw most mills' sales above average. Even though the market should continue to decline, there is no doubt that this flour was obtained at bargain prices.

**Sentiments Changing.**—Some of the most ardent bears are beginning to believe that wheat is almost low enough and that although no advance can be looked for with any degree of certainty, the price level should be steadier than it has been recently. But these same bears are not in need of flour as they have booked all that they are likely to need for the rest of the crop. In fact it would not be greatly surprising if new business remains exceptionally dull until new crop offers are made and the usual end-of-the-crop booking takes place.

**Directions Fair.**—On the whole shipping directions have continued to come in in fair volume. Some mills report difficulty in getting them but others report them active, a situation undoubtedly caused by the peculiar requirements of their customers. Buyers are taking out their bookings much better than usual this year and cancellations, on the whole, are rare. But some buyers still take their own time in ordering out their flour and do not seem particularly ashamed of not living up to a contract and protest loudly against any attempt on the part of the miller to levy a carrying charge. Luckily this type of buyer is becoming less common; his complete annihilation would be no loss to the milling business or the flour trade.

**Exports Slow.**—Exporting mills did not do so well last week. Foreign buyers, like domestic customers, probably booked all the flour they thought they needed for the present during the past fortnight when a very fair demand was experienced from abroad. No large bookings, however, were made recently so that if prices remain steady there is no reason why export demand should not continue, because buyers abroad probably do not have their requirements as well taken care of as have those in home markets.

**Prices.**—Flour quotations, May 3, basis jute 140's, St. Louis: soft wheat short patent \$5.55@5.95, straight \$5.10@5.35, first clear \$4.10@4.50; hard winter short patent \$5.10@5.40, 95 per cent \$4.80@5, first clear \$4.20@4.30; spring wheat top patent \$5.75@6.10, standard patent \$5.40@5.75, first clear \$4.50@4.75.

**FLOUR OUTPUT**

Output of St. Louis mills, with a weekly capacity of 60,300 bbls, as reported to The Northwestern Miller:

	Output bbls	Pct. of activity
April 27-May 3	39,100	49
Previous week	38,900	44
Year ago	32,900	51
Two years ago	27,300	45

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

	Output bbls	Pct. of activity
April 27-May 3	41,500	48
Previous week	43,400	50
Year ago	47,600	55
Two years ago	41,900	48

**NOTES**

Frank M. Sabo, a miller with the Plant Flour Mills Co., St. Louis, has resigned in order to accept a position with a well-

known South American milling company, Roncallo Hermanos & Cia, Barranquillo, Colombia.

James C. Stone, vice chairman of the Federal Farm Board, will speak at a luncheon meeting of the St. Louis Chamber of Commerce on May 7 on "How the Farm Board Will Affect Business." It is expected that a large number of the local grain and milling trades will attend the luncheon.

The Ralston Purina Co., St. Louis, announces that 30 outstanding men students in the leading agricultural colleges will be given practical business training in the offices of the company here this summer as a means of assisting them in finding their future place in industry after graduation.

**MEMPHIS**

Unsettled conditions in the grain market continue to influence buyers of flour, who are taking as little as possible. Shipping instructions are reported as fairly satisfactory by most of the trade although some mill representatives complain that contracts are being allowed to ride while current needs are obtained from other sources at cheaper levels. However, expressions are generally indicative of expectation that the situation will work itself out and continue healthy.

Quotations are being slightly shaded, with many of the mills only naming prices when business is offered. Supplies are light in all hands and ruling prices are considered cheap, but general trade conditions are hesitant.

Flour quotations, May 3, basis 98's, car lots, f.o.b., Memphis: spring wheat short patent \$6.80@6.90; standard patent \$6.20@6.60; hard winter short patent \$6@6.50; standard patent \$5.35@5.75; soft winter short patent \$6.80@7.50; standard patent \$6@6.50; western soft patent \$6@6.10; low proteins, \$5.10@5.35; blended 95 per cent patent, \$5.60@5.75.

**NOTES**

C. B. Stout, of the Dixie-Portland Flour Co., Memphis, last week visited Washington, Mo., where he operates a flour mill.

George T. Russell, general manager of the Longmont (Colo.) Farmers' Milling & Elevator Co., was in Memphis last week, the guest of the southern representative, H. S. Hughes.

**NEW ORLEANS**

Although it has not started to move in volume as yet, interest is being shown in the new wheat crop, and if prices are favorable there is expected to be an improvement in business. Demand continued quiet last week, and prices closed unchanged, showing but slight variations throughout the week.

Buyers continue to hold to their method of buying for immediate requirements only, but some future purchasing is expected when the new crop begins to move, provided quotations are in line with buyers' ideas. It is reported among the trade here that a Texas mill is making new crop flour offers. There is a general feeling of optimism in the local trade and it is believed that this summer will find general business conditions improving in New Orleans.

Prices seemed unable to hold any advances last week. Quotations were up one day, only to return to a low level the next. Prices are fairly low, but most buyers are not inclined to take hold, preferring to wait until the new crop is quoted.

Country trading also was light, although a few dealers reported sales of fairly large quantities. Most country

buyers are taking hold only for immediate requirements, despite lower prices.

Flour quotations, May 2, basis 98's: spring wheat short patent \$6.75 bbl, 95 per cent \$6.35, 100 per cent \$6.15, cut \$5.90; hard winter short patent \$5.50, 95 per cent \$5.20, 100 per cent \$5.05, cut \$4.75, first clear \$4.60, second clear \$4.10; soft winter short patent \$6.60, 95 per cent \$6.10, 100 per cent \$5.90, cut \$5.60, first clear \$5.10, second clear \$4.60.

Semolina prices continued to hold their unusually low level, the lowest they have fallen in years, but macaroni manufacturers seem to be well stocked and are not taking hold in large quantities. No. 2 semolina was quoted, May 2, at 3 3/4¢ lb, bulk.

Foreign call remained quiet, and the European demand declined considerably. Latin American exports, however, held up fairly well, and nearly made up for the drop in the European volume. There was a fair interest being shown in local offerings by buyers in both Latin America and Europe, however, and they were in some instances watching the market closely. The majority of them prefer to wait until they know more about the new crop prices before taking hold in large quantities. Most of the shipments during the week were of small quantities, intended mostly to cover immediate requirements.

During the seven days ended May 2, a total of 37,745 200-lb bags were shipped from this port of which Latin America took 37,445 and Europe 300, all of the latter going to Bremen and Hamburg.

**THE RICE MARKET**

The rice market was very quiet last week, with little interest being shown by buyers. Receipts of both rough and clean were also light. Quotations are steady. The market is unusually dull, especially in rough receipts and sales. Rough rice, however, is never in great demand in New Orleans, but trading is usually stronger than at present. There were no sales reported during the week of a large quantity of either clean or rough. Buyers are evidently well stocked or are waiting for lower prices, which are expected to arrive shortly.

Rough receipts during the season to May 2 amounted to 302,673 sacks, year ago 291,189; clean receipts this season 679,391 pockets, year ago 947,211.

Rough sales during the season to May 2 amounted to 7,077 sacks, year ago 38,357; clean sales this season amounted to 218,758 pockets, year ago 229,957.

**NOTES**

George E. Pereira, president of the Louisiana Baking Corporation, has left New Orleans for a trip to the Houston plant of his company.

J. Patout Burns, of J. S. Waterman & Co., Inc., has returned to New Orleans from a six weeks' trip throughout Mississippi and Alabama.

**ARGENTINE MILLFEED IMPORTS**

Figures compiled by the Hook-Up of the Millers' National Federation show that in contrast to the usual situation wherein Canada furnishes about 95 per cent or more of the United States imports of millfeed, Argentina supplied 84.1 per cent during February, 1930, and Canada only 2.6 per cent. The average import value per ton of Argentine millfeed was \$23.79, somewhat higher than the average, while the average import value per ton for Canada was \$25.20. Argentine imports during February totaled 2,395 tons.

**FLAMES DESTROY 58-YEAR-OLD BAKERY**

FIRE recently destroyed the Norton Bakery, in Lee, Mass., which had been owned and operated by Thomas Norton, in the same location, for 58 years. Mr. Norton, 82, also was the owner of surrounding buildings destroyed by the flames, and his total loss was estimated at \$75,000, only part of which was covered by insurance. He was active in his bakery each day before the fire, and may build a new shop, he said.

**C. H. LEAMAN, OF WINNIPEG, GRAIN MERCHANT, IS DEAD**

WINNIPEG, MAN.—C. H. Leaman, well-known grain man of Winnipeg and a member of the Winnipeg Grain Exchange Council, died with tragic suddenness last week, while driving in his automobile. He was 62 years of age and leaves a widow and one daughter.

Mr. Leaman came to Winnipeg from North Dakota some 20 years ago and has been identified with the grain and elevator business since, being manager of the Saskatchewan & Western Grain Co., Winnipeg, at the time of his death. He had been engaged in the grain business in the United States prior to coming to Canada.

Members of the Grain Exchange were shocked to hear of his death as he had been on the exchange just a few hours before. Trading was suspended for a short time, May 3, while W. A. Murphy, president, made the announcement and traders paid their respects to a highly esteemed member by observing a period of silence in the wheat pit.

**CROP IMPROVEMENT SCHOOL TO BE HELD FOR GRAIN MEN**

A two-day crop improvement school for Brown County grain men will be held in Aberdeen, S. D., May 27-28. The school will consist mainly of laboratory work for the elevator managers on such subjects as methods of grain grading, varieties of crops adapted to the county, and methods of improving grain conditions.

Elaborate preparations are being made to accommodate the 100 or more managers who are expected to attend. Nearly 50 managers already have signified their intention of enrolling for the work.

The school is a definite part of the intensive program that is being sponsored in the county by the Northwest Crop Improvement Association and several other co-operating agencies.

**FEDERATION URGES PROMPT RETURN OF CENSUS FIGURES**

The Hook-Up of the Millers' National Federation reports that, according to the Department of Commerce, it required but three weeks to compile the milling census as part of the census of manufactures in 1927, but that 61 weeks elapsed from the time that forms were mailed to mills until the last report was received in Washington. Another census is now under way, and many mills have not yet furnished reports to the government. The Hook-Up urges that all mills report the figures at once and thus aid in the early publication of the figures.

**WORK STARTED ON LARGE NEW FEED MILL IN OGDEN**

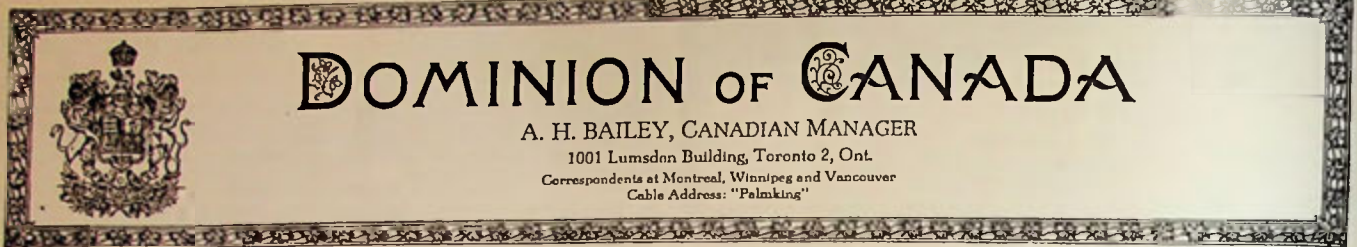
OGDEN, UTAH.—Within less than a week after announcement had been made that the Sperry Flour Co. would build a new five-story feed mill in Ogden, ground was broken for this new plant on April 28, in the presence of city and county officials, civic leaders and many interested in the flour milling and grain shipping business. The plant will be ready for operation early in October, according to announcement of C. F. Dinsmore & Co., contractors.

**HEAVY KANSAS POTATO ACREAGE**

KANSAS CITY, Mo.—The Union Pacific railroad reports 8,495 acres planted to potatoes tributary to its rails in the Kaw valley. This compares with 8,267 acres in 1929, but the apparent increase this season is due to the addition of Belvue, Kansas, with 10 acres, and Wamego, Kansas, with 205 acres, to this season's list.

**CLEVELAND EXCHANGE MOVES**

CLEVELAND, OHIO.—The Hay and Grain Exchange of Cleveland has moved its offices and testing laboratory to 501 Western Reserve Building. Quarters were formerly occupied on Stones Levee where the Cleveland Grain Co. elevator fire recently caused wholesale destruction.



### THE CANADIAN BUDGET SPEECH

THE Canadian minister of finance, the Hon. Charles A. Dunning, delivered the annual budget speech in the house of commons at Ottawa on the afternoon of May 1, before a crowded house. This was Mr. Dunning's first address of the kind, he having succeeded the Hon. James A. Robb as finance minister following that gentleman's death last fall. Mr. Robb was a miller and Mr. Dunning a grain man before their entry upon political careers.

The circumstances surrounding this budget address give it unusual commercial and political significance. The budget is always the big event of each session of Canadian parliamentary life, but this time it had the added interest of following a drastic tariff revision in the United States, an impending imperial conference in London and a not distant federal election in Canada. All of these had an effect on the fiscal policies announced by Mr. Dunning, to say nothing of the fact that he was speaking for a party that has always espoused low tariff principles and is himself partial to free trade in theory. On these several grounds this particular speech was awaited in Canada with an unusual degree of public interest.

Now that the budget is before the public and a few days have been given to its consideration it may be said that no more important announcement of its kind has been made since Sir Wilfred Laurier's famous British preferential declaration in 1897. When the Hon. W. S. Fielding, then minister of finance, delivered that famous address he turned over a new page in the history of the British Empire. This present budget may be repeating Mr. Fielding's performance. It is not so much the content that carries this significance as the setting in which it was made and the direction in which it points. Leaving aside for the moment its several new tariff and taxation features, there is one dominant note around which everything else revolves. Whether one agrees with Mr. Dunning and his party in politics or not, practically every Canadian must have felt proud of the declaration that Canada is now prepared to go almost to any limit in the direction of imperial preferential trade. This made instant appeal to the growing consciousness of the country that her place in the realm of economic development lies with Great Britain and the empire.

For many years this feeling has been in process of incubation in Canada. The school of thought that held to the continental idea was definitely forced to admit defeat by the passage of the United States tariff of this year. An adverse trade balance of \$100,000,000 per annum with the United States to which nearly another \$100,000,000 will be added by the latest Washington revision left Canada no option but to look elsewhere for customers for the foodstuffs and other things that she produces every year. Annual imports of somewhere over \$800,000,000 worth of goods from the United States can never be balanced with exports under a tariff situation such as now exists on this continent, so the Dominion has no other choice than to seek a trade development elsewhere that will meet her own particular needs.

There are many in Canada who regret the necessity for making any such choice. Every consideration of kinship, friendship, neighborliness and geographical convenience runs counter to it, but the decision to have it so was made in Washington and not in Ottawa. With that decision Canada can have no quarrel, nor will she even so much as complain. The domestic interests that controlled at Wash-

ington were sufficient for Congress and the rest is no other person's business. In the long run, and it may not be so long as history goes, the combination of circumstances that led to the changes in Canadian policy announced by Mr. Dunning will probably prove to have been a blessing.

### TORONTO

In Toronto territory last week was unusually quiet as far as sales of spring wheat flour for domestic use were concerned. Just the routine turnover of mixed car and bakery deliveries was noted. Quite a few bakers still are working on old contracts at higher prices. This is holding up the reflection of current conditions in wheat in the price of bread. Prices are unchanged. Quotations, May 3: top patents, \$7.90; patent, \$7.65; second patent, \$7.30; export patent, \$6.90; first clear, \$6.20; graham flour, \$6.60; whole wheat flour, \$6.60,—all per bbl, in 98-lb jute bags, f.o.b., mixed cars, less 10c bbl, spot cash, plus cartage if delivered.

**Ontario Winters.**—Ontario winter wheat flour is selling in limited quantities to domestic buyers at former prices. In quite a few sections of Ontario the old crop wheat is cleaned up, and mills are depending on other districts to supply their needs. Not all the wheat grown in Ontario finds its way into flour mills as an increasing quantity is used by farmers for feeding purposes each year. Quotations, May 3: \$4.75@4.90 bbl for bulk lots of 90 per cent patents, from country mills, in buyers' bags, basis Montreal freights, or \$4.90@4.95, in secondhand jute bags, car lots, Montreal or Toronto.

**Exporting.**—Export business was quiet with spring wheat mills. There was a certain amount of business with established connections in the United Kingdom and some scattered sales to Europe, but the total volume of orders was not large. Norway was in the market again, but only a few mills cater to this trade. With weaker prices for wheat export, patent springs sold about 6d lower than before. Quotations, May 3: export patents 29s per 280 lbs, jute, London basis, May-June seaboard loading.

Ontario winters are nominally worth 32@33s per 260 lbs, jute, London basis; Glasgow 6d over.

### NOTES

Paul Freeman, who has been superintendent of the West Toronto plant of the Maple Leaf Milling Co., Ltd., has left to take up new duties with the Port Colborne mill of that company. Before leaving Mr. Freeman was presented by his fellow employees with a traveling bag.

The flour mill at Delhi, Ont., owned by Quance Bros., Ltd., burned on April 30. The building and contents were totally destroyed and estimates of the loss range from \$60,000 to \$125,000. This was one of the oldest milling plants in Ontario, having been established over 50 years ago.

On April 18 there were 186,499,029 bus of Canadian wheat in store, including that at United States lake and Atlantic seaboard ports, as compared with 174,623,898 on the same date of previous year and 136,928,416 in 1928. In 1927 the quantity was slightly over 85,000,000 and in 1926 over 95,000,000.

At least two different concerns are discussing the idea of a new pie factory in Toronto. Both of these are from the United States side of the line and appear to be expert in this business. They maintain that Toronto is not getting first class pies at present and that people who

eat in restaurants would gladly pay more for a better article.

The news from England that the British government has about decided to enforce mixing of home grown wheat in all flour used in home consumption is exciting much interest in Canadian milling circles. What effect such a regulation will have on imports of flour from Canada is not fully apparent. This will depend on its application.

In the eight months ending March Great Britain's purchases of Canadian flour totaled 1,498,235 bbls and headed the list of buyers. Germany came second with 551,983 bbls, the British West Indian islands third, taking 533,091 and China next with 464,055. In the same period last year Great Britain's imports were 1,857,186 bbls, Germany's 631,772, the British West Indies 672,559 and China 1,927,981.

Navigation is now open on the lower lakes and freight boats are moving everywhere with freedom. This is expected to be an exceptionally busy season as the opening of the Welland Canal makes it possible for all sizes of boats to go and come from the upper lakes. The canal will not be officially open until July 1, but already it is being used by all vessels wishing to get from Lake Erie to Lake Ontario or vice versa.

The majority of the reports on the condition of fall wheat throughout Ontario are anything but satisfactory. In nearly all districts there is said to be quite severe winter killing, and recent cold weather has been trying. In some parts the fields are described as patchy, and many are being plowed up. On the other hand there are one or two sections reporting very good conditions and the warmer weather now prevailing will do much to forward growth. Good progress is being made with spring seeding.

O. T. G. Williamson, formerly of Evanston, Ill., has moved to Toronto where he has opened an office for Folwell Engineering Co. of Canada, Ltd., at 350 Bay Street. This is a branch of an American corporation of same name with which Mr. Williamson has been connected for a long time. The head office is in Chicago. The Folwell company does engineering and construction work and its Canadian subsidiary will specialize in grain elevator and bridge work. Mr. Williamson is vice president of the Canadian company.

B. H. Muirhead, flour and shipping broker, Toronto, returned last week with Mrs. Muirhead from a holiday trip to Atlantic City. Mr. Muirhead has been enlarging his business activities considerably of late. The opening of the Welland Canal has increased the demand for shipping on the lower lakes, and he and his associates are going more actively into the package freight business. He has also joined the Montreal Board of Trade and is forming new business connections in that direction. The Northwest Transportation Co., Midland, Ont., is one of Mr. Muirhead's lines. In this he is associated with Captain A. A. Hudson, who is president and general manager of the company.

### WINNIPEG

Export business in flour continued quiet last week and aggregate sales in all directions were small. A little business was worked to Europe from the Atlantic ports, but nothing materialized with the Orient. Domestic trade was just fair, and the large mills report few orders on hand for the future. Prices remained unchanged.

For delivery between Fort William and the Alberta boundary, top patent springs

were quoted, May 3, at \$7.65 bbl, jute, seconds at \$7.05; cottons 15c more; Pacific Coast points 50c more. Second patents to bakers were quoted at \$7.03, car lots, basis jute 98's.

### NOTES

J. W. Collins, formerly wheat controller in New Zealand, has been appointed trade commissioner in Canada for New Zealand.

A party of British schoolmasters, who are making a tour of Canada, were visitors to the Winnipeg Grain Exchange last week.

Explosion and fire did damage to the extent of \$12,000 and injured two men in the Soubry Grain & Feed Elevator, St. Boniface, Man., last week.

H. S. Shannon & Co., grain and stock brokers, who were suspended from the Toronto mining exchange last week, have gone into bankruptcy and their membership on the Winnipeg Grain Exchange has been canceled.

Japan has appointed her first trade commissioner to western Canada in the person of Masao-Suma who has arrived at Vancouver where he will open an office and seek to stimulate trade between the Dominion and Japan.

## NEW CANADIAN DUTIES EQUAL TO U. S. LEVELS

Tariff Rates on Grain and Its Products Expected to Curtail Trade in Flour and Rolled Oats

Toronto, Ont.—The tariff changes announced in the budget speech at Ottawa on May 1 include countervailing duties on grains and grain products that will equal the United States duties on these products and put an end to the trade that has been passing over the border during the current crop year. Ordinarily this country does not need to import such goods, but a shortage of millable oats in the domestic market has lately encouraged a certain amount of business in that grain and its products. Flour has also been brought into Canada at times during the last few months, especially in the West.

Under the new tariff the following rates of duty will apply to imports from the United States:

Wheat, bu	.....	\$.42
Flour, semolina, bbl	.....	1.04
Oats, bu	.....	.15
Rolled oats, oatmeal, cwt	.....	.50
Rye, bu	.....	.15

Nothing else in the new tariff particularly concerns the milling trades, but it may be said in passing that this is the most sweeping measure of tariff revision in many years and is intended to make profound changes in the currents of Canadian trade. To a large extent it sets the stage for inter-imperial preferential arrangements that will enable Great Britain and the British dominions better to meet the new situations that have grown out of a general tendency on the part of all other countries to tighten up their tariffs on imports.

MONTREAL, QUE.—Asked for some comment on the new duties, C. H. G. Short, president of the Canadian National Millers' Association, said:

"This feature of the budget is, of course, extremely gratifying to Canadian millers, inasmuch as it has always been their contention that, provided any country imposed upon wheat grown in Canada, or upon flour milled from such wheat, a duty higher than is imposed on



their own entering Canada, the rates should be equalized. Under the conditions which have existed the United States imposed a duty of \$2.01 bbl on Canadian flour, whereas Canada exacted a duty of only 50c bbl on American flour coming into the Dominion. A relative disparity on duties existed also in relation to rolled oats, oatmeal, etc.

"For some years there has been a steady growth in the importations of flour and rolled oats from the United States, due, without doubt, to the favorable tariff, which enabled the United States miller to exploit the Canadian market.

"The countervailing duties imposed should be to the advantage of the Canadian farmer inasmuch as the flooding of the Canadian market with American flour, rolled oats, oatmeal, etc., tended to reduce the price of wheat and oats to the farmer in Canada. It also affected labor inasmuch as it reduced the amount of employment in Canada, and it affected the miller as the manufacturer of these products that were lost to him.

"Canada produces on an average at least 350,000,000 bus of oats per annum, and the millers of this country in consequence are able to take care of the entire domestic requirements of rolled oats and oatmeal. In respect to the country's flour requirements there is no room for argument. It cannot, therefore, but be very gratifying to the millers to see that the government has realized the gravity of the situation and remedied the matter in many instances."

### CANADIAN RAILROAD RATE REDUCTION IS CONSIDERED

TORONTO, Ont.—One of the most important Canadian events of last week was a hearing before the board of railway commissioners at Ottawa by which the board of harbor commissioners for Halifax and the maritime board of trade petitioned for a reduction in the rates on Canadian grain coming down from the west. The rate asked is 19.31c for 100 lbs, as against the current rate of 35.5c. The purpose behind this petition is to divert traffic to the Canadian Atlantic ports of Halifax and St. John, such diversion to come chiefly from United States ports. The argument in favor of this petition was put up by C. J. Birchall representing the Halifax harbor commission, while argument against was submitted by J. K. Smith, of the Montreal Board of Trade, and T. Marshall, of the Toronto Board of Trade. These latter bodies are both of the opinion that such a rate could not be made without general adjustment of railway tariffs throughout Canada and the United States. Naturally, Canadian railways are interested in this petition for the reason that the proposed rate would involve a reduction in their present earnings from grain traffic.

### MONTREAL

With the opening of navigation, there has been some improvement in the demand for grain and flour from those points served by water. Exports continue light. Prices are unchanged for spring wheat flour, being \$7.90 for first patent, \$7.30 for second and \$6.90 for straights, per bbl, less 10c for spot cash; winter wheat patent is \$5.30@5.35 for car lots, and \$5.90@6 for broken lots.

#### NOTES

The Maple Leaf Milling Co., Ltd., offices have been moved from the Coristine Building to the Board of Trade Building in Montreal.

C. H. G. Short, of Montreal, president of the Canadian National Millers' Association, has returned from Ottawa, where he attended hearings before the board of railway commissioners in connection with the application for a reduced grain freight rate from the lake head to maritime ports of St. John and Halifax, requested by the maritimes. The application is for a rate of 19.31c per 100 lbs, and the present rate is 35.5c. E. D. Stuart, traffic manager for the Ogilvie Flour Mills Co., Ltd., also was in Ottawa for the same purpose.

## CHICAGO DISTRICT

SIGURD O. WERNER, CHICAGO MANAGER

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### CHICAGO

Last week was another inactive one. The declining market did not help the situation, and total business was the lightest for some time. There were no big bookings made, buyers entering the market for immediate needs only. There were a fair number of inquiries, but with a declining market, mill agents found it nearly impossible to complete deals.

**Spring Wheat Flour.**—Despite a fair amount of interest and inquiries, very little spring wheat flour was sold. Patents especially were quiet, sales being scattered and chiefly in single cars for immediate needs of buyers. Cears were a little better, a few fair sized bookings being made. Shipping directions were only fair.

**Hard Winter Flour.**—There was more business in hard winters than springs last week, although no big sales were consummated. There were a fair number of 500-bbl lots and the usual amount of car lot buying. Shipping directions were a little freer, due to constant pressure on the part of representatives.

**Soft Winter Flour.**—A sale of 1,000 bbls was the only soft winter transaction of any size. Aside from this, dealers and brokers found it impossible to interest buyers in more than a single car. Although flour at present levels is considered cheap, neither cracker nor pie bakers seem willing to contract ahead.

**Flour Prices.**—Quotations, May 3, patents in 98's and clears in jutes; spring top patent \$5.40@6.10 bbl, standard patent \$5.20@5.85, first clear \$4.50@5.10, second clear \$3.30@4.00; hard winter short patent \$5.20@5.75, 95 per cent patent \$4.70@5.40, straight \$4.55@5.10, first clear \$4.30@4.50; soft winter short patent \$5.20@5.90, standard patent \$4.90@5.40, straight \$4.70@5.10, first clear \$4.35@4.60.

**Durum.**—With much extra effort, millers are gradually getting the many old semolina orders reduced. New business continues quiet and market is featureless. Quotations, May 3: No. 2 semolina, 3 3/4c lb, bulk; standard semolina, 3 1/4c; No. 3 semolina 3c; durum patent, 3c; special grade, 3 1/2c.

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

	Output bbls	Pct. of activity
April 27-May 3	33,336	83
Previous week	31,278	78
Year ago	33,276	83
Two years ago	33,330	83

#### CAKE FLOUR DISPLAY

The Ph. H. Postel Milling Co., Mascoutah, Ill., recently staged a cake flour display and demonstration at Slop and Shop, one of Chicago's largest grocery and bakery establishments. One of the windows was used for a display of the milling company's "Elegant" cake flour in cartons, and inside the store there was a special booth showing the cake flour as well as cakes, biscuits and other bakery products. Special advertising in local newspapers also was used. P. H. Postel, president of the firm, was in Chicago several days last week in connection with this exhibit.

#### BOARD OF TRADE BUILDING

The tenants in the new Chicago Board of Trade Building are rapidly moving into their new quarters. James S. Templeton's Sons are now located in suite 4220. Ernst & Ernst occupy the west wing of the twentieth floor. Other concerns already established in the new exchange are: Uhlmann Grain Co.; Allied Mills, Inc.; Stratton Grain Co.; Rosenbaum Bros. The Quaker Oats Co. was the first concern to move in, occupying two floors. The official opening of the new exchange will be held early in June, either the first or second Monday. The

ceremony will be broadcast over the National Broadcasting System.

#### NOTES

C. S. McGinness, of the Sauer Milling Co., Cherryvale, Kansas, was a recent Chicago visitor.

M. P. Fuller, of Everett, Aughenbaugh & Co., Minneapolis, stopped off in Chicago en route east on a business trip.

L. C. Newsome, of the Newsome Feed & Grain Co., Pittsburgh, Pa., stopped in Chicago last week on his way to Minneapolis.

C. A. Bunnell, Chicago manager for the Pillsbury Flour Mills Co., was in Minneapolis a few days last week, visiting at the home office.

I. B. Johnston, Chicago representative of the International Milling Co., spent a few days last week at his company's main offices in Minneapolis.

Frank Hutelinson, general manager of the Lawrenceburg (Ind.) Roller Mills Co., was a recent visitor at the office of the Millers' National Federation.

R. D. Cobb, of the Northwestern Milling Co., Minneapolis, visited in Chicago last week. He was on a two weeks' trip to central states and eastern points.

Richard Swartz, manager of the New Elm (Minn.) Roller Mill Co., visited his Chicago agent, B. N. Lathrop, last week. He was returning from an eastern trip.

Miss C. Cowan, of William Cowan & Co., flour brokers, Chicago, is leaving this week for Hopkinsville, Ky. She expects to spend about six weeks at her old home there.

Harold R. Ward, sales manager for the Russell-Miller Milling Co., Minneapolis, was a Chicago visitor, April 29, calling at the office of the Millers' National Federation.

Miss E. Fredrickson, of the J. P. Parks Co., Kansas City, stopped off in Chicago the early part of last week en route to the Buffalo office, where she will be temporarily located.

Herman Steen, secretary of the Millers' National Federation, is author of an article in the current issue of *Prairie Farmer* on consolidation of counties as a means of reducing taxes.

Harry F. Hunter, of the Chase Bag Co., returned to Chicago April 30 from a two weeks' business trip to Philadelphia and New York. Charles R. Docker, general sales manager, is expected back this week.

George Livingston, executive vice president of the Millers' National Federation, has returned from the meeting of the Chamber of Commerce of the United States in Washington, where he was an official delegate.

Stocks of flour in Chicago public warehouses and freight yards totaled 28,000 bbls on May 1, 1930, according to F. C. Sickinger, official flour inspector. This compares with 32,100 bbls on April 1, and 30,200 on May 1, 1929.

Sidney Bisco, who is carrying on the flour business operated for many years by his father, the late Harris Bisco, has moved his offices from 14 East Jackson Boulevard to the Buckingham Building, 59 East Van Buren Street, Chicago.

N. M. Coe, general sales manager for the Bay State Milling Co., Winona, Minn., spent a few days in Chicago and Milwaukee last week, on his return from a trip to the central states. Mr. Coe was until recently Chicago manager for this company.

The Millers' National Federation's comparison of mill costs for the last half of 1929 has been compiled and copies were sent last week to the 99 companies participating, with an individual analysis

to each company of its own costs as compared with the others.

Dr. C. O. Swanson, head of the milling department of Kansas State Agricultural College, Manhattan, visited in Chicago last week. Dr. Swanson will sail in about a week from New York on a four months' European trip to make a study of wheat and flour abroad.

C. S. Jacobson, Chicago, western manager for Malt-Diastase Co., Brooklyn, with his wife, celebrated their twenty-fourth wedding anniversary, May 2. They were married in Chicago, and have made their home in this city and Oak Park ever since. Mr. Jacobson also celebrated his fifty-fourth birthday, May 6.

George S. Milnor, president of the Grain Stabilization Corporation, and general manager Farmers' National Grain Corporation, with three other applicants, was elected to membership of the Chicago Board of Trade last week. The others elected were: A. M. Howard, grain, Minneapolis; F. J. Phelan, of F. J. Phelan & Co., Milwaukee; H. H. Maynard, of H. H. Maynard & Co., Chicago.

### MILWAUKEE

Milwaukee flour merchants report very little change in the flour market. Prices are mostly lower. Some of the jobbers report that business is slightly better, with a fair demand for flour, and shipping directions on the new orders being given. Old orders are also being given shipping directions. According to one of the local men, overdue contracts are just about cleared out. The stocks of flour in Milwaukee are considered normal. One cause for the lack of real interest in flour buying is the nearness of tax time. Quotations, May 3, basis Milwaukee, patents in cotton 98's and clear in jutes; spring top patents, \$5.80@6.45 bbl; standard patents, \$5.50@6; first clear, \$5.10@5.75; second clear, \$4.45@5; fancy pastry flour, in 100-lb packages, \$4.25 per 100 lbs; soft winter wheat, \$5.50.

Southwestern flour is also about the same as it was a week ago. Prices have dropped, and demand for flour, as well as shipping directions, is fair. Both southwestern and northwestern flour is running about even in the general business trend. Current range between northwestern and southwestern offerings has become 50@55c as compared to 75@85c a week ago. Quotations, May 3, basis Milwaukee: hard short patents, \$5.30@5.90 bbl; standard patents, \$5.10@5.70; first clear, \$4.30@5.10; second clear, \$4.30.

#### NOTES

Francis J. Phelan, president of F. J. Phelan & Co., Milwaukee grain commission house, has been elected to a membership on the Chicago Board of Trade.

New York and Atlantic City will be visited by Albert L. Flanagan, president of the Milwaukee Chamber of Commerce, on his return home from Washington, D. C., where he attended the convention of the Chamber of Commerce of the United States. Mr. Flanagan is accompanied by his wife.

### FEED MANUFACTURERS OF CANADA MEET AT TORONTO

TORONTO, Ont.—The Canadian Feed Manufacturers' Association held a meeting in the Royal York Hotel, Toronto, April 30, at which L. F. Brown, secretary of the American Feed Manufacturers' Association, Chicago, delivered an address. For the benefit of the Canadian organization which is a comparatively new one, Mr. Brown outlined the activities of his association, and the description of the work of this long established American organization will be helpful to Canadians who are now starting out along the same lines. The Canadian Feed Manufacturers' Association has been in existence since May, 1929, and since that time has been holding regular monthly meetings. Although its membership is limited in numbers it really represents 85 per cent of the Canadian feed manufacturing industry. In the short time since organization several committees have been appointed which are now actively engaged in looking after the interests of feed manufacturers throughout the country.

# EUROPEAN DEPARTMENT

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## EGYPT BUYS INCREASING VOLUME OF AMERICAN FOODS

WASHINGTON, D. C.—Every year sees an increase in the Egyptian demand for American foodstuffs, in spite of the keen competition encountered there from well-known continental brands. The American commercial attache in Cairo, Charles E. Dickerson, states that on account of the low purchasing power of the Egyptian people the largest volume of sales is in low and medium priced articles, although high grade foodstuffs are always available for the consumption of resident foreigners and the wealthier class of natives.

"The United States is the second largest supplier of flour to Egypt, Australia holding first place," Mr. Dickerson reports. "Approximately 80 per cent of the American flour sold in Egypt is durum or second quality hard wheat flour, which is mixed with the native flour for making bread. The balance of the American flour imported is of the higher grades. American flour is well known on the market by brands and is generally handled by flour wholesalers who either import direct for their own account through agents of American mills, or themselves act as agents for one or more mills.

"The development of package cereals in Egypt has been essentially American. A major portion of packaged cereals sales at present consists of rolled oats, the balance being divided between corn flakes and other prepared cereals. The sale of rolled oats is being developed from a health point of view rather than from the breakfast food angle, as breakfasts in the Orient usually consist of coffee and bread only. Other stimuli have therefore been necessary and the needs of the baby have been emphasized as a means of introduction."

## CHANGE IN TARIFF POLICY PROPOSED IN NETHERLANDS

AMSTERDAM, HOLLAND.—Some advocacy of changes in the commercial policy of Holland, on the theory that the country cannot remain without protection in the international economic struggle, was made at a recent meeting of the Netherlands Agricultural Society. The meeting was called to discuss the present agricultural crisis in Holland, caused by the decline in prices of nearly all agricultural products, especially potatoes.

It was suggested that a separate ministry of agriculture be instituted, the present system placing that work under the ministry of agriculture, commerce and industry. Others advocated a special study of the situation before submitting proposals to the government.

A proposal was made that the government purchase surplus stocks of potatoes, June 15, at a price of about 80c per hectoliter. This action, it was said, would lead to an advance in the price, although 80c is scarcely a profitable figure. Payment of premiums on market prices of some commodities or the setting of minimum prices also was advocated. Nearly all speakers were of the opinion that a reduction in railway tariffs is urgently necessary.

## BAVARIANS SEEK INDEMNIFICATION

LONDON, ENG.—The Bavarian grain agents at Munich have addressed a petition to the German food minister and also to the German minister of economic affairs, of the same tenor as that of the

Hamburg corn agents. They argue that their interests have been adversely affected by the introduction of a corn monopoly by the government, and ask for indemnification to cover their loss of trade, citing a statement of the previous German food minister that the state would support any branch of industry affected by changes introduced to help the agricultural position.

### KANSAS MILLER VISITS LONDON

LONDON, ENG.—C. M. Jackman, president of the Kansas Milling Co., Wichita, Kansas, arrived in London recently after completing a Mediterranean cruise. Mr. Jackman was accompanied by his wife, daughter and daughter-in-law, and Mrs. L. R. Hurd, of Wichita. He stated that

he had had a most enjoyable trip and was especially interested in his visits to Egypt, Palestine and also Athens. He expected to sail for home on April 19 in the Rotterdam. While in London he learned of the proposed scheme of the Grain Stabilization Corporation to give American millers an opportunity to buy wheat at a world's parity price, for export, and took the opportunity of making some investigations as to the price at which it would be possible to sell Kansas flours in the United Kingdom. As a result of inquiries around the London market he found that the offers being sent by Kansas mills were from 4s to 5s out of line, as it is estimated that in order to sell Kansas flour it would be necessary to accept a price of about 28s per sack of 280 lbs.

## BLEACHED FLOUR EXCLUDED BY PROPOSED CZECH LAWS

WASHINGTON, D. C.—Further details of proposed legislation dealing with flour and grain in Czechoslovakia are contained in a report from K. I. Rankin, commercial attache at Prague, to the Department of Commerce.

Two bills are in the process of passage. One limits the use of wheat flour in regular bakers' bread to 10 per cent, the balance to be rye flour. The other measure requires government institutions and officials to purchase only domestic farm products.

The express object of the first bill is to increase consumption of rye. It does not affect the production of rolls, biscuits and similar wheat flour products which are made largely from American and Canadian wheat flour. The bill forbids the sale of any other than pure flour. Only bakers are permitted to mix rye with wheat flour up to 10 per cent of the latter. Another provision is that any chemical treatment of flour for the purpose of giving it a better appearance shall be regarded as adulteration. The production, sale and importation of such flour is prohibited. Mr. Rankin observes, "it is very probable that this provision may prove a serious obstacle to the importation of American bleached flour, although the bill is not entirely specific as regards electrolytic bleaching."

The coalition cabinet also has submitted to parliament a bill, which has been passed by the lower house, providing for flexible tariff increases in grain and mill products. Under this measure the government would be authorized to introduce tariff increases as soon as the average price for the last three months on the Prague Produce Exchange falls more than 11 per cent below the average price for the five years from 1925 to 1929. The tariff increases must not exceed the following amounts per 100 kilos: 20c for wheat, 38c for rye, 23c for barley, 15c for oats and \$1.97 bbl for flour.

Average price of flour and mill products is based on the average price of rye flour and wheat flour. At the end of each month the tariff increases would be readjusted or removed altogether for products the average price of which for the latest three months exceeds the basic average price, i. e., the five-year average price less 11 per cent.

## ROUMANIANS TURNING FROM WHEAT TO CORN PRODUCTION

BUCHAREST, ROUMANIA.—The depression in the Roumanian grain trade during the past few years has led to the conviction that wheat production for export purposes has ceased to be remunerative in Roumania, and the opinion has been gaining ground that more attention should be given to corn output.

In pre-war times the Danubian countries and Russia supplied about 35 per cent of the world's wheat importing requirements, the other 65 per cent being supplied by over-sea countries. At present, the latter ship about 96 per cent of the world requirements at cheap prices. In the pre-war years, 1909-13, Roumania shipped, on an average, 13,300,000 quintals of wheat into foreign countries, while her post-war wheat exports are trifling in comparison.

Also, unfortunately, the production of barley and oats for export purposes has become unprofitable, so that Roumanian farmers are seriously considering whether or not some other product should be grown as a substitute of these cereals.

## Survey of London's Imports Shows Large Increases from the Continent

LONDON, ENG.

THERE has been a decided increase in the total imports of both wheat and flour during the past three months, wheat showing an improvement of about 140,000 qrs and flour about 53,000 sacks. Flour, however, shows the greater relative percentage increase, with nearly 19 per cent as against wheat with its increase of 10 per cent. There was a slight increase of about 8 per cent during January-February-March, 1930, in the amount of wheat in public granaries at 29,615 qrs, while flour, with an increase of about 20 per cent, amounting to 58,629 sacks, would seem to show that the arrivals have not been absorbed as readily as no doubt the importers hoped. Nevertheless they have some grounds for satisfaction in the actual distribution which has increased nearly 20 per cent with an average weekly increase of nearly 4,000 sacks.

The combined importations of flour from the United States and Canada—it is necessary to combine these two countries, as much flour made from Canadian wheat is shipped from United States ports—show a small decline amounting to between 4 and 5 per cent, so that it would be reasonable to suppose that, with such a small decrease, the demand for strong imported flours was well maintained. The more competitive prices at which Canadian mills have been able to offer their flours is evidently bearing fruit, and a continuance of such policy will no doubt reap its reward in the future. Certainly there has been but small complaint as regards volume, but the many sharp movements in wheat prices have made trading somewhat difficult, not to say dangerous, unless the buyer has been sufficiently fortunate to buy right at the right time.

### ARGENTINE ARRIVALS LIGHT

The arrivals of Argentine flours show a small decline of about 9 per cent, but as these flours are seldom or never used these days for human consumption, the increase or decrease is of comparatively small moment for the purpose of this analysis. Coastwise arrivals show but little change.

The sale of white flours has been on the increase to judge by the quantities imported. Australian flour shows an improvement of 25 per cent over last quarter, but even so, it is not even half the amount that arrived in London for the three months ending Sept. 30, 1929. The arrivals from the continent of Europe show an increase of nearly 80 per cent

over last quarter, with a total of 93,261 sacks. This flour, largely from France, has been a distinctly disturbing element to the normal soft wheat flour trade of this country, as it has lowered considerably the prices which English native wheat flour would have realized, even in a year of abundance such as this has been. In addition to flour, large quantities of soft wheat and oats have been shipped to this country from Germany. The English farmers are up in arms against this competition, which they consider unfair, as all such shipments have been made on what to all intents and purposes have been bounty fed conditions. Appeals are being made to the English government by the National Farmers' Union for some form of help. If the present party in power, the Labor party supported by the Liberals, were not such hard bitten free traders, the matter would be of easy adjustment by a countervailing duty, equal to the rebate or bounty granted by the exporting country. As it is, Labor, which after all is the most highly organized protectionist body as regards wages and hours of labor, would apparently prefer to increase the taxes and other financial burdens of the comparatively few who are still in a position to pay, in order to maintain the social services and the dole for those out of employment, although the unemployment is the outcome of such free imports. Farmers are losing money and their employees are finding it harder to get work. There is no logic in such a condition.

### STOCKS IN LONDON

The quarterly movement of wheat and flour into the port of London, issued by Sydney Young, is as follows, wheat being shown in quarters of 480 lbs and flour in sacks of 280 lbs:

	Wheat	Flour
Quarterly movement of—		
Imports, quarter ending		
March 31, 1930	1,469,632	346,919
Less exports and re-exports	630	28,781
Net imports	1,469,002	312,135
Add stocks in London on		
Jan. 1, 1930	27,823	58,629
Totals	1,496,825	370,764
Less stocks in waterside granaries April 1	29,845	70,994
Total distribution, past three months	1,467,180	299,770
Average weekly deliveries—		
Past three months	112,860	23,059
Previous three months	100,238	19,258
Three months ending		
March 31, 1929	109,005	17,082
1929	114,712	18,687
1928	108,666	19,345
1927	113,902	24,520
1926	103,708	22,248

# Notes on the Norwegian Flour Trade

By C. F. G. Raikes

THIS will be the last of the series of articles I have written describing conditions in the various markets of northern Europe visited during my recent itinerary. I traveled to Oslo from Copenhagen, the journey occupying about 14 hours. There are several ways of going. One can take the train with sleeper direct from Copenhagen, or take a steamer over to Malmo in Sweden and from there take a train to Oslo. If you prefer to travel by sea, there is an excellent steamer service direct from Copenhagen to Oslo, and this is by far the most comfortable way of making the journey, especially in summer time, when the steamers pass up the fjord to Oslo. Still another way, for those who like to travel by air, is to go by seaplane, and I am told that such a trip is a wonderful experience, as it travels most of the way along the coast, not at any great altitude, so that the scenery is enjoyed and at some stages is very beautiful. Unfortunately, I am under "contract" with my wife not to fly during my travels, so I have never been able to have a personal experience of this latest method of traveling. As a matter of fact, the sea is quite good enough for me, and I still am convinced that, provided you are a good sailor, it is a far more comfortable way of traveling than hurtling through the air with the roar of the aeroplane engines to disturb your peace.

## GOVERNMENTAL CONTROL

I presume it is generally known that the importation of flour and grain into Norway is under government control and that all purchases are made by the "Statens Kornforretning" (State Grain Monopoly), which is usually referred to as "The Monopoly." This being the case, there is but little to write about the Norwegian trade other than to describe the working of the monopoly and the manner in which purchases of flour are made.

Norway was the first country in Europe to adopt a government monopoly for wheat and flour and to carry on successfully such a monopoly for some 10 years without there being any public scandal in respect to its operation.

During the war, as in most European countries, flour and wheat were controlled by the Norwegian government, by an organization known as the "Norwegian Food Commission." This commission came into being in 1914, after the commencement of the war, and continued until November, 1917. At that time, after legislation had been passed through the Norwegian parliament, the "Statens Kornforretning" was formed on practically similar lines to the present monopoly. This monopoly continued for almost 10 years, until July 1, 1927, when it was abandoned, owing to the Conservatives coming into power and their restoring unrestricted trading in wheat and flour, which, however, was still subjected to import duties.

## STATE MONOPOLY RESUMED

This state of affairs ruled for two years, and open trading in wheat and flour just got going nicely when the present government came into power, and one of the first things it did was to revert back to a state monopoly on wheat and flour. As a result, the present "Statens Kornforretning" was reinstated, and is now working very smoothly under the able management of its director, Oskar Jahnsen.

Mr. Jahnsen, since he assumed the position of director of the monopoly, has introduced several new features, one of the principal being the buying of flour under government brands instead, as formerly, under mill brands. When this scheme was first proposed there naturally was a good deal of opposition both from Norwegian distributors and the mills in the United States and Canada, who

feared that the good will of their brands would be lost should the monopoly be abandoned at some future date, and there is no doubt there was good reason for their fears.

Since then, however, the scheme has worked so satisfactorily that it is debatable whether the present method is not the best for all concerned. It certainly has had the effect of distributing the business more evenly among the mills that compete for the Norwegian trade, and undoubtedly is more convenient for those who have to do the buying for the monopoly.

## EIGHT BRANDS OF FLOUR

The government marks consist of some eight brands covering certain distinct grades of flour purchased by the monopoly. Three of these are for Canadian flours, patent, straight and clear; one government brand is used for American hard winter wheat flour and another for patent flour milled in bond at Buffalo. In addition to these brands there are two used for English milled flour, one for patent and one for straight. Recently, the monopoly has purchased considerable quantities of flour from French mills. The price of this flour was so cheap, owing to the export bounty granted to exporters by the French government, it was impossible for mills of other countries to compete, and, as a result, the monopoly has been buying a large proportion of its requirements, recently, from this source of supply, and I presume has arranged a special brand showing that the flour is of French origin.

As the name of the mill does not appear on any of the brands, the identity of the shipper is maintained by an index number on each sack. For instance, when a mill's offer is accepted its agent is informed, and in due course the index number and shipping instructions as to destination are given to the agent, who in turn cables the information to his mill. From there on the shipment of flour is identified by its index number, and if any complaints are received as to quality, when the flour is distributed to bakers, the index numbers show from where it came. An analysis of each mill's flour is kept on record at the offices of the monopoly, and in the event of complaints as to quality the flour can be compared with the original analysis.

## THE BUYING PROCEDURE

A mill that sells to the Norwegian monopoly must be prepared to ship flour to various Norwegian ports in the event of its offer being accepted. For instance, a mill may receive a cable from its Norwegian agent saying that the government is going to be in the market for so many thousand tons of flour, and requesting that offers be sent. The mill may offer whatever amount it may have at its disposal, say, 200 tons, and if its offer is accepted it may receive instructions to ship 100 tons to Oslo and 50 each to Bergen and Trondhjem. When it receives the shipping instructions the index number or numbers will also be given.

Flour is generally bought c.i.f. Norwegian ports, but grain is bought f.o.b. North American port and the monopoly provides the necessary tonnage, for which Norwegian steamships usually are employed. Wheat and flour are constantly being purchased, and as the agents of the exporters of grain and flour keep daily in touch with the monopoly, they are always aware of what purchases are to be made and are, therefore, in a position to notify their connections. After all purchases have been made the prices are published, so that agents are able to see at what figure their competitor sold. There is no secrecy as to what prices were paid, but until purchases have been completed it is impossible to find out at what price other mills have tendered flour. Therefore, all the agent can do is to submit his offer and await results.

A. Johanssen, who, it will be remembered, was the assistant director and in charge of flour purchases during the previous monopoly's lifetime, is again in the same position, and as purchasing agent he enjoys the confidence and respect of all who come into contact with him. He has an extensive acquaintance with millers throughout the United States and Canada, many of whom he has met either while they have been visiting Oslo or while he was traveling abroad.

## MONOPOLY CONTROLS MILLS

The business of the State Grain Monopoly covers not only the importation of all grain and flour, but also the buying of homegrown grain, the control of the home mills and the distribution of their products throughout the country. It is an enormous undertaking, but under the direction of Oskar Jahnsen and an advisory council of seven members, who are appointed by parliament for a period of three years, the system is working smoothly, and it is generally thought that it will become a permanent institution.

As far as flour is concerned, a uniform price is maintained throughout Norway. The monopoly officials have to reckon their overhead expenses, cost of transportation, etc., and then fix a price for the flour that will be the same throughout the country, which is a remarkable achievement in many ways. For instance, Norway covers an enormous territory, part of which is very sparsely inhabited and is without any means of transport.

I was informed that, in the days before the monopoly was in existence, it cost some eight or nine kroner per 100 kilos to transport flour from such a port as Trondhjem to some of the interior points of Norwegian Lapland. This made the flour so expensive there were but few who could afford it, but under the present arrangement the Laplanders, or others living in the remote parts of Norway, are able to buy their flour at the same price as those who live in Oslo or Bergen. In other words, those who are more fortunately situated as regards securing supplies of flour are contributing toward the cost of supplying their brethren not so favorably situated. This is surely a true communal principle in practice, with a vengeance!

## THE METHOD OF DISTRIBUTION

The flour purchases made by the monopoly are distributed throughout the country by firms which, previous to the monopoly, were wholesale dealers and distributors of flour. These distribute the flour to the baking trade on their own risk, but are allowed to charge a certain fixed amount per 100 kilos more than the government price, which allows them to conduct the business on a comparatively profitable basis.

The Norwegian miller distributes his products on somewhat similar lines, but is also allowed a specified amount per 100 kilos to cover the cost of milling. The monopoly operates one large mill at Voss, but under the terms of the state monopoly law can expropriate any mill it wishes to operate. The mills are under obligation to receive imported grain at a fixed price, and to grind it according to instructions from the monopoly. They also have to undertake to keep the flour and milled stored, and to sell their products on their own responsibility. A monthly account of sales is rendered to the monopoly and, naturally, each mill endeavors to sell as much flour as it can in order to secure the allowance that is granted for grinding the wheat into flour.

## UNIQUE GRAIN BUYING PLAN

The buying of homegrown grain is carried on in a distinctly unique manner, and the procedure is certainly of interest. Apparently, this is done by 70 local collectors, situated at various points throughout the country. These receive

statements from the farmers as to the quality and quantity of grain that they wish to sell, and make out contracts, which are sent to the Statens Kornforretning. The collectors then receive their instructions from headquarters as to what grains are required, and payment is made to the farmers direct from the Statens Kornforretning. As the Norwegian farmers usually sell in very small quantities, which vary in quality and condition, thereby giving considerable trouble to the mills, the monopoly has built grain elevators in several central districts where the various parcels are collected, and after being dried and cleaned are blended into a uniform grade and distributed to the various mills.

Every effort is being made by the monopoly to encourage the home production of grain, and a number of the smaller interior mills are supplied with homegrown grain at prices which make it possible for them to compete with the larger mills, which operate principally with imported grain.

## NORWEGIAN FLOUR IMPORTS

The import of flour into Norway during 1929 was, roughly, 70,000 tons, and it is estimated that the importations for 1930 will be around 60,000. The decrease is caused by the cheapness of rye, which it is believed will result in an increased consumption of rye bread, and also due to the policy of the monopoly to encourage the home production of wheat and flour.

Until recently, Canadian mills have enjoyed the bulk of the purchases by the monopoly, although at one time Kansas mills, being considerably lower in price than Canadian, did a good business. The unfortunate policy of the United States and Canada in holding back their wheats for better prices has undoubtedly cost both those countries considerable loss in business, both in wheat and flour, as Argentine, Danubian and even Russian wheat was bought for the mills, and English mills and those of other European countries secured a share of the flour trade which otherwise would have gone to the United States and Canada.

## BOHEMIAN MILLS CONCLUDE PRICE SETTING AGREEMENT

PRAGUE, CZECHOSLOVAKIA. — A selling agreement has been concluded by Bohemian mills (Bohemia being a province of Czechoslovakia), according to which they will fix from week to week the minimum price of flour, below which they will not be allowed to sell. The Slovakian mills, unfortunately, are not participating in this agreement and thus are in a much worse position than Bohemian plants. In fact, several of the Slovakian mills have had to close down recently. Despite the energetic protests of the Czechoslovakian Millers' Federation, imports of bread from adjacent countries continue, duty free, it being estimated that the quantity imported exceeds 1,000 quintals daily.

## A WANDERING GRAIN CARGO

AMSTERDAM, HOLLAND. — The German ship Ursula Siemers arrived at Holtenu, Germany, at the end of March with a cargo of Russian grain. From Holtenu it was forwarded to Rotterdam, from Rotterdam to Hamburg and from Hamburg to Kiel, where at last it was unloaded.

## London Flour Arrivals

The arrivals of flour in London by weeks, in sacks of 25 lb, showing countries of origin:

From—	Week ending—		
	Apr. 11	Apr. 12	Apr. 13
United States—	1929	1930	1929
Atlantic—	4,133	6,364	2,625
Canada—Atlantic—	1,650	9,751	5,788
Australia—	1,998	1,099	12,239
Argentina—	2,109	500	23,675
Continent—	2,738	7,392	1,300
Coastwise—	2,939	400	1,030

## 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"

### NEW YORK

There was little change in the flour market last week. The volume was moderate, with limited sales where prices on good quality flours were especially attractive. Brokers were disappointed with the volume of sales, and even the transactions closed did not bring satisfaction, since mills' ideas were so far above buyers' that it took so much hammering and shoving to bring the two together that the broker was worn out by the two factions.

**Larger Buyers Out.**—Buyers turned an attentive ear to prices and in many cases found them most attractive, but nevertheless reported they would not be in the market for flour for several weeks. In spite of this, mill representatives watched the larger buyers closely, in the expectation that some change might alter their plans. During April, the chief buyers were the smaller bakers, and no change from this scattered car business was anticipated on spring wheat flours. Southwestern millers, as the new crop approaches, look for a different attitude in all branches of the trade. A meager interest was reported in new crop stuff last week with a few sales that varied little from old flour prices. Last year the shift from one crop to another was made with practically no change in prices, and it looks as if such a condition would prevail again this season.

**Prices Fairly Firm.**—When feed prices are lower, there is a cry that flour cannot follow the reductions in wheat because of the lower by-product. However, when feed is strong, there is usually no mention of the fact, nor any inclination to reduce flour beyond the regulation 5c bbl. Last week even with firmer feeds, northwestern flour held steady, and concessions from the Southwest were not especially large. The flours that have recently been offered for resale were no longer a factor in the market, and directions for mill shipment showed improvement. In the Southwest, this was particularly desirable with the advent of the new crop and the desirability of reducing stocks.

**Clears Scarce.**—Among the individual grades, clears were the scarcest. Comparatively few mills had any to offer, and those on the market were almost as high as the better class of standard patents. Nearly all flours in each grade were contained within 25c limits, and even on high glutens those from the various sections were all well within such a spread.

Export business showed an improvement as did clearances.

**Quotations.**—Flour prices, May 3, all in jutes, spring fancy patents, \$6@6.50, standard patents \$5.65@6, clears \$5.60@5.85; hard winter short patents \$5.50@6, 95's \$5.25@5.50; soft winter straights, \$5.15@5.60.

#### NOTES

F. O. Seaver, of Seaver & Seaver, returned to New York from a brief business trip to Boston the early part of last week.

John S. Pillsbury, vice president of the Pillsbury Flour Mills Co., Minneapolis, spent two or three days in New York last week and called at the mill's local offices.

C. H. Sparks, of Knighton & Sparks, has just returned to New York from a two weeks' vacation in Florida, looking very fit to tackle the investment securities business.

Frank P. Kray, who has had many years' experience in the flour business, has now joined the selling force of Samuel Knighton & Sons, Inc., New York, for the Philadelphia territory.

T. M. Power, assistant secretary of the

Bay State Milling Co., New Ulm, Minn., spent nearly a week in New York with headquarters at the offices of B. Christoffers, who handles the mill's account.

D. S. Jackman, treasurer of the Kansas Milling Co., Wichita, Kansas, visited John Randolph French (who represents the mill in the metropolitan district), on his arrival in New York last week after a three months' Mediterranean cruise with Mrs. Jackman.

The spring tournament of the New York Produce Exchange Golf Association will be held at the Wheatley Hills Golf Club, East Williston, L. I., May 15. A dinner will be held at the club the night before the tournament, and the golfing members of the exchange anticipate an enjoyable time.

Nominations for officers of the Chamber of Commerce of the State of New York include J. Barstow Smull, vice president of J. H. Winchester & Co., and formerly president of the New York Produce Exchange, and P. A. S. Franklin, president of the International Mercantile Marine Co.

The New York Produce Exchange Bowling League gave a shore dinner at Glenwood Landing, L. I., on April 29, to wind up the season. About 60 motored down, enjoying both the dinner and the entertainment. Ranking winner in the intermembership games during the season was C. K. Trafton, and for high average with handicap, the winner was Charles Connor.

C. B. Halboth, New York flour broker and member of the Produce Exchange, passed away May 2, at the home of his parents in Sidney, Ohio, after a long illness. Mr. Halboth has been in the flour business for many years, was well known in the trade, and had many friends, not only in the metropolitan district, but all over the country. Mr. Halboth was about 49 years old, and is survived by his wife, and his mother and father.

New York's larger bread lines were discontinued last week, and the Bowers must work or go hungry now. The officials of the Salvation Army, the Little Church Around the Corner, the Church of the Ascension and "Lady Bountiful" (Miss Marian Sporer) have helped find jobs for many of the men, and others feeling the call of spring have taken to the open road, or sought jobs on construction work. It is felt that those who are left are chronic drifters who will work only if forced into it by hunger.

### PHILADELPHIA

Trade in flour is quiet, local jobbers and bakers lacking confidence in view of the unsettled condition of wheat, and confining purchases to their immediate requirements. Price concessions would perhaps have attracted business, but buyers and sellers were generally apart in their ideas of value. The larger bakers are well supplied for near requirements and see no reason to lay in additional stocks unless concessions can be obtained. The smaller bakers are generally running with light supplies and are buying from hand-to-mouth, as impelled by necessity.

Quotations, May 3: spring wheat short patent \$6.30@6.55 bbl, standard patent \$5.80@6.20, first clear \$5.75@6; hard winter short patent \$6@6.25, 95 per cent \$5.60@5.80; soft winter straight, \$4.75@5.60.

#### NOTES

The monthly meeting of the Flour Club of Philadelphia will be held at the old downtown club on May 9.

T. M. Power, assistant secretary of the Bay State Milling Co., Winona, Minn., was a recent visitor in Philadelphia.

Among those recently elected as members of the Bakers' Club of Philadelphia are the Dawn Donut Co; Henry Morton, of Linton's Lunch, and Charles R. Dickerson, of Swift & Co.

George Francis Stewart, of the Hancock Grain Co., with offices in the Bourse, has applied for membership in the Commercial Exchange.

A large delegation of local bakers, headed by G. Leonard Conly, president of the Bakers' Club of Philadelphia, will attend the annual convention of the Pennsylvania Bakers' Association to be held in Bedford Springs, June 9-11.

L. J. Schumaker, of the American Cone & Pretzel Co., and William J. Freihofer, of the Freihofer Baking Co., have returned from Washington, D. C., where they attended, as representatives of the American Bakers Association, the annual meeting of the Chamber of Commerce of the United States.

The annual outing of the Flour Club of Philadelphia will be held on May 23 at a near-by country club, yet to be selected. There will be a golf tournament, tennis and other outdoor sports. Dinner will be served at the home of one of the members of the club. The committee in charge of arrangements consists of William H. Oldach, L. E. Bowman and George Y. King.

### BUFFALO

A spasmodic demand for spring wheat flour exists, with buyers active only on price declines. Flour buyers this year are especially uncertain as to the future prices and are absolutely doing hand-to-mouth buying. Shipping directions are much improved.

Soft winter products are moving well, with an active demand for soft winter flour.

The difference in price between hard winters and springs has had little effect on the sale of the former, and most bakers are booking the latter flour.

Semolina sales dragged, with few buyers in market.

Quotations, May 3, 98-lb cottons: spring fancy patent \$6.85@6.90 bbl, standard patent \$6.40@6.50, first clears \$5.65@5.75; hard winter standard, \$6.45@6.55; soft winter straights, \$6.10@6.20. Semolina, 3½c, lake-and-rail shipment, New York.

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

	Weekly capacity bbls	Flour output bbls	Pct of activity
April 27-May 3	276,000	250,631	89
Previous week	276,000	224,337	81
Year ago	255,500	170,429	67
Two years ago	238,000	192,944	76
Three years ago	238,000	197,790	82

#### NOTES

L. E. Smith, milling superintendent at Buffalo for the International Milling Co., is in Minneapolis.

The state of Massachusetts has asked for bids on 30,000 bbls of flour for delivery from Sept. 1 to Aug. 31.

Laurence Tremaine, sales manager for the H-O Cereal Co., Inc., Buffalo, is making an extensive business trip in the Far West.

J. E. Coolbroth, sales manager for the Commander-Larabee Corporation, Minneapolis, visited the Buffalo Flour Mills Corporation.

Dr. C. O. Swanson, of the Kansas State Agricultural College, stopped in Buffalo on his way to Europe, where he will study flour milling conditions.

Harold E. Shaw is handling the Waterlow, N. Y., territory for the International Milling Co., and William B. McGrath the Syracuse, N. Y., district.

H. H. Richardson, manager of the Sheffield Elevator Co., Inc., Buffalo, is making an extended business trip through southern New York and Pennsylvania.

The Buffalo Flour Club has added to its membership two additional names. They are H. C. Wilson, of the Canadian Co-operative Wheat Producers, Ltd., and E. A. Russell, of the Grand Trunk Railroad.

F. B. McIntyre, of Potsdam, N. Y., president of the Eastern Federation of Feed Merchants, visited Frank Wilson, of Wilson Bros., feed dealers of Buffalo, R. C. Meek, feed dealer of Allenwood, Pa., also called on Wilson Bros.

### BALTIMORE

Flour proved attractive to a number of buyers in the local market last week. Bargains were plentiful, covering a wide range in both price and quality, with probably the most irresistible including standard hard winter patent and near-by soft winter straight at prices within the range of quotations. Something was also done in Pacific Coast standard soft wheat patent at and around \$5.35, cotton Springs were neglected, though offered quite cheaply, which possibly had the effect of scaring off buyers. The whole trade is much depressed over the crop year's business.

Closing prices, May 3, car lots, barrel, in 98-lb cottons, 70@80c more in wood, or 15@25c less in bulk; first spring patent \$6@6.25, standard spring patent \$5.50@5.75; hard winter short patent \$5.75@6, straight \$5.25@5.50; soft winter short patent (near-by) \$5.25@5.50, straight (near-by) \$4.50@4.75.

#### NOTES

Included in receipts last week were 1,414 bbls flour destined for export.

George T. Gambrell, one of the popular grain men of the Baltimore market in former years, died at his home, May 2.

Millfed receipts at Baltimore in April were 803 tons, last year 921. Receipts from Jan. 1 to May 1 were 3,471 tons, last year 3,831.

Dudley G. Roe, Jr., W. J. Roe & Son, grain elevator, Sudlersville, Md., has applied for membership in the Baltimore Chamber of Commerce.

J. Nathaniel McCosh, for many years covering Baltimore territory for the Bay State Milling Co., Winona, Minn., is taking a sea trip for his health.

S. P. F. Kline, of Kline Bros., Inc., millers, Boonsboro, Md., and A. R. Selby, secretary and manager of the Liberty Milling Co., Germantown, Md., visited Baltimore, April 29.

Flour receipts at Baltimore in April were 63,384 bbls, last year 67,703; exports 8,507, last year 7,590. Receipts from Jan. 1 to May 1 were 292,376 bbls, last year 292,070; exports 42,678, last year 30,615.

Receipts of grain at Baltimore in April were 716,956 bus, last year 1,588,880; exports 1,386,765, last year 2,518,409. Receipts from Jan. 1 to May 1 were 2,069,064 bus, last year 10,295,628; exports 2,533,632, last year 12,125,567.

William C. Scott, president of the Maryland Biscuit Co., Baltimore, will attend the annual convention of the Biscuit and Cracker Manufacturers' Association of America, to be held at Chicago, May 20-23. Mr. Scott is vice president of the association.

### BOSTON

Demand for flour is well diversified, but of small proportions, and large sellers report moving a little of about all grades. Mixed cars account for much of the business. Low prices are being made to induce business, but the large contracts made some months ago at much higher prices have not yet been liquidated in many instances, and it leaves a sore spot in the minds of more than a few buyers.

Bearish feeling is noted in many quarters and it is commonly talked that \$5 would secure Kansas standard patent, in bulk, if any bona fide sizable offer were submitted to mills. Comparable grades of spring and winter wheat flour are selling within 5@10c bbl of each other. The flour held for relatively high levels, obviously, is hard to move, about all the current business being at or near the inside range of prices quoted.

Sales of spring standard patent are being made here at \$5.90@6 and some of the sellers quoting \$6.35 and thereabouts admit inability to move it at those levels. Spring short patent has been moved in the vicinity of \$6.10. Yet certain brands are held as high as \$6.75, and sellers courageously ask that figure. Special patents range as high as \$7.40, but the bulk of the business done in these is closer to \$7.

As low as \$5.80 has been quoted for hard winter short patent, though most

sellers talk \$6@6.10, and the specials run as high as \$6.65. Standard patent has been sold at \$5.75@5.80. In other quarters \$5.50 is understood to have been accepted, and some say even less is possible to secure for prompt shipment.

Business has been consummated in soft winter patent at \$5.75, and quotations of various mills range upward from this figure \$1 or more, depending on quality and brand. Ohio soft winter straight is offered in some quarters at \$5.30 in cots, but others ask \$5.70 and even more in some instances. Pennsylvania soft winter straight sold at \$5.55 in some quarters and at \$5.40, bulk, in others. One mill is quoting soft winter clear at \$5.45 and straight at \$5.30. Several cars of Pacific Coast soft winter patent were sold here at \$5.50, docks, Boston. Soft straight from Pacific Coast points sold at \$5.35, docks.

Quotations, per bbl, car lots, 98-lb cots: spring patent specials, \$6.75@7.25; spring short patents, \$6.10@6.70; standard spring patents, \$5.80@6.40; spring first clears, \$5.50@5.90; hard winter patents, \$5.50@6.50; soft winter patents, \$5.50@6.50; soft winter straights, \$5.10@5.80; soft winter clears, \$5.25@5.50.

NOTES

Unsold flour in Boston as of May 1, is estimated by the Grain & Flour Exchange as 40,000 bbls, compared with 41,000 on April 1, and 37,000 a year ago.

Another shipment of Argentine bran and middlings has arrived at Boston on the steamer Angeles from Buenos Aires. It consisted of 4,480 bags of bran and 4,480 of middlings, making in all 451 short tons.

Receipts of flour and grains at Boston for the month of April, compiled by the Grain & Flour Exchange, were 119,775 bbls, including 4,225 from the Pacific Coast. The total is 515,375 bbls since Jan. 1.

Condemning government in business, Bernard M. Baruch, former head of the War Industries Board, addressed members of the Boston Chamber of Commerce at their assembly luncheon last week. Those present included Albert K. Tapper, former president of the Grain & Flour Exchange, and Charles M. Cox, president of C. M. Cox Co., feeds.

PITTSBURGH

Moderate business in flour prevails. Buying is restricted to small lots, even in the face of the downward movement of prices. Larger buyers appear reluctant to enter the market, due to the fact that practically all of them are well booked for the remainder of the present crop year. Shipping directions are good. Smaller bakers are buying in fair-sized lots, as their requirements demand.

Soft winter wheat sales are sluggish, with low prices prevailing. Pastry makers and cake and cracker bakers are understood to be well stocked. Clears are in fair demand, with prices easier. Semolina is quoted at 3 3/4 lb, f.o.b., Chicago. Sales are slow and shipping directions restricted.

Quotations, May 3, Pittsburgh: spring wheat short patent, \$5.75@6.50 bbl; standard patent, \$5.50@6; hard winter short patent, \$5.50@6.25; low protein hard winter standard patent, \$5@5.50; clears, \$4.50@5.25; soft winter, \$4.25@4.50, bulk.

NOTES

J. B. Dwyer, president of the Fitch Baking Co., Inc., Erie, Pa., and a former president of the Pennsylvania Bakers' Association, was a Pittsburgh visitor recently.

William F. Seaman, president of the Pennsylvania Bakers' Association, was a delegate to the annual meeting of the Chamber of Commerce of the United States at Washington, D. C. Fred C. Haller, president of the Haller Baking Co., Pittsburgh, represented the East Liberty Chamber of Commerce.

Absence of J. T. Lipford, president of the Pittsburgh Flour Club, in Washington, D. C., necessitated the postponement of the club meeting from May 2 to May 9. The meeting will start at 6:30 at the Fort Pitt Hotel, with dinner being served prior to the business session. Delegates will be chosen to the National Federated Flour Clubs' Convention at Chicago May 26-27.

# PACIFIC COAST

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SEATTLE

Bakers in north coast territory are generally stocked up on flour bought at 50c@\$1 bbl higher than current quotations and instead of equalizing their flour cost by taking on a proportion of lower priced flour prefer to reduce present holdings before incurring additional obligations. New business is at a minimum. Complaint, moreover, is quite general that sales have been light since Easter. Family flour sales are about normal but of small lot character.

Sales in outside territory have continued disappointingly small, and have been largely of car lots for early shipment in competition with low offers made by mills favorably situated as to freight and wheat costs. Pacific northwestern farmers appear to have held onto their wheat for an advance more persistently than growers in other parts of the country, and Pacific wheat has ruled higher throughout the present season than in other sections.

Flour Prices.—Washington flour quotations, car lots, coast, May 2: bluestem family short patent \$6.50@7 bbl, 49's; standard patent \$5.60@6.20, 98's; pastry flour \$4.85@5.30, 98's; blends, made from spring and Pacific hard wheats, \$5.70@6.40, 98's; hard wheat top patents, car lots, coast, arrival draft terms: Dakota, \$6.50@7.30; Montana, \$5.60@6.30.

Export Trade.—Light demand and strong competition for Chinese and Hongkong trade have resulted in unremunerative quotations without, however, developing business. Atlantic domestic ports, as well as Vancouver, B. C., have been underbidding west coast American mills in the Orient, with only the result of demoralizing far eastern markets.

FLOUR OUTPUT

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

	Weekly capacity bbls	Flour output bbls	Pct. of activity
April 20-26	46,800	21,118	45
Previous week	46,800	21,675	46
Year ago	46,800	22,571	48
Two years ago	46,800	30,073	64
Three years ago	46,800	12,384	26
Four years ago	52,800	13,221	25
Five years ago	62,800	16,173	31

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

	Weekly capacity bbls	Flour output bbls	Pct. of activity
April 20-26	57,000	24,914	43
Previous week	57,000	19,917	35
Year ago	57,000	37,868	66
Two years ago	57,000	11,750	21
Three years ago	57,000	17,795	31
Four years ago	57,000	23,191	41
Five years ago	57,000	10,113	18

NOTES

The Langendorf Baking Co., San Francisco, has taken over the Davidson Baking Co., which operates bakeries at Seattle and Portland.

Many sections of the more important wheat growing territory of the Pacific Northwest had good rains last week, others, however, still complain of lack of moisture. Wheat is reported two to three weeks ahead of normal in various sections of spring wheat territory.

A coalition of Marlatt's Home Bakery, Seattle, has been made with the Manning Coffee Stores, also of Seattle, by which the bakery departments of the Manning chain of stores will be operated by the Marlatt firm. That firm has conducted six and the Manning company 12 stores in Seattle.

SAN FRANCISCO

Prices are now 10@20c lower with the buying interest unimproved. Large buyers are not in the market at all, and the smaller bakers show no desire to contract

Kaysville-Layton Milling Co., was in Ogden Thursday, delivering an address at the Kiwanis Club luncheon regarding expenditures on Utah road development.

E. R. Alton, Utah-Idaho manager of the Globe Grain & Milling Co., has returned from Washington, D. C., where he attended the convention of the Chamber of Commerce of the United States as an Ogden delegate.

LOS ANGELES

The flour market is still quiet, with only a few small new sales reported. Bakers seem uninterested except in finishing up old contracts, and flour mills and mill representatives are centering their efforts on obtaining delivery of flour on contract. There have been some new contracts taken on first and second family flour, packed under private brands.

Quotations, based on car lots, sight draft terms: first patent \$6.70@6.90, second patent \$6.30@6.50; Utah-Idaho blends \$6.25@6.50, Utah-Idaho bluestem \$6.20@6.50, Oregon-Washington bluestem \$6.30@6.50, Montana spring wheat grades \$6.10@6.80, northern pastry \$6@6.25; California bluestem \$5.70@6.20, pastry \$5.75@6.

NOTES

F. E. Cross, of the Taylor Milling Co., has just returned from a short trip to its plant at Stockton, Cal.

R. E. Gaylord, of the Bakery Service Bureau of the Sperry Flour Co., has just announced that he is to be transferred to the San Francisco division of the company.

W. E. Peters, manager of the grain department of Tarr & McComb, Inc., has just returned from a trip to the Imperial Valley, and states that the harvest there is under way, and that regular shipments may be expected during the first half of May.

PORTLAND FIRM PLANS NEW MILL OF LARGE CAPACITY

PORTLAND, OREGON.—Construction of a flour mill in Portland to have a capacity of between 3,000 and 4,000 bbls, and probably cost from \$500,000 to \$600,000, is being considered by Kerr, Gifford & Co., Inc. Preliminary to a site being decided on, the company has asked the commission of public docks for terms on a location at the municipal terminal, with access to grain elevator facilities and pier privileges for shipping the output.

It is estimated that the mill contemplated could be erected in from nine months to a year, and while it is being considered principally as an export mill, it would contribute to the domestic volume as well.

The company is also considering an offer from the Vancouver, Wash., port commission of a site. Officials of the company said that to undertake the establishment of a new mill now would serve to keep the organization together and help to offset changes that may follow through operations of the Federal Farm Board. Kerr, Gifford & Co. have been in the wheat exporting business for over 40 years. They already operate a 4,000-bbl mill here, and smaller ones at The Dalles and Eugene, Oregon.

ITALIAN WHEAT IMPORTS FAR BELOW LAST YEAR'S

WASHINGTON, D. C.—Imports of wheat into Italy for the first nine months of the present grain year were 19,549,945 bus, according to reports to the United States Department of Commerce. The nine months ended with March 31. In the corresponding period last year these imports totaled 62,006,970 bus.

Commenting on the Italian situation, the Department of Commerce says: "The record wheat crop that Italy produced in the past year is, of course, responsible for this decrease in imports of this food commodity. Since Italy's average annual imports are about 84,000,000 bus wheat, it is apparent that even if the normal quantity is imported in the three remaining months of this year, which seems most improbable, Italy will have reduced her imports at least 50 per cent."

NOTES

D. L. Boyer, general sales manager of the Provident Chemical Co., called on Ogden millers the past week.

H. P. Iverson, Utah and Idaho manager for the Sperry Flour Co., has returned from a business trip to Chicago and Minneapolis.

A. L. Ingebritson, who will have charge of feeds sales and service activities of the Sperry Flour Co. in Utah and Idaho, has arrived from San Francisco.

C. B. Cress, chief chemist of the Sperry Flour Co., was in Ogden to confer with Sperry officials prior to attending the American Association of Cereal Chemists' convention in Chicago.

H. H. Blood, general manager of the

# F E E D S T U F F S

## MILLFEED

### CENTRAL WEST

**Chicago.**—Demand only fair; supplies little freer; trend easier. Spring bran \$27.50@28, hard winter \$27.50; standard middlings \$26.50@27, flour middlings \$28@29; red dog, \$31.

**Milwaukee.**—Feed prices are holding barely steady. Demand for near-by feed apparently has been filled and buyers are taking on only such feed as is actually needed. Heavier feeds are weaker than bran. The best demand came from Buffalo and New England territory. Deferred shipment feeds are being discounted, with May bran offered at 75c@81 ton under the spot market, and June, July, August bran at about \$3 ton less. There is very limited buying even at these discounts. Standard bran \$28.50@29, pure bran \$29@29.50, standard fine middlings \$27.50@28, flour middlings \$30@31, red dog \$30.50@32, second clear flour \$31.50@32, rye middlings \$20@21.

**St. Louis.**—Cash demand for millfeed only fair. Mills are sold up for the balance of this week, and there is a tendency on the part of mills to sell for May shipment, but buyers are not anxious to come into the market except for deferred shipment. Gray shorts are in poor demand. Standard middlings also quiet, due to the fact that the price for middlings is the same as that for gray shorts. There has been some difficulty in filling April contracts without defaulting. Bran, \$27@27.50; gray shorts, \$25@26; brown shorts \$27.50@28.

### THE NORTHWEST

**Minneapolis.**—The millfeed market is very quiet, compared with the turmoil and activity at the close of April. Many contracts were carried over unfilled. Since then, prices have declined \$1.50@2 ton, and, with the market showing continued weakness, dealers are anxious to get deliveries from mills and high-priced orders filled, before buyers show signs of uneasiness. Eastern markets have not weakened as fast as have those in the West, some sales of track feed having been sold within a day or two at over \$1 ton more than western buyers would pay. The general improvement in pasturage is expected to further curtail inquiry. Mills, however, are well sold ahead and, at present percentage of operations, have enough orders on hand, with regular mixed-car business, to carry them for some time. There is a little current inquiry for standard middlings, but bid prices are far below what mills ask. It is understood sales have been made as low as \$26.50, Chicago, or \$24, Minneapolis. The heavier grades are very weak. Jobbers report offerings of red dog on track at \$2 ton under mill prices. Quotations nominal. Mills ask \$26@26.50 ton for bran; \$25.50@26 for standard middlings; \$27@28 for flour middlings; \$29@30.50 for red dog; \$27.50@28.50 for wheat mixed feed and \$20.50@21 for rye middlings, in 100-lb sacks, f.o.b., Minneapolis. Jobbers' quotations, which perhaps better reflect the market, are still lower.

**Duluth.**—Demand fair; trend steady; one mill has a little for sale, shipment latter part May; no interest in deferred shipment; mills mostly employed filling old orders; prices are unchanged. Bran, \$27.50; standard middlings, \$28.50; flour middlings, \$29.50; red dog, \$30.50.

**Des Moines.**—Demand dull; supplies ample; down 50c@81 on all grades. Bran, \$28@32; gray shorts, \$30@34; flour middlings, \$31@33; standard middlings, \$30@34; red dog, \$31.50@43.

### THE SOUTHWEST

**Kansas City.**—Even with increased millfeed offerings there is little activity except for a persistent demand for spot shipments of bran. Shorts are almost without support and can be had for nearly the same price as bran. Offerings of shorts are very liberal. Quotations, May 3, bran \$26@26.50; gray shorts, \$26.50@27.50; brown shorts, \$26@26.50.



## Feed Prices Are Weakening

"APRIL showers bring May flowers," says a familiar quotation. Members of the feed trade are interested only in a cursory way in dandelions and violets, but the fact that April showers also bring May pastures hits them directly in the middle of their profit sheets. The result is currently seen in a distinct decline in demand for most of the principal feeding ingredients following the general moisture of the past fortnight, with a consequent weakening of prices. The situation is featured principally by the checking of the bull market in wheat millfeeds, but linseed meal and other concentrates also are affected.

Mixed feeds, particularly poultry feeds, are still selling briskly. Manufacturers, however, have been rather heavy buyers of ingredients recently, and apparently have fair stocks on hand or under contract, as their purchasing has diminished.

### WHEAT MILLFEED

With the April rush of buying over, conditions in the millfeed market reversed themselves almost completely. Flour mills sold more of their main product, shipping directions for flour improved, and the plants went into heavier production. Offerings of bran and shorts increased. At the same time, buyers, who, a week ago, were clamoring for supplies, withdrew from the market. Prices dropped \$1@2 ton, with flour middlings and red dog reflecting the full decline. Sentiment is mostly bearish, and recent rains have so improved pastures that a further reduction in demand is anticipated. The best demand for bran is coming now from eastern centers, especially the New England territory. Bran is available for future deliveries at attractive discounts under spot quotations, but the interest in these offerings is small. On the other hand, millers are hesitant about offering middlings other than for prompt shipment, despite the fact that they now are relatively weaker than bran. The reason for this probably is that, in most years, middlings go to a sharp premium over bran in the late spring and early summer, and many millers believe that such a movement might yet materialize in 1930.

### LINSEED MEAL

Linseed meal has turned sharply downward, declines amounting to \$2 ton in Minneapolis and other middle western centers, and about \$1 ton in the East. Inquiries are inactive, and resellers are virtually out of the market. Crushers have completed many of their old contracts, and are offering a little more liberally than in other recent weeks. Canadian linseed meal continues to offer keen competition to the domestic product in a few territories, mostly in the East.

### COTTONSEED MEAL

In marked contrast to the trend in most of the competitive feeds, cottonseed meal prices strengthened. Stocks are generally low, and buying by dairy feed manufacturers has been brisk most of the spring to date. Mills have their production fairly well sold, and offerings are not expected to increase. A bullish government report of the output and distribution of meal during March is anticipated by the trade, and this added to the strength in the market. Prices are 50c@52 higher than a week ago.

### CORN FEEDS

Lower corn prices and a dull demand weakened hominy feed values. Gluten feed and meal quotations are unchanged, with a fair scattered demand for moderate offerings.

### ALFALFA MEAL

While prices for alfalfa meal are generally steady, activity was reported in some markets, with quotations advancing. This resulted from buying by manufacturers of poultry mashes and other mixed feeds, some of whom were placing large contracts for future requirements.

**Atchison.**—Demand very active for prompt shipment, with a slightly better call for deferred; trend steady; mills are oversold on spot, and buyers are much interested in bran; heavier feeds inactive. Bran, \$27.75; mill run, \$28; shorts, \$28.25.

**Oklahoma City.**—Demand particularly good for bran; supplies moderate; trend firm except on shorts, which are considerably weaker. Straight bran \$29, mill run \$30, shorts \$31, delivered, Oklahoma points.

**Omaha.**—Demand very good; trend is upward. Standard bran \$25, pure bran \$25.50; wheat shorts \$25, gray shorts \$25.50@26; flour middlings, \$28; red dog, \$31.50.

**Denver.**—Demand is excellent; supplies sufficient; trend steady. Red mill run bran \$29@31, white \$31@32, gray shorts \$37@39, white \$38@40.

**Salina.**—The jobbing trade manifested wider interest in offerings, indicating that supplies are low; demand has been cur-

tailed somewhat by the general rainfall over this section, and bids for future shipments are below quotations from mills; shipping instructions on flour have increased and mills are running around 75 per cent capacity; deliveries on mixed car shipments are not as far behind schedule as a week ago; bran is \$1@1.50 higher at \$27@28; shorts, \$28@29.

**Wichita.**—Demand good, but decreasing; trend steady to weaker, especially on shorts, which are down about \$1. Bran, \$27@27.50; mill run, \$28@29; shorts, \$29@32.

### THE EAST

**New York.**—Demand good; trend is strong and higher; offerings limited. Bran, \$36.60@37.60; standard middlings, \$35.60@36.60; red dog, \$39.60@40.60.

**Pittsburgh.**—Demand is light. Spring wheat bran, \$34@35; standard middlings, \$32.50@33; flour middlings, \$34.60@35.60; red dog, \$35.50@36.50.

**Boston.**—Demand fairly good; supplies

fair; trend strong. Spring bran \$31@35.50, winter \$34@35.50; middlings, \$33@34.50; wheat mixed feeds, \$37@38.50; red dog, \$38@39.

**Buffalo.**—Demand good; trend is improved. Standard bran, prompt shipment, \$30.50; standard middlings, quick \$29.50, flour middlings \$33; red dog, \$33.50.

**Baltimore.**—Demand more active for immediate shipment; trend higher; offerings lighter. Spring wheat bran \$34@34.50; standard spring wheat middlings \$33.50, flour middlings \$36; red dog, \$37.

**Philadelphia.**—Demand fair; trend is higher. Spring and hard winter bran \$34@34.50, soft winter \$35@35.50; standard middlings \$32.50@33, flour middlings \$34@36; red dog, \$36@36.50.

### CENTRAL STATES

**Toledo.**—Demand good; trend firm; mills are having some difficulty in filling their sales, owing to the limited output and urgent demand for immediate shipment. Soft winter wheat bran, \$31.25@32.50; soft winter wheat flour middlings, \$31.25@31.60; unbolted meal, \$33@34; mixed feed, \$31.50@32.50.

**Cleveland.**—Demand light; trend upward. Hard winter wheat bran \$33.75@44.50, soft winter \$34.50, spring \$33.80@34.05; standard middlings \$32.80@33, flour middlings \$34.50@35; red dog, \$36.50.

**Cincinnati.**—Demand strong; trend is downward; millers not grinding enough flour to supply demand; bran especially scarce. Bran, soft winter wheat \$33@33.50, hard winter \$33@33.50; middlings, standard spring wheat \$32@32.50, soft winter \$33@33.50; gray shorts, \$33@33.50; red dog, \$35@35.50; wheat mixed, \$33@33.50.

**Indianapolis.**—Demand active; supplies limited; trend lower to steady; soft winter wheat bran, \$32.25; standard middlings, \$32@32.75; wheat mixed feed, \$32@32.50; flour middlings, \$34@34.50; red dog, \$34@34.50; hard wheat feeds selling on same basis.

**Evansville.**—Demand improving; supplies plentiful; trend even. Bran, \$31; wheat mixed, \$31; shorts, \$32.

**Columbus.**—Demand fair for bran; supplies sufficient; trend steady; some sales reported for forward shipment, feed manufacturers taking more than for some time. Spring bran \$33@33.50, hard winter bran, \$33@33.50, soft winter bran \$35@35.50, standard middlings \$33@33.50, flour middlings \$36@36.50, red dog \$38@38.50.

**Louisville.**—Demand good for bran and mixed feed; supplies light; trend firm; production light, as mills need flour shipping instructions; middlings and red dog quiet. Bran, \$34; wheat mixed feed, \$35; brown middlings \$36, gray \$39; red dog, \$41.

### THE SOUTH

**New Orleans.**—Demand fair; trend is lower. Texas wheat bran \$1.58@1.60 per 100 lbs, gray shorts \$1.63@1.70; Kansas wheat bran \$1.60@1.65, gray shorts \$1.70@1.75; Missouri wheat bran \$1.65, gray shorts \$1.70@1.73, red dog \$2.05; standard middlings, \$1.68@1.70.

**Birmingham.**—Demand from out of town better than local; bran is bringing as much as shorts, standard grade being quoted at \$34; pure wheat bran, \$33@34; gray shorts in burlap bags, unstamped, \$32@33.

**Norfolk.**—Demand light; trend is upward. Red dog, \$38@40; winter middlings, \$35@38; winter bran, \$35@36; standard bran, \$35.50@36.50; standard middlings, \$35@36.

**Nashville.**—Demand holds up fairly well; supplies ample; trend of market narrow and steady. Soft winter wheat bran, f.o.b., Ohio River stations, \$26@30; standard middlings, \$29@32.

**Fort Worth.**—Demand sufficient to absorb offerings; supplies moderate; trend steady. Wheat bran \$1.55@1.57 per 100 lbs, gray shorts \$1.63@1.65 and white

Unless otherwise specified, feed quotations named in The Northwestern Miller are of Tuesday, the day preceding publication, and are per ton, sacked, in car lots, f.o.b., at the points named.

shorts \$1.90@2, delivered, Texas common points; wheat bran \$1.45@1.50, delivered, Fort Worth proper.

**Memphis.**—Demand very limited; offerings more plentiful; nobody interested in futures. Wheat bran, \$29; gray shorts, \$30.25@30.50.

**Dallas.**—Demand good; trend steady; offerings normal. Delivered, Texas common points, 100-lb bags: bran, \$1.53@1.58; brown shorts \$1.66@1.70, white \$1.94@2.

**PACIFIC COAST**

**Seattle.**—Demand fair; trend strong. Washington standard mill run, \$28.50@29; Montana mixed feed, \$27.50@28.

**San Francisco.**—Demand slow; trend steady; large buyers awaiting arrival of Argentine bran purchases. Domestic offerings very light, and confined to futures, at higher prices. Kansas bran, \$36@37; Ogden white mill run \$34@35, blended mill run \$33@34, red mill run \$33@34; northern white bran and mill run \$31@32; northern red and standard mill run \$32@33, shorts \$35@36, middlings \$41@42; Montana bran \$32.50@33.50, low grade flour \$42.50@43.

**Ogden.**—Demand improved; trend upward; California purchasers, together with active intermountain demand, have stimulated market; heavy supply from larger mills in Ogden being diverted to poultry feed industry. To California dealers, red bran and mill run \$33, blended bran and mill run \$34, white bran and mill run \$34, middlings \$44, f.o.b., San Francisco and other California common points; to Utah and Idaho dealers, red bran and mill run \$28, blended bran and mill run \$29, white bran and mill run \$30, middlings \$39.

**Los Angeles.**—There is a strong, active demand for quick millfeed, and many buyers seem to have realized simultaneously that their stocks are low. Spot millfeed quoted at: red \$34@34.50; blended \$34.50@35, white \$35@36; prompt shipment, red \$33@33.50, blended \$33.50@34, white \$34@35.

**CANADA**

**Toronto.**—Demand good; supplies are scarce; trend steady; prices firm. Bran \$33, shorts \$34, middlings \$36, jute, mixed cars, delivered, Ontario points and as far east as Montreal.

**Winnipeg.**—Demand moderate; trend firm; no accumulation of supplies. Manitoba and Saskatchewan, bran \$30, shorts \$32; Alberta, bran \$31, shorts \$33; British Columbia, bran \$31@33, shorts \$33@35; Pacific Coast, bran \$31@36, shorts \$36@38.

**Vancouver.**—Demand good; trend is weak; prices set by the millers' association for British Columbia are out of line with world values, and Brazilian and Argentine supplies are now offering here. Bran, \$31; shorts, \$36; middlings, \$43.

**CORN FEED**

**Milwaukee.**—Demand is fair; supplies ample; trend steady. Yellow feeding meal \$32, white \$31; cracked corn, \$34.75; ground oat and corn, \$35.50.

**COTTONSEED MEAL**

**Memphis.**—Demand fairly good for small lots, but mixing trade taking cake chiefly at discount of \$2.50 compared

**Index of Millfeed Production**

THE following table shows the computed production of millfeeds for the current week, with prior weeks and annual averages for comparison, of (1) mills of Nebraska, Kansas and Oklahoma and the cities of Kansas City and St. Joseph; (2) mills of Minnesota, North Dakota, South Dakota and Montana and the cities of Minneapolis, St. Paul and Duluth-Superior; (3) mills of Buffalo, N. Y.

	Southwest		Northwest		Buffalo	
	Tons	Total since Jan. 1	Tons	Total since Jan. 1	Tons	Total since Jan. 1
April 27-May 3	22,034	390,781	15,912	290,130	8,273	143,220
Previous week	21,855	368,715	16,141	271,188	8,133	114,917
Year ago	22,850	117,082	18,443	319,178	6,391	115,602
Two years ago	22,191	377,997	18,718	354,253	7,235	128,218
Three years ago	23,168	394,259	15,730	302,032	7,117	117,701
Four years ago	14,735	315,418	18,090	337,612	3,955	121,837
Five-year average	21,050	379,107	17,517	320,651	6,818	127,722

Note: The foregoing figures are computed from flour production as reported direct to this publication by 75 per cent of the flour milling capacity of the Southwest, 81 per cent of the Northwest and all of the flour mills of Buffalo.

with meal; mills sold up; 41 per cent protein, \$39; 43 per cent, \$41.50.

**DAIRY FEED**

**Chicago.**—Demand only fair; trend is steady; 32 per cent protein, \$46@47; 24 per cent, \$40.50@42; 20 per cent, \$37.50@40.50; 16 per cent, \$27@30.

**GLUTEN FEED**

**Chicago.**—Demand slower; trend is steady; manufacturers are offering for June shipment, and guaranteeing prices to August. Meal, \$40.15; feed, \$30.

**SCREENINGS**

**Minneapolis.**—Demand for screenings very light. Sellers have samples on change that they carry over from day to day without an offer. The fact that mixers are reselling further complicates the situation. Quotations nominal. Usually a buyer has to pay up if he wants some particular quality; otherwise the same car goes begging. Seeds, \$12@13 ton; Canadian refuse, \$9@10; medium weight elevator screenings, \$8@9; elevator dust, \$1@3.

**Winnipeg.**—Demand good for standard re cleaned; trend firm. Refuse, \$10 track or ex-mills; standard re cleaned \$28, unground, bulk; \$35 ground and sacked.

**St. Louis.**—Demand quiet; prices steady to lower. Wheat, \$18@22; ground screenings from the Northwest, \$15@18.

**BREWERS' DRIED GRAINS**

**Milwaukee.**—Demand good; supplies ample; trend steady. Quotation, \$24.50@26.

**HOMINY FEED**

**Omaha.**—Demand fair; trend downward. White or yellow, \$27.50.

**LINSEED MEAL**

**Minneapolis.**—Inquiry for linseed meal indifferent. There was some buying during week on the decline, but market again quiet. Minneapolis, \$52.50 ton; no offerings at Chicago or Milwaukee; Toledo, \$51; Buffalo, \$48.50; Fredonia, Kansas, \$55.50; Portland, Oregon, \$42.50. Export demand for linseed oil cake is quiet, with price weak at \$33.50 ton, f.a.s., New York.

**Winnipeg.**—Demand good; trend easier. Cake, \$44; meal in new bags \$48, in seconds \$46.

**Buffalo.**—Demand fair; trend steady; 34 per cent protein, quick, \$49@49.50; 32 per cent, \$47@47.50.

**OAT FEED**

**Toronto.**—Demand dull; supplies light; prices too high for any activity. Crushed oats \$40@43 ton, chop \$42, feed \$22, bags included, cash terms, delivered, Ontario points.

**Millfeed—Receipts and Shipments**

Receipts and shipments of millfeed at the principal distributing centers for the week ending May 3, in tons, with comparisons.

	Receipts		Shipments	
	1930	1929	1930	1929
Minneapolis	772	556	15,887	14,813
Kansas City	1,000	2,120	2,920	3,780
Baltimore	258	190	—	—
Milwaukee	29	150	2,020	1,750
Philadelphia	140	200	—	—

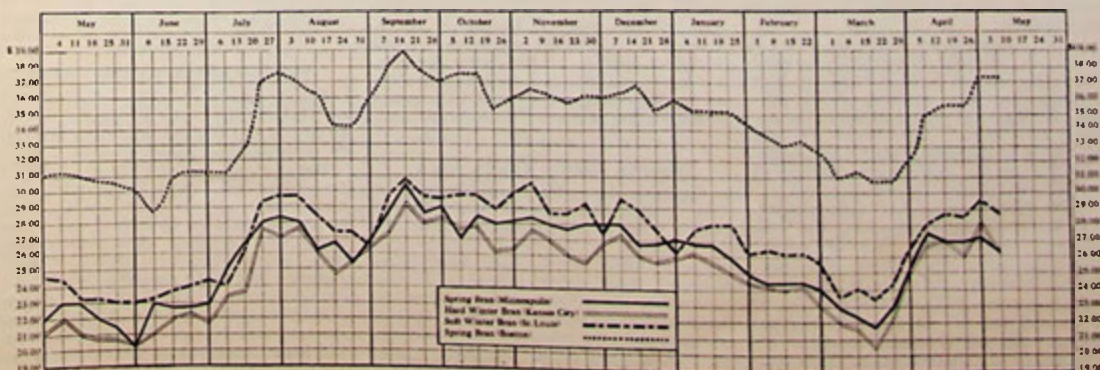
**SUMMARY OF MILLFEED QUOTATIONS**

Millfeed quotations reported to The Northwestern Miller by wire Tuesday, May 6, based on carload lots, prompt delivery, per ton, packed in 100-lb sacks:

	Chicago	Minneapolis	Kansas City	St. Louis	Baltimore
Spring bran	\$27.50@28.00	\$26.00@26.50	\$25.00@25.50	\$27.00@27.50	\$31.00@31.50
Hard winter bran	27.50	26.00	25.00	27.00	31.00
Soft winter bran	26.50@27.00	25.50@26.00	24.50@25.00	27.50@28.00	33.50
Standard middlings*	28.00@29.00	27.00@28.00	25.00@25.50	25.00@28.00	36.00
Flour middlings†	31.00	30.00	30.50	—	37.00
Red dog	31.00	30.00	30.50	—	—
	Buffalo	Philadelphia	Boston	Columbus	Nashville
Spring bran	\$30.50	\$31.00@31.50	\$31.00@31.50	\$33.00@33.50	—
Hard winter bran	30.50	31.00	31.00	33.00	—
Soft winter bran	29.50	30.00	30.00	32.00	—
Standard middlings*	32.50@33.00	33.00@33.50	33.00@33.50	35.00@35.50	—
Flour middlings†	33.00	34.00@36.00	—	36.00@36.50	—
Red dog	33.50	34.00@36.50	28.00@30.00	38.00@38.50	—
	Spring bran	Shorts	Middlings		
Toronto	\$33.00	\$34.00	\$35.00		
Winnipeg	\$33.00	\$32.00	—		

\*Brown shorts. †Gray shorts. ‡Port William basis.

**Range of Bran Prices**



**FIVE BRANCHES FOR GRAIN CORPORATION**

Plan for Handling New Crop of Wheat Calls for Offices in All Principal Marketing Areas

At least five branch offices of the Farmers' National Grain Corporation will be established as soon as possible to be functioning in time for the 1930 harvests. C. E. Huff, president, has announced.

A district manager will be in charge of each office, Mr. Huff said, who will have jurisdiction over terminals and sub-terminals and will be directly responsible to the Chicago office. Present plans call for these areas:

The northern territory, or spring wheat area, will extend from the lake ports of Duluth and Superior westward to the line in western Montana that divides the eastern and western flow of grain. St. Paul, Duluth and Minneapolis are being considered for the branch office for this area.

The Southwest territory, embracing all the hard winter wheat areas, will center in a branch office at Kansas City, and its jurisdiction probably will include the markets at Omaha and St. Joseph and extend over the intermountain area around Ogden, Utah.

The Northwest territory, Mr. Huff said, may require more than one office. Henry W. Collins, of Pendleton, Oregon, already has been named for this district. Spokane and Portland are being considered for the office.

The Northeast territory probably will center in Buffalo, N. Y., where the office not only will take care of the mill business but also afford an export outlet.

The Central territory, producing soft wheat, will extend from Missouri eastward to the seaboard. Several cities, particularly St. Louis and Indianapolis, are under consideration for the office.

The export business from New Orleans and Galveston will be handled under present plans from the Chicago office, Mr. Huff said, and he added that the personnel for the various offices now is being chosen.

He explained that, while branch offices are to be located primarily with respect to wheat area, the corporation expects to do a large business in other grains and that full attention will be given to these phases of operation.

**Ocean Rates**

Ocean rates on flour, all subject to confirmation, as quoted by Charles Andrews, of the United Kingdom and Continental Freight Conference, and the F. C. Thompson Co., Ltd., Toronto, Ont., and by Irving H. Heller, St. Louis, in cents per 100 lbs.

From	John-Mont		New York	real	New York
	John-Mont	John-Mont			
Aberdeen	22.00	29.00	27.00	—	—
Amsterdam	18.00	18.00	23.00	—	—
Antwerp	18.00	—	23.00	—	—
Avonmouth	19.00	19.00	27.00	—	—
Belfast	22.00	22.00	27.00	—	—
Bergen	28.00	30.00	27.00	—	—
Bremer	40.00	—	30.00	—	—
Bremen	18.00	18.00	23.00	—	—
Bristol	19.00	21.00	27.00	—	—
Cardiff	19.00	21.00	27.00	—	—
Cork	30.00	—	27.00	—	—
Danzig	22.00	32.00	27.00	—	—
Danzig	23.00	31.00	36.00	—	—
Dublin	22.00	22.00	27.00	—	—
Dundee	22.00	23.00	27.00	—	—
Genoa, Naples	42.00	—	45.00	—	—
Gibraltar	35.00	—	—	—	—
Glasgow	29.00	29.00	25.00	—	—
Gothenburg	30.00	30.00	37.00	—	—
Hamburg	14.00	18.00	23.00	—	—
Havre	40.00	—	23.00	—	—
Helsingfors	25.00	33.00	42.00	—	—
Hull	21.00	21.00	27.00	—	—
Leith	21.00	21.00	27.00	—	—
Liverpool	18.00	18.00	25.00	—	—
London	18.00	16.00	25.00	—	—
Londonderry	21.00	27.00	27.00	—	—
Malmo	33.00	33.00	38.00	—	—
Manchester	18.00	15.00	25.00	—	—
Marseilles	40.00	—	30.00	—	—
Newcastle	31.00	21.00	27.00	—	—
Oslo	30.00	30.00	37.00	—	—
Piraeus	30.00	—	35.00	—	—
Rotterdam	18.00	18.00	23.00	—	—
Southampton	29.00	23.00	27.00	—	—
Stavanger	30.00	30.00	37.00	—	—
Stettin	28.00	35.00	44.00	—	—
Stockholm	33.00	33.00	40.00	—	—

\*Rates also apply from Boston, Baltimore, Philadelphia and Hampton Roads. †Conferees rates, applying also to Mobile, Galveston and other Gulf ports. Rates through March, 1930. ‡Rates apply through June, 1930.

**POULTRY FEED**

Chicago.—Demand good; trend steady. Quotation, \$34.

## BAKERY EQUIPMENT MEN HOLD MEETING

Manufacturers. In Annual Gathering at Atlantic City, Discuss Plans for Machinery Exhibition Next Fall

ATLANTIC CITY, N. J.—Plans were discussed at the twelfth annual meeting of the Bakery Equipment Manufacturers' Association, held at Atlantic City May 2-3, for the forthcoming exposition of bakers' machinery at the international conference of bakers in Atlantic City next fall. The business sessions were held in one of the halls of the municipal auditorium and were attended by approximately 40 leading equipment manufacturers.

The first meeting was chiefly devoted to reports of committees and officers, and at the afternoon meeting resumes were given by George E. Dean, Union Steel Products Co., Gus Eichman, Hobart Machinery Co., and Secretary Ferry of Ferry & Dawson, on the recent annual convention of the Chamber of Commerce of the United States, held in Washington earlier in the week. The balance of the afternoon was devoted to an inspection of the new municipal auditorium, where the exposition will be held. This auditorium is said to be one of the finest places of its kind in the world.

The second day's session was an executive one at which, it is understood, detailed discussions took place regarding plans for the fall meeting. The manufacturers are enthusiastic over the prospects for this exposition, and it is thought that it will be more than worthy of the large attendance expected in Atlantic City at that time.

The annual banquet was held on the evening of May 2 at the Hotel Chelsea. Paul Esselborn, Century Machine Co., president, early in the evening turned the meeting over to F. X. Lauterbur, Peerless Bread Machine Co., who acted as toastmaster. The trade press had been expressly invited to attend this banquet and was widely represented.

Frank Bohn, writer, economist and lecturer, was the featured speaker of the evening. He delivered a most impressive address upon the economic geography of the country, discussing in detail present conditions and future prospects of the different districts. He prophesied that this country will dominate the economic future of the world. Mr. Bohn cited a prominent authority as saying a national economic council should be created to control business and avoid slumps.

### SOUTHERN EXPANSION PREDICTED

The speaker thought that the present business troubles were only of a temporary nature and will be forgotten by the end of the present year. He advocated, among other things, decentralization of industry and urged that special study be given to southern districts, where he expects the greatest industrial growth to occur in the next few years.

William Emley, former president of the Atlantic City Chamber of Commerce and brother of Joseph C. Emley, treasurer of the Bakery Equipment Manufacturers' Association, welcomed the assembly and offered his personal services to all for the fall exposition. Other speakers were George E. Dean, Albert Klopfer, of Bakers Weekly, and P. M. Stelle, of The Independent Baker. In his talk Mr. Dean advocated that every effort be made to get an attendance of 15,000 at the exposition.

Members of the executive committee of the Bakery Equipment Manufacturers' Association who continue in office are George E. Dean, Union Steel Products Co.; Frank X. Lauterbur, Peerless Bread Machine Co.; Joseph C. Emley, Duhrkop Oven Co. New members elected to the committee are Harry Lockwood, Lockwood Mfg. Co.; J. G. Redner, Battle Creek Wrapping Machine Co. Paul Esselborn, of the Century Machine Co., was elected an ex-officio member of the committee. Officers will be elected at the next meeting of the executive committee.

### CHEMISTS CHECK RESULTS

KANSAS CITY, Mo.—The April check of the Kansas City Protein Referee Board, an organization of chemists of

local mills and industries for the purpose of checking the accuracy of laboratory work, shows a variation of .30 in protein content, with a maximum of 11.20 and a minimum of 10.90, the average being 11. Moisture content averaged 13.91, with a maximum of 14 and a minimum of 13.60, giving a variation of .40. Ash content varied .020 and had an average of .403, with a maximum and minimum of .420 and .400, respectively. Fifteen units participated in the check.

## PROGRAM ANNOUNCED FOR INDIANA BAKERS' MEETING

The annual convention of the Indiana Bakers' Association, which will be held May 13-15 at the Hotel Lincoln, Indianapolis, will feature sweet goods and merchandising. The first business session will start at 1:30 p.m. on May 13. Talks scheduled for this session will cover opportunities in the cake field, by C. B. Crumb, of Procter & Gamble; production and merchandising, by William Broeg, of Standard Brands, Inc.; the forthcoming Atlantic City convention of the American Bakers Association by Tom Smith, secretary of the national organization.

On May 14, the sales manager's responsibilities will be discussed by Charles R. McGill, of Terre Haute, Ind., and president of the Bakery Sales Promotion Association. Eugene Quigg, of Richmond, Ind., will talk on the personnel of the sales force; Charles W. Winfield, of Fort Wayne, on knowledge of the products made in the bakery, and W. S. Allison, of the Quality Bakers of America, New York, on the proper handling of bakery goods.

The afternoon of May 14 will be given over to retailers. W. A. Zickgraf, of Peoria, Ill., president of the Associated Bakers of Illinois, will talk on production and selling. The icing and decorating of cakes will be discussed by Henry Dutz and Don Pierre, of Swift & Co., Chicago, and A. L. Odebrecht, of the Columbus Show Case Co., is scheduled to explain the proper displaying of bakery goods in the retail shop.

The final day calls for an address by H. M. Jacklin, of the automotive engineering department of Purdue University, on truck maintenance and delivery costs. He will be assisted in handling the subject by Harry W. Mayfield, of Vincennes, Ind., Harold B. West, of Indianapolis, and A. T. Downie, of the W. E. Long Co., Chicago.

The election of officers will be held on the morning of May 14, and the annual banquet the same evening. Singing and other entertainment features are planned. Paul J. Brinckley, of Hartford City, is president of the association, and C. P. Ehlers, Indianapolis, is secretary and manager.

## FLOUR CLUBS CONVENTION ARRANGEMENTS COMPLETED

CHICAGO, ILL.—The Chicago Flour Club has completed all plans for the annual convention of the National Federated Flour Clubs, which will be held at the Edgewater Beach Hotel, Chicago, May 26-27. The last meeting of the Chicago Flour Club, prior to the convention, was held the evening of May 1, at which time all committees made final reports, and they are all ready for the greatest convention in the history of the national organization.

V. J. Petersen, of Petersen Bros. & Co.; W. E. Albright, Minneapolis-Larabee Flour Co.; George A. Shields, of the New Century Co., were elected official delegates of the local organization to the national convention. John Reget, Jr., was re-elected as Chicago Flour Club representative on the executive committee of the National Federated Flour Clubs.

Aside from making final arrangements for the national convention, the club members also decided to hold another golf tournament and outing this year, and the tentative date was set for June 25. A special golf committee is to be appointed, and C. A. Bunnell, Chicago manager of the Pillsbury Flour Mills Co., is chairman of this committee. This com-

mittee and the entertainment committee, consisting of John Reget, Jr., chairman, L. R. Merrill, of the Washburn Crosby Co., Inc., and Charles Yager, Jr., of the Modern Miller, will make all arrangements for the annual field day and golf tournament.

N. G. Anderson, Chicago manager for the Bay State Milling Co., Winona, Minn., was introduced and spoke briefly. This was the first meeting Mr. Anderson has attended since his arrival in Chicago a few months ago.

Those present included John W. Eckhart, John W. Eckhart & Co.; George S. Chesbro, J. P. Parks Co.; George L. Fisher, King Midas Mill Co.; V. J. Petersen, Petersen Bros. & Co.; H. E. Burgess, Gold Medal Flour Co.; W. M. Hommerding, B. A. Eckhart Milling Co.; E. G. Dahl; James P. Curry, James P. Curry Co.; C. M. Yager, Jr., Modern Miller; John Reget, Jr.; W. E. Albright, J. A. Howorka, Minneapolis-Larabee Flour Co.; Frank Lange, Lange Flour Co.; Harry Korzeniewski, Ray Korzeniewski, J. Korzeniewski & Co.; Fred Larsen, Habel, Armbruster & Larsen Co.; C. C. Anthon, Southwestern Milling Co., Inc.; F. J. Bergenthal, Red Star Yeast & Products Co.; A. E. Schullen, Lloyd Merrill, Washburn Crosby Co., Inc.; C. A. Bunnell, J. A. Rheinstrom, Pillsbury Flour Mills Co.; J. E. Dister, W. T. Demmer, Anchor Mills; Charles H. Meyer; Oscar P. Greiner; George A. Shields, New Century Co.; George Hohenadel, Pieser-Livingston Co.; N. G. Anderson, Bay State Milling Co.; I. B. Johnston, International Milling Co.; S. O. Werner, The Northwestern Miller.

## B. W. UNGE TO MANAGE EXPORT FLOUR COMPANY

KANSAS CITY, Mo.—B. W. Unge, who resigned recently as export sales manager of the Topeka (Kansas) Flour Mills Corp., has identified himself with the Gulf & Atlantic Trading Co., of which C. W. Hempstead, of the Hempstead Lumber Co., Mobile, Ala., is principal. Mr. Hempstead is president of the company and Mr. Unge is becoming vice president and general manager. The company will be active in the export trade, particularly in flour, and will represent a number of western mills, both in Latin America and European markets. For the present, Mr. Unge is conducting mill and export correspondence from Topeka, Kansas, but later on will reside at Mobile. He is visiting there this week.

## CALIFORNIA DOCTORS GIVE WHITE BREAD ENDORSEMENT

The California Medical Association, at a recent meeting, adopted a resolution condemning food faddists and endorsing white flour products. The National Food Bureau has been active in its work in California, and is responsible in part for the stand taken by the physicians of that state.

### C. E. SCHIPP IN NEW CONNECTION

OKLAHOMA CITY, OKLA.—Colonel C. E. Schipp, formerly connected with the Southern Bag & Burlap Co., Houston, has been appointed representative of the Houston Compress Co., covering the flour export business. Although Colonel Schipp's particular field is flour, he will solicit general cargo for movement through the port of Houston. He is making a survey of originating points for flour exports in Oklahoma, Kansas, Colorado and Missouri, and his selection of headquarters will depend in a measure upon the results of the survey.

### POSTED WHEAT TAKEN BACK

CHICAGO, ILL.—The 1,247,000 bus of No. 1 and No. 2 hard winter wheat which were posted as having gone out of condition in the South Chicago elevator C, on April 7, have been taken back by the elevator company. It was said that the May had been given in exchange at a price 5c under. It was claimed that the wheat in question was of fair to good milling quality.

## CANADA 1930 EXPORTS LESS THAN HALF 1929

Shipments of Grains Other Than Wheat Little Over One Tenth Last Year's Quantity

A considerable contrast between Canadian grain and flour export business this year and last is presented in comparative figures published in Canadian Grain Statistics, a bulletin of the Dominion department of trade and commerce. Wheat and flour exports are running much less than half as large as last year. During the month of March the difference was not quite so pronounced, being 11,592,000 bus of wheat against 21,207,000 in March, 1929, and 680,000 bbls of flour against 1,412,000 a year ago.

However, figures for the eight months' periods ending March, 1929, and March, 1930, are more startling. The contrast is between 100,012,000 bus of wheat this year and 277,412,000 last year, and between 4,496,000 bbls of flour and 8,411,000. In money the total difference is between \$157,981,000 and \$348,591,000.

Canadian wheat and wheat flour exports for March, and the eight months ended March, 1929 and 1930:

WHEAT, BUS			
		Eight months ended	
1929	1930	1929	1930
23,267,000	11,592,000	277,431,000	100,012,630
Value in dollars—			
23,471,000	13,116,000	302,277,000	130,539,000

WHEAT FLOUR, BBLs			
		Eight months ended	
1929	1930	1929	1930
1,412,000	680,000	8,411,000	4,496,000
Value in dollars—			
7,303,000	3,815,000	46,314,000	27,141,000

WHEAT FLOUR AND WHEAT (Flour reduced to 4 1/2 bus per bbl)			
		Eight months ended	
1929	1930	1929	1930
27,564,000	14,592,000	315,283,000	120,218,000
Value in dollars—			
30,775,000	16,925,000	318,591,000	157,981,000

Other Canadian cereal exports, including grains and millfeeds, show an even greater contrast. The total quantity of these exports is hardly one tenth as much as it was last year. The difference is that between 4,393,000 and 41,799,000 bus.

Canadian grain (not wheat) exports for the eight months ended March, 1929 and 1930 (round figures, bus):

	Bushels	
	1929	1930
Oats .....	7,631,000	1,209,000
Barley .....	27,825,000	2,495,000
Rye .....	4,134,000	208,000
Flaxseed .....	1,382,000	220,000
Oatmeal and rolled oats .....	427,000	260,000
Total quantity .....	41,799,000	4,393,000
	Cwt	Cwt
Bran and shorts .....	2,754,000	721,000

### EXPORTS BY DESTINATION

Canadian wheat and wheat flour export figures by countries of destination show that after Great Britain, which always figures as the principal customer, the leading buyers in March were Italy and Greece. Shipments to the mother country totaled just a trifle over 4,000,000 bus, while Greece was next with 1,282,000 and Italy a good third at 1,100,000. France took 949,000 bus, Belgium 813,000, and Japan 747,000. Germany, the Netherlands, Sweden, and Portugal took from 400,000 to 600,000 bus each. China bought 347,000 bus.

A total of 274,000 bbls of flour was exported to Great Britain during the month. Germany was the next best patron, buying 70,000 bbls, and China third, taking 37,000. Jamaica was the only other destination country to receive more than 30,000 bbls, and only four of the remaining countries bought over 20,000.

### PHILADELPHIA BAKERS MEET

PHILADELPHIA, PA.—The Bakers' Club of Philadelphia held a supper meeting on May 5 at the Penn Athletic Club, with 39 members and guests present. Resignations were received from John B. Dougherty and Joseph H. Shinnick. Announcement was made of a golf tournament to be held on May 28 at the White Marsh Country Club. The principal address was delivered by Rev. Arthur C. James, a Methodist minister. Much interest was shown in the display of a bread poster designed by the National Food Bureau, and toward the distribution of which the local bakers have contributed.



## RYE PRODUCTS

**Chicago.**—Only the usual steady and small lot business in rye flour is reported. Single cars are being taken, but no buyer is interested in future delivery. The local output totaled 6,233 bbls, against 6,014 the previous week. Mill asking prices, May 3, patent white, \$4.55@4.65 hbl, jute; standard, \$4.35@4.45; medium, \$4.10@4.25; dark \$3.40@3.95.

**Duluth.**—Orders are being received for small lots up to a full car now and then, but business shows no special improvement. Choice milling rye is getting more scarce, and the price tendency is higher. Quotations, May 3, f.o.b., mill, in 98-lb cottons: pure white, \$4.80 hbl; No. 2 straight, \$4.40; No. 3 dark, \$3.65; No. 5 blend, \$4.85; No. 8 rye, \$4.05.

**St. Louis.**—Demand for rye products was very light last week, with prices almost unchanged. Recent buying evidently has taken care of buyers' requirements for the present. Quotations, May 3, basis cotton 98's, f.o.b., St. Louis: pure white patent, \$5.05 hbl; medium, \$4.65; pure dark, \$3.90; rye meal, \$4.30.

**Indianapolis.**—Poor demand; trend downward; warehouse stocks low. Quotations, May 3: pure white flour, \$4.80@4.90 hbl, Indianapolis, basis 98-lb cottons; medium, \$4.50@4.60; dark, \$4@4.05.

**Buffalo.**—Steady demand for flour last week, with all grades moving in about the same proportion. Quotations, May 3, 98-lb cottons: white \$4.90@5.10 hbl; medium, \$4.40@4.50; dark, \$4@4.10.

**Boston.**—Consumers of rye flour are still working on old contracts, and hesitate to book any new business. Quotations, May 3, 98-lb cottons: choice white patents, \$5.25@5.35 hbl; standard patents, \$5@5.10; medium dark straights, \$4.60@4.70; medium light straights, \$4.80@4.90; pure dark rye, \$4.30@4.40; rye meal, \$4.40@4.50.

**Baltimore.**—Some car lot sales top patent were made last week at around \$5.20 hbl in cotton. Nobody wanted dark, which the mills were trying to make go as feed. Quotations, May 3, in 98-lb cottons: top patent, \$4.90@5.15 hbl; straight, \$4.35@4.60; dark, \$3.65@3.90.

**Philadelphia.**—Flour quiet with moderate but ample offerings at former rates. Quotations, May 3, 98-lb cotton sacks: white, \$5.30@5.50 hbl; medium, \$4.50@4.75; dark, \$4@4.25.

**Pittsburgh.**—Demand improved; inquiry better. Quotations, May 3: pure white \$4.75@5.25 hbl, medium \$4.25@4.50, dark \$3.50@4, cotton 98's, Pittsburgh.

**New York.**—Business last week was moderate, sales being limited to hand-to-mouth requirements. White patent, in jutes, on May 3 was quoted at \$4.90@5.10 hbl.

## OATMEAL

**Toronto.**—Cereal millers report business very dull. Demand is declining, and so also are prices. A reduction of 10c was made on April 28, and another of like amount the next day. Quotations, May 3: rolled oats \$6.70 hbl of 180 lbs, in 90-lb jute sacks, mixed cars, less 10c hbl for cash; car lots, \$6.40; oatmeal, in 98-lb jutes, 10 per cent over rolled oats.

**Winnipeg.**—Only a moderate business was done in rolled oats and oatmeal last week. The Canadian budget gives protection against United States products, which this season have competed very keenly with the Canadian article and reduced output in Canadian mills. Prices were advanced 30c per 80 lbs, which is a little better than the tariff protection allowed on rolled oats. Canadian millers were quick to take advantage of the new duties, and raise their prices. Rolled oats in 80-lb bags were quoted, May 3, at \$3.50 in Manitoba, and \$3.55 in Saskatchewan and Alberta; oatmeal in 98-lb bags, 25 per cent over rolled oats.

**Minneapolis.**—Rolled oats were quoted on May 6 at \$2.25 per 90 lbs.

**Philadelphia.**—Again weaker, influ-

enced by slow demand and decline in raw material. Quotation, May 3, \$2.78 per 100-lb sack.

**Baltimore.**—The sale of oatmeal in this market is said to be done almost exclusively in package goods stock by wholesale grocers under mill brands at practically fixed prices. Local feed dealers rarely carry the product in stock.

## COTTON MARKET WEAK ON BEARISH REPORTS

**Small Reduction in Acreage, Rains in South and Lowered Consumption Weaken Values—Burlap Prices Stronger**

**NEW YORK, N. Y.**—The cotton market was erratic last week, but for the most part continued its downward tendency. Several upward reactions could not be sustained, partly due to reports of general rains in the cotton belt. Weakness in the stock market also had an adverse effect upon cotton. The week saw a further widening of price spreads, which reached the highest of the season and operated against American exports. A final weakening factor was the report of the American Cotton Service indicating a reduction of less than 5 per cent in this season's acreage.

Exports are now more than 1,060,000 bales behind those of last year, the greatest deficiency so far this season. Certified stocks at major delivery points have been steadily increasing and are now well over 300,000 bales, providing ample supplies for May deliveries.

An indication of the seriousness of the declining consumption of American cotton was shown in a report issued last week by the New York Cotton Exchange Service, which stated:

"World consumption of American cotton in March totaled 1,074,000 bales, against 1,063,000 in February, 1,291,000 in March last year, and 1,300,000 in March the season before last. In the first eight months of this season, Aug. 1 to March 31, world consumption of American cotton totaled 9,238,000 bales, against 10,147,000 in the corresponding portion of last season, and 10,805,000 two seasons ago.

"Consumption of American cotton in this country totaled only 4,112,000 bales this season to the end of March against 4,472,000 in the same portion of last season, a decline of 360,000. Abroad, consumption was only 5,126,000 bales against 5,675,000, a decrease of 549,000.

"Great Britain used only 1,044,000 bales of American cotton this season to the end of March, against 1,267,000 in the same part of last season, the Continent only 2,989,000 against 3,215,000, and the Orient only 959,000 against 1,000,000, and the minor consuming countries only 134,000 against 193,000.

"Foreign mill activity as a whole is not running below last season. Foreign spinners are using outside growths in volume sufficient to offset the decreased use of American cotton."

### BURLAP

Despite the fact that burlap prices showed signs of strengthening last week, this had little favorable effect upon business, and about the only sales reported were cases wherein the price was materially under nominal quotations. The advance was influenced by cables from Calcutta, but most buyers could not be interested sufficiently even to make bids under prevailing prices. Some interest was shown in spot burlap, and sales were reported from different markets.

According to advices recently received in New York, independent Indian jute mills are subscribing to the curtailment program of the Indian Jute Manufacturing Association. This is of particular interest, for the success of the plan was admitted to depend upon the extent to which it was taken up by the independent mills.

### BAKERS CLUB GOLF MEET

**NEW YORK, N. Y.**—The first golf tournament of the season held by the Bakers Club, Inc., at the Pomonok Country Club on April 29, was thoroughly enjoyed by a good number of members. Fifty-five

participated in the tournament, including members and guests, and nearly all remained for dinner. The winners in class A were J. N. Claybrooke, G. W. Wheeler, Raymond F. Kiltzau; class B, J. E. Lucier, E. P. Mitchell, L. E. Broenniman; class C, C. E. Casto, J. R. Haney, C. W. Webster. The next game will be at the Baltusrol Golf Club, Short Hills, N. J., May 29, through the courtesy of Charles R. Rinchart.

### BEMIS MOVES NEW YORK OFFICES

**NEW YORK, N. Y.**—The New York headquarters of the Bemis Bro. Bag Co. are now at the new building, 270 Broadway, having moved the end of April from the quarters at 61 Broadway which they had occupied for nearly 15 years. The new rooms are on the twenty-third floor, offering a magnificent view of lower New York, City Hall, Mayor Walker and Grover Whalen.

## LESS WHEAT HELD BY MILLS THAN IN 1929

**Stocks Also Reported Considerably Reduced Since Three Months Ago—Flour Held Same as Last Year**

Wheat supplies held by mills in the United States as of March 31 are considerably smaller than they were on the same date last year. Wheat flour stocks held by mills, either in mills or in public and private warehouses, or in transit, are approximately the same as they were a year ago. These facts are reflected in the quarterly statistical report on wheat and wheat flour stocks just issued by the Department of Commerce.

Mills represented in the figures number 1,012, owned by 860 concerns, with a daily capacity of 646,958 bbls, and produce 92.8 per cent of the flour output of the United States.

The total stocks of wheat held March 31, 1930, amounted to 96,565,000 bus, of which 87.6 per cent was in private terminal elevators, in transit, and in mills and mill elevators attached to mills; 7.6 per cent in public terminal elevators, and 4.8 per cent in country elevators.

A large reduction is noted from the quantity held three months previously (Dec. 31, 1929, report), which was reported at 150,047,000 bus. There also is a substantially smaller quantity now held than a year ago, which on March 31 was 107,215,000 bus.

Wheat flour stocks are a trifle less than they were a year ago, but in a relatively small amount, the total now held being 4,238,000 bbls, compared with 4,335,000 on March 31, 1929. Below are given comparative figures on wheat stocks as to location.

WHEAT STOCKS HELD BY MILLS			
	(In bushels, 000's omitted)		
	Mar. 31	Dec. 31	Mar. 31
In country elevators	1,626	1,929	1,929
In public terminal elevators	7,351	14,788	14,492
In private terminal elevators not attached to mills	7,343	11,145	3,957
In transit and bought to arrive	8,961	9,978	8,670
In mills and mill elevators attached to mills	69,178	109,991	74,348
Total wheat stocks	96,565	150,947	107,215

WHEAT FLOUR STOCKS (000'S OMITTED)			
	Mar. 31		
	Dec. 31	1929	1929
Totals, bbls	1,238	1,721	1,355

Supplementing the information given in the government report, the Millers' National Federation special bulletin of April 30 states that stocks of wheat held by millers who reported to the federation, on March 31, 1930, were 73,455,000 bus, or 8,955,000 less than on March 31, 1929.

"The decline is actually greater than is apparent from the figures themselves," the report says. "The number of mills reporting a year ago was 271 and the daily capacity represented was 497,119 bbls, whereas the present report covers 366 mills with a daily capacity of 432,856 bbls. Earlier in the year wheat stocks were the heaviest on record, which makes the current decline rather a marked one.

"The figures indicate that mills will require approximately the same amount

of wheat for the three months' period ending June 30, 1930, as they used during the same period of 1929. Assuming the same carryover as last year in manufactured flour and new sales of 13,500,000 bbls (which is slightly less than for the same period last year), the milling wheat requirements for this period will be nearly 65,000,000 bus.

"Any stimulation of export business on the part of the farm board would tend to increase the wheat requirements of the milling industry still further.

"The net 'long' wheat position last year and this, as taken from this report, was:

	Bushels—	
	March 31	March 31
Wheat stocks	82,111,788	73,455,857
Flour stocks (1.6 bu per bbl)	13,294,262	14,650,655
Options bought	7,842,790	19,547,000
Totals	103,318,750	98,673,512
Wheat sold into flour	86,218,658	80,158,435
Options sold	12,292,982	9,609,000
	92,511,640	89,797,635
Net long	10,837,110	8,875,877

Sales of flour during the period from Jan. 1, 1930, to March 31, 1930, were 14,736,578 bbls, according to the federation figures, with flour actually manufactured during the same time reaching a total of 20,025,000 bbls. During the first three months of last year comparable amounts were 12,205,812 bbls and 19,655,198 bbls, while in 1928 11,527,786 bbls had been sold and 17,477,724 bbls manufactured by March 31.

Unfilled flour orders at the present time amount to 17,521,024 bbls, which would require a 40 days' capacity run to grind. Sufficient wheat is now on hand for a 36 days' capacity run.

## CORN PRODUCTS

**New Orleans.**—Demand fair; trend is steady. Cream meal and grits, May 3, \$4.40 hbl; standard meal, \$4.20; standard pearl meal, \$3.70.

**Memphis.**—Buyers still are purchasing only immediate requirements of meal, as consumers are taking less than usual at this season. Cream reported offering as low as \$3.80 hbl, basis 24's, although most mills ask more and the range is up to \$4 for the established brands. Stocks are light, and consumption normal.

**St. Louis.**—Cream meal in cotton sacks, May 3, was quoted at \$2.05 per 100 lbs, and standard meal at \$1.95.

**Evansville.**—Demand for meal continues active, with hominy demand dull. Prices are steady. Corn meal, May 3, was quoted at \$2.25 per 100 lbs; flake hominy, \$3.40; pearl, cracked and grits, \$2.40@2.50.

**Indianapolis.**—Demand fair; offerings plentiful; stocks fair. On May 3, cream meal was quoted at \$2.45@2.50 per 100 lbs.

**Nashville.**—Demand routine, and quiet; tone of market about steady; output moderate. Degerminated cream meal, May 3, 96-lb bags, \$2.20@2.25.

**Pittsburgh.**—Demand light. Quotation, May 3, for kiln-dried yellow and white meal, \$2.50@2.55 per 100 lbs.

**Philadelphia.**—Quiet, with downward trend. Quotations, May 3, in 100-lb sacks: fancy kiln-dried meal, yellow \$2.45, white \$2.52; pearl hominy and grits, \$2.52.

**Toronto.**—The usual quantity of white corn flour is being sold in the local market, but this is never large at any time. Prices are unchanged. Quotation, May 3, \$6.50@6.80 hbl, in bags, car lots, delivered.

**Baltimore.**—Steady and quiet, regardless of decline in raw material, with trade holding off for lower prices. Quotations, May 3: meal, \$2.05@2.20 per 100 lbs; hominy and grits, \$2.28@2.33.

**Minneapolis.**—On May 6, 1930, and white corn meals were quoted at \$4@4.10 per 200 lbs.

### MILLS INCREASE CAPITAL

**DALLAS, TEXAS.**—The Harvest Queen Mill & Elevator Co., Plainview, has amended its charter to increase capital stock from \$250,000 to \$600,000.

# THE GRAIN MARKET

## Unsettled Market for Grain

**T**HE recent wheat futures market has followed an erratic course, reversing itself almost daily and frequently during the same session. Disappointing action of foreign markets, reports of improved condition of winter wheat where recent rains fell and a contraction in foreign buying were early weakening factors. The market developed strength later in response to buying to shorten holdings in advance of initial deliveries on May contracts and a bullish private estimate of the Kansas crop. Selling was encountered near the close of last week, as a result of stock market weakness. The net result was a loss of about 2c from a week ago.

Estimates of the trade before May 1 that there would be heavy deliveries on May contracts the first delivery day, most of which was expected to be tendered to the agents of the farm board, proved wrong and deliveries were much smaller than expected. About 6,500,000 bus were delivered in Chicago, 1,500,000 in Kansas City and 4,500,000 in Minneapolis.

The smaller deliveries on May contract than expected indicate that the Grain Stabilization Corporation had either liquidated a large part of its May futures holdings before May 1 by selling the futures or by exchange for the cash article.

Tenor of crop news was generally much improved. Further good rains fell over the entire Southwest, relieving the protracted dry spell in southwestern Kansas and western Oklahoma. The spring wheat areas of the Northwest also received good soaking rains. All wheat areas now have ample moisture for two weeks or more.

The spring wheat crop is practically all seeded in the Northwest and conditions are generally reported excellent. Seeding was generally accomplished a week ahead of normal.

Export business in North American wheat failed to maintain the volume of the preceding week, but on the whole a fair business was put through. Unlike the week before the bulk of the business was in Canadian Manitobas, with only scattered sales of domestic hard winters. There were occasional spurts of export buying, but requirements were quickly satisfied. Total sales of wheat were estimated at about 6,000,000 bus, compared with 10,000,000 in the preceding week.

### WHEAT

**Chicago.**—Receipts 103 cars, compared with 231 the previous week and 109 a year ago. Shipping demand was of fair volume, with 167,000 bus worked. The spot market followed the futures very closely, and there was little change in the trading basis. Quotations, May 3: red winter, No. 1 3@3 1/4c over May, No. 2 2 1/2@3c over, No. 3 1/4@2c over; hard winter, No. 1 1c under to May price, No. 2 2@1c under, No. 3 4@3c under; northern spring, No. 1 1 1/2c under to May price, No. 2 3@2c under, No. 3 7@4c under; dark northern spring, No. 1, 1c under to 1/2c over.

**Minneapolis.**—With offerings extremely light, consignees have no difficulty in getting top prices. Buyers want high protein varieties, and as a result of competition sales at times are possible at 1/2@1c bu over the quoted market. Firms that buy for mill account have standing orders for protein wheat which they are unable to fill. Wheat testing 15 per cent protein will bring 9@11c over May; 14 per cent, 8@10c over; 13 per cent, 5@8c over, and 12 per cent 3@5c over. This is an advance in the premiums, as compared with the option, of 2c bu for the week on top grades and 1c on 12 per cent. No. 1 amber closed on May 6 at 93 1/2@98 1/4c, and No. 1 durum 88 1/2c.

**Duluth.**—Futures last week were easier and prices declined moderately. May spring hit the lowest point on the crop, closing at 97 1/2c, a loss of 2 1/2c. May durum finished at 89 1/2c, slightly above its previous bottom level. Demand good for both spring and durum milling grades, and in fact for practically all offerings. Close: No. 1 dark northern \$1.01 1/2@1.09 1/2 bu; No. 1 northern, 99 1/2c @ \$1.05 1/2; No. 1 amber, 91 1/2@94 1/2c; No. 1 durum, 89 1/2c; No. 2 mixed, 81 1/2@91 1/2c; No. 2 red, 86 1/2c. Boats wintering here with cargoes and few new loadings were sent East. Shipping operations slow.

**St. Louis.**—Soft wheat prices fairly steady, but market quiet. Limited demand for choice No. 2 red and garlicky descriptions, but ordinary qualities and light test No. 3 rather slow. Order buyers and local elevators furnished the chief outlet. Hard wheat steady to lower. Supplies light, but demand only fair. Cash prices, May 3: No. 2 red, \$1.13 bu; No. 1 hard, \$1.02; No. 2 hard, \$1.01 @ \$1.01 1/2.

**Winnipeg.**—Demand for the top grades and certain of the lower ones was quite good last week, millers and exporters taking moderate quantities. The opening of navigation at Fort Wil-

liam and Port Arthur was quiet, with less than 2,000,000 bus cleared in the first three days. Only No. 1 northern is being delivered on the May contract, the other contract grades holding small premiums. Deliveries on the first two days were small, with most of the terminal interests hedged in the July. No. 1 northern was quoted, May 3, at \$1.04 1/2 bu, basis in store Fort William or Port Arthur.

**Kansas City.**—Demand for milling wheat held to its usual fair proportions last week, but there was no snap to buying and the moderate offerings were just about equal to demand. High protein of a grade above the average was the exception, and was eagerly sought after. Storage interests bought sparingly, as did export and chicken feed dealers. Quotations, May 3: dark hard winter, No. 1 96c@ \$1.05 bu, No. 2 95c@ \$1.04, No. 3 94c@ \$1.03, No. 1 92c@ \$1.01; hard, No. 1 95c@ \$1.04, No. 2 94c@ \$1.03, No. 3 93c@ \$1.02, No. 1 91c@ \$1.

**Toledo.**—Basis of bidding is now 2 1/2c over Chicago May. The bid for No. 2 red, 28 1/2c rate points to New York, on May 2, was \$1.04 1/4 bu. Receipts are small.

**Milwaukee.**—Closed 2c lower. Receipts 2 cars, against 60 the previous week and 61 a year ago. Quotations, May 3: No. 1 mixed 95c@ \$1.01 bu, No. 2 94@99c, No. 3 90@93c; red winter, No. 1 \$1.02@1.04, No. 2 \$1@1.02, No. 3 97@99c; No. 1 durum 87@92c, No. 2 85@86c, No. 3 80@83c; No. 1 northern 96c@ \$1, No. 2 93@97c, No. 3 89@93c.

**Nashville.**—Demand quiet, with movement more active than usual at this season; supplies fair; trend narrow and somewhat unsettled. No. 2 red, with billing, May 3, \$1.27@1.28 bu.

**Indianapolis.**—Demand only fair; receipts heavy for this time of the year; inquiry very quiet; local consumers have sufficient stocks on hand. No. 2 red winter on May 3 was quoted at 99c@ \$1.01 bu, and No. 2 hard 93@95c, on 37 1/2c rate to New York and 16c rate to Ohio River points.

**Philadelphia.**—Alternately higher and lower last week, closing quiet at net decline of 1c. May 3, No. 2 red winter, \$1.05 bid and \$1.12 asked.

**Baltimore.**—Cash wheat was 1/4@1 1/2c lower last week. Export demand moderate. Stocks decreased 566,595 bus. Closing prices, May 3: spot No. 2 red winter for export, \$1.02 1/2 bu; spot No. 2 red winter, garlicky, domestic, \$1.09 1/2; May, \$1.09 1/2. Range for week of No. 2 red winter for export, \$1.02 1/2@1.05 1/2; range of contract grade, \$1.06 1/2@1.10 1/2. Shipments to southern mills were large,

representing an accumulation of orders. Exports were 781,439 bus, 566,271 domestic and 215,168 Canadian. Canadian receipts, 15,976 bus. Stocks 4,659,780, including 3,122,733 Canadian.

**New York.**—Price fluctuations were erratic last week; weather reports were favorable, and export business large. Cash quotations, May 2: No. 2 red, c.i.f., domestic, \$1.20 1/2 bu; No. 1 northern spring, c.i.f., domestic, \$1.22 1/2; No. 2 hard winter, f.o.b., export, \$1.06 1/4; No. 1 northern Manitoba (in bond), f.o.b., export, \$1.16.

**Buffalo.**—Millers were disinclined to buy sufficient to carry them very far this month, just enough to keep their mills running, except where considerable flour has been sold for future delivery.

**Seattle.**—Cash markets of the north Pacific Coast showed a moderate improvement in activity last week, as growers sold somewhat more freely and export business of modest volume was worked. Dull flour demand, however, reduced milling purchases. Quotations, No. 1, sacked, coast, 30 days' delivery, May 2: soft and western white, \$1.07 bu; hard winter, northern spring and western red, \$1.06; Big Bend bluestem, \$1.19.

**Ogden.**—Heavier shipments from southern Idaho were received last week. The total for April was over 400 carloads. Cash prices declined 3c. Quotations, May 2: No. 2 soft white 87c@ \$1.03 bu, No. 2 northern spring 87c@ \$1.03, No. 2 hard winter 84@91c, No. 2 hard white 86@99c, milling in transit billing, freight paid to Ogden.

**Los Angeles.**—Movement was slow last week. No. 1 white, old crop, was quoted, May 2, at \$2.20@2.25 per 100 lbs. No. 2 soft white, \$2.15@2.20; new crop Imperial Valley, No. 2 or better, soft white or hard white, first half of May shipment, \$2@2.05.

**Portland.**—Several parcel lots, aggregating 7,000 tons, were booked last week for shipment to the United Kingdom and the Irish Free State. There has been a fair amount of selling by farmers. Buying by mills was light. Cash prices at the close: Big Bend bluestem, \$1.16 1/2 bu; soft white and western white, \$1.04; hard winter, northern spring and western red, \$1.02.

**Toronto.**—The market for Ontario winter wheat is quite restricted. Mills report limited sales of flour, but deliveries of wheat are much below normal. The pool price for car lots at country

points remains at \$1.15 bu, with 3c allowance to mills for storage and handling. Private traders who have their own storage are selling at \$1.12; wagon lots at mill doors, country points, \$1.05. Western spring wheat is 1 1/2c lower. Quotations, May 3: No. 1 northern \$1.11 bu, c.i.f., Bay ports; No. 2, \$1.08.

**San Francisco.**—Offerings light; demand confined to actual requirements. Quotations, May 2, 100 lbs, sacked: feed, \$1.95@2; No. 2 hard white, \$2.05@2.10; No. 2 soft white, \$2@2.05.

### CORN

**New Orleans.**—Demand fair; trend slightly lower. On May 3 No. 2 yellow was quoted at \$1.03 bu, sacked; No. 2, \$1.02.

**Kansas City.**—Demand fairly good except for cars running to maximum moisture for the grade, when a fair carry-over resulted. Quotations, May 3: white corn, No. 2 76@77c bu, No. 3 74@76c, No. 4 72@74c; yellow, No. 2 78@79c, No. 3 77@78c, No. 4 75@76 1/2c; mixed, No. 2 74 1/2@75 1/2c, No. 3 73 1/2@74 1/2c, No. 4 72@73c.

**St. Louis.**—Good demand for corn last week, with most of the white selling to elevators. Buying of the yellow more diversified—mills, shippers and local trade all represented. Cash prices, May 3: No. 2 corn, 80c bu; No. 2 yellow 81c, No. 3 yellow 79@80c, No. 6 yellow 75c; No. 2 white 82c, No. 3 white 80c.

**Minneapolis.**—Cash prices, compared with the option, are 2@3c bu higher for the week. Keen demand for the moderate offerings of choice; fair to good for lower grades. No. 2 yellow, 1c under to 1c bu over Chicago May; No. 3 yellow, 4@1c under; No. 4 yellow, 9@6c under, and No. 5 yellow 11@9c under.

**Milwaukee.**—Closed 1@2c lower. Receipts 113 cars, against 82 the previous week and 59 a year ago. Quotations, May 3: No. 2 yellow, 79 1/4@79 1/2c bu; No. 2 white, 81@81 1/2c; mixed, 78 1/2@80 1/2c.

**Chicago.**—Receipts, 1,342 cars, compared with 905 the previous week and 505 a year ago. Shipping demand fell off, as did the "to arrive" bookings, both from the country and from other terminals. The decline in the May future was partially offset on the choice offerings by slightly wider premiums, but the lower grades were weaker, both on the basis of actual prices and as compared to the May delivery. Quotations, May 3: mixed, No. 3 79c bu, No. 4 78@78 1/2c;

## Grain Futures—Closing Prices

Closing prices of grain futures at leading option markets, in cents per bushel:

WHEAT				CORN (CONTINUED)			
Chicago		Minneapolis		Chicago		Kansas City	
April	May	July	May	July	May	July	May
30.....	101 3/4	104 1/4	102	105	1.....	79 3/4	83 3/4
May	101 1/4	104 1/4	101 3/4	104 1/4	2.....	79	80 3/4
30.....	101 3/4	104 1/4	101 3/4	104 1/4	3.....	78 3/4	80 3/4
30.....	100 3/4	102 3/4	99 3/4	102 3/4	4.....	78 3/4	80 3/4
30.....	100 3/4	101 3/4	98 3/4	101 3/4	5.....	79 3/4	81 1/4
30.....	102 3/4	103 3/4	101	103 3/4	6.....	79 3/4	81 1/4
Kansas City				St. Louis			
April	May	July	May	July	April	May	July
30.....	95 1/4	97 3/4	100	102 3/4	30.....	40	40 3/4
30.....	94 3/4	97 3/4	100	102 3/4	May	40 3/4	40 3/4
30.....	94 3/4	97 3/4	100	102 3/4	1.....	40 3/4	40 3/4
30.....	94 3/4	97 3/4	100	102 3/4	2.....	40 3/4	40 3/4
30.....	94 3/4	97 3/4	100	102 3/4	3.....	40 3/4	40 3/4
30.....	94 3/4	97 3/4	100	102 3/4	4.....	40 3/4	40 3/4
30.....	94 3/4	97 3/4	100	102 3/4	5.....	40 3/4	40 3/4
30.....	94 3/4	97 3/4	100	102 3/4	6.....	40 3/4	40 3/4
OATS				RYE			
Chicago		Minneapolis		Chicago		Minneapolis	
April	May	July	May	July	April	May	July
30.....	40	40 3/4	40	40 3/4	30.....	59	65
30.....	40	40 3/4	40	40 3/4	May	58	63 3/4
30.....	40	40 3/4	40	40 3/4	1.....	58 3/4	63 3/4
30.....	40	40 3/4	40	40 3/4	2.....	58 3/4	63 3/4
30.....	40	40 3/4	40	40 3/4	3.....	58 3/4	63 3/4
30.....	40	40 3/4	40	40 3/4	4.....	58 3/4	63 3/4
30.....	40	40 3/4	40	40 3/4	5.....	58 3/4	63 3/4
30.....	40	40 3/4	40	40 3/4	6.....	58 3/4	63 3/4
DULUTH				DULUTH			
April	May	July	May	July	April	May	July
30.....	35 3/4	36 1/4	35 3/4	36 1/4	30.....	280	278 1/2
30.....	35 3/4	36 1/4	35 3/4	36 1/4	May	278 1/2	278 1/2
30.....	35 3/4	36 1/4	35 3/4	36 1/4	1.....	283	278 1/2
30.....	35 3/4	36 1/4	35 3/4	36 1/4	2.....	276 1/2	271 1/2
30.....	35 3/4	36 1/4	35 3/4	36 1/4	3.....	274	268 1/2
30.....	35 3/4	36 1/4	35 3/4	36 1/4	4.....	275	261
30.....	35 3/4	36 1/4	35 3/4	36 1/4	5.....	271	264 1/2
30.....	35 3/4	36 1/4	35 3/4	36 1/4	6.....	271	268 1/2
BARLEY				BARLEY			
Chicago		Minneapolis		Chicago		Winnipeg	
April	May	July	May	July	April	May	July
30.....	80	82 1/2	80	82 1/2	30.....	48 3/4	51
30.....	80	82 1/2	80	82 1/2	May	48 3/4	48 3/4
30.....	80	82 1/2	80	82 1/2	1.....	48 3/4	48 3/4
30.....	80	82 1/2	80	82 1/2	2.....	48 3/4	48 3/4
30.....	80	82 1/2	80	82 1/2	3.....	48 3/4	48 3/4
30.....	80	82 1/2	80	82 1/2	4.....	48 3/4	48 3/4
30.....	80	82 1/2	80	82 1/2	5.....	48 3/4	48 3/4
30.....	80	82 1/2	80	82 1/2	6.....	48 3/4	48 3/4

yellow, No. 1 80½¢, No. 2 80@80½¢, No. 3 77@79½¢, No. 4 78½¢, No. 5 76½¢, No. 6 70@77½¢; white, No. 2 82¢, No. 3 81½¢; sample grade, 60c.

**Indianapolis.**—Demand for white improving, with fair call for yellow; arrivals heavy; some inquiry from eastern houses and interior corn mills. Quotations, May 3: white, No. 2 75@76c bu, No. 3 74@75c; yellow, No. 2 73@74c, No. 3 72@73c; No. 3 mixed, 69@70c.

**Pittsburgh.**—Demand fair; inquiry is moderate; trend firmer. On May 3 No. 2 yellow, shelled, was quoted at 91@91½c bu.

**Toronto.**—There is plenty of American and Argentine corn offering. Sales are light. American corn is 2c lower. Quotations, May 3: No. 3 American yellow corn 91½c bu, delivered, Toronto; Argentine 88c, c.i.f., Bay ports.

**Nashville.**—Demand moderate; supplies light; South using more homegrown corn than usual; trend narrow, about steady. Quotations, May 3: No. 2 white, 95½@96½c bu; No. 3 white, 94¼@95½c.

**Buffalo.**—Except for the needs of feed manufacturers, corn sold slowly, but all receipts were cleaned up at the close. No. 3 yellow sold at 93¾c bu, Philadelphia, on May 3.

**Boston.**—Conservative buying featured the market last week. Most of the business was for prompt shipment, though a little lake-and-rail for shipment, May to October, mostly No. 2 yellow, was booked. Quotations, May 3: all-rail, No. 2 yellow 99c@81 bu, No. 3 yellow 96@97c; lake-and-rail, No. 2 yellow 97c, No. 3 yellow 95c.

**Baltimore.**—Corn started the week strong and higher, but closed soft and 3¼c lower. Arrivals were 10,904 bus, 1,718 southern and none for export. Closing prices, May 3: domestic No. 2 yellow, track, 90@91c bu; No. 3, 88@89c, or 1c down from previous figures. Cob corn was a trifle easier at \$1.75 bbl, with demand for prime yellow on spot less urgent.

**San Francisco.**—Demand good, with offerings adequate for immediate shipment. No interest in futures. Quotations, May 2, 100 lbs, hulk, California points, 10-day shipment: eastern No. 2 yellow \$1.79, No. 3 \$1.77; No. 2 white, \$1.80; No. 2 mixed, \$1.76; No. 2 Kafir, \$1.85@1.90; No. 2 milo, \$1.95@2.05; No. 2 California milo, \$1.95, sacked; No. 2 Egyptian corn, \$2.05, sacked.

**BARLEY**

**Duluth.**—Cash prices last week were lowered 1c all around. Very little stuff is being moved in from the country. Boat loadings and shipment of several hundred thousand bushels were reported. Close, May 3: malting, 51@51c bu; feeding, 45@48c.

**Winnipeg.**—Little was done last week, with only a few small lots sold to eastern Canada; no foreign interest. No. 3 Canadian western was quoted, May 3, at 44½c bu, basis in store Fort William or Port Arthur.

**Toronto.**—Sales continue fairly good, but the movement is declining gradually as the more active months of the feeding season pass. Prices have been reduced 3½c. Quotation, May 3, 51½@56½c bu, delivered, Ontario points.

**Chicago.**—Receipts 70 cars, compared with 71 the previous week and 123 a year ago, but the weakness in the other feed grains acted as a weight on this grain as well. Both feeding and malting types

were easier. Quotation, May 3, 52@65c bu.

**Buffalo.**—There was a fair demand for barley in store, but only a car or two here this week, with slow sale for that except for mixing.

**Milwaukee.**—Closed strong and 1c higher, with a good demand for malting but dull for feed. Receipts, 114 cars, against 92 the previous week and 90 a year ago. Quotations, May 3: malting, 57@66c bu; feed, 50@57c.

**Los Angeles.**—The market strengthened last week. Warehouse stocks are reported smaller than the first estimates, and the Imperial Valley pool will remove much of the new crop from the market. It is reported that 60 per cent of the central northern crop has been contracted for by the Central West Co-operative Buying Organization. Feed barley, May 2, was quoted at \$1.27½@1.32½ per 100 lbs; No. 1 bright western, 47 lbs or better, \$1.32½@1.37½; choice white Smyrna, \$1.37½@1.42½.

**San Francisco.**—Demand for feed grades more active, with some inquiry from north Pacific points. Offerings not pressing. Export demand for malting types slightly improved. Quotations, May 2, 100 lbs, sacked: feed, \$1.25; choice feed, \$1.27½; grading, \$1.30; shipping, \$1.35; choice malting, \$1.50.

**OATS**

**Duluth.**—Good demand for the choice, fair otherwise. The light offerings are not enough to carry the trade very far. No. 3 white, May 3, was quoted at 37¼@38½c bu. Large cargo wintered here shipped east for breakfast food concern.

**Winnipeg.**—Sales were made to buyers in eastern Canada to be used for feeding purposes, but export trade remained dormant and the futures market extremely dull. No. 2 Canadian western were quoted, May 3, at 48½c bu, basis in store Fort William or Port Arthur.

**Toronto.**—Western feeding oats are selling in a limited way. Prices are about 2½c lower. Quotations, May 3: No. 1 western feed 50c bu, No. 2 48c, scapings 34½c, c.i.f., Bay ports.

**Chicago.**—Receipts 160 cars, compared with 191 the previous week and 307 a year ago. Good shipping inquiry reported, the latter being a sustaining factor and offsetting weakness in the futures. Quotations, May 3: white, No. 2 41¼@42½c bu, No. 3 40¼@41½c, No. 4 40c.

**Nashville.**—Demand moderate; supplies light; trend lower. No. 3 white, May 3, 48½@49½c bu.

**Indianapolis.**—Fairly steady, and receipts lighter; some inquiry from eastern houses. No. 2 white, May 3, 38@39c bu; No. 3 white, 37@38c.

**Boston.**—Trading last week was slightly improved. No future bookings of consequence. Quotations, May 3: all-rail, fancy 40@42-lb 57@61c bu, regular 38@40-lb 54@55c; regular 36@38-lb 53@54c, regular 34@36-lb 51@52c; lake-and-rail, regular 36@38-lb 52@53c.

**Philadelphia.**—Irregular, closing at net decline of ½c. Trading quiet. No. 2 white, May 3, 51¼@55½c bu.

**Baltimore.**—Slightly firmer and more salable last week, especially the better qualities, due to small stocks and light offerings. Closing prices, May 3: spot No. 2 white, domestic, 54@54½c bu, nominal; spot No. 3 white, domestic, 52½@53c, nominal.

**Milwaukee.**—Closed ¼@1c lower, with a fair demand; receipts 43 cars, against

113 the previous week and 62 a year ago. Quotation, May 3, 39½@41½c for No. 3 white.

**Pittsburgh.**—Demand fair; inquiry moderate; trend easier. Quotation, May 3, for No. 2 white 48@48½c bu.

**San Francisco.**—Offerings very light; dealers buying supplies only as they need them; all grades selling for feed purposes. Quotations, May 2, 100 lbs, sacked: red feed, \$1.50@1.60.

**RYE**

**Duluth.**—Rye futures last week sank to lower levels, May closing at 60½c on May 3. Deliveries on May contracts small. There is a scarcity of choice milling and price tendency firmer, even lower grades being hard to locate at the present restricted rate of country shipping. No boat loadings made yet.

**Chicago.**—Only 2 cars received, compared with none the week before and 13 a year ago. Quotation, May 3, for No. 2, 1½@2c over May.

**Winnipeg.**—Light trading prevailed last week, and prices for the most part followed wheat. There was no export in-

terest. No. 2 Canadian western was quoted, May 3, at 60¾c bu, basis in store Fort William or Port Arthur.

**Milwaukee.**—Closed 3c lower. Receipts 1 car, against none the previous week and 3 a year ago. No. 2 closed at 62½@67½c bu, ranging 5@10c over May.

**Buffalo.**—Good demand here for rye, but only in small amounts.

**FLAXSEED**

**Duluth.**—On May 2 the current contract broke 13c, hitting low at \$2.70, the other deliveries following to a much lesser extent. July gave slight indication of a comeback. Net loss for May 5c, closing at \$2.76 bu. The decline for the others ranged 14¼@16½c. July closed at \$2.68½, September at \$2.29, and October at \$2.27½. Boat shipments reported, 104,000 bus, and an additional 75,000 to go. Two Argentine cargoes expected here from the East shortly.

**Winnipeg.**—Crushers did very little business last week, and trading was mainly professional. No. 1 northwestern was quoted, May 3, at \$2.24½ bu, basis in store Fort William or Port Arthur.

**Cereal Chemists Open Meeting in Chicago**

(Continued from page 155)

ship between cereal chemists and bakery engineers. He said the standing of members of the Association of Cereal Chemists is very high, but many who buy and use flour look upon the chemist as away above him as far as mental accomplishments are concerned, although the bakery engineer prides himself on his accomplishments. Mr. Pirrie thought both groups should meet on common ground, and that cereal chemists may find it necessary to add to or modify their vocabulary. The problem of the production manager now, he said, is to become sales minded, and he threw out the suggestion that cereal chemists should become production minded.

As a result of Mr. Pirrie's talk a special session will be devoted to discussion of plans of closer co-operation between the two organizations.

T. H. R. McNally, of the Toronto Convention and Tourist Association, extended an invitation to hold next year's convention in Toronto.

**PROOFING DEVICE FOR DOUGHS**

Speaking about an automatic proofing device for bread doughs, T. R. Aitken, of the grain research laboratory of the board of grain commissioners, at Winnipeg, said that a proofing device for bread doughs has been designed which is simple in construction, automatic in action, and efficient in operation. By its application it is believed that many variations in baking results, due to uncontrolled proofing, have been completely eliminated. It has been demonstrated that when doughs are machine mixed and molded, and proofed to height by means of this device, that the maximum difference in loaf volume in a series of loaves baked from the same flour is approximately 3 per cent. This was found to be the case regardless of whether the loaves are baked by the same or by different operators, and on the same or on different days; also, when a series of loaves from the same flour was baked on different days by two different operators, the maximum difference in loaf volume was not greater than 5 per cent.

and the maximum difference from the average was not greater than 3 per cent. When a standard flour was baked by the same operator at various intervals, extending over a period of nearly one year, the maximum difference in loaf volume was not more than 3.5 per cent, and the maximum difference from the average was not more than 2 per cent. It would be distinctly advantageous to make this device an essential part of the equipment for carrying out the baking test.

Golf was scheduled for Tuesday afternoon, the main prize being a cup presented by the local convention committee. A trip was arranged to see north shore towns with stops at the famous Miner Rock Gardens, at the home of Carl S. Miner, Chicago chemist.

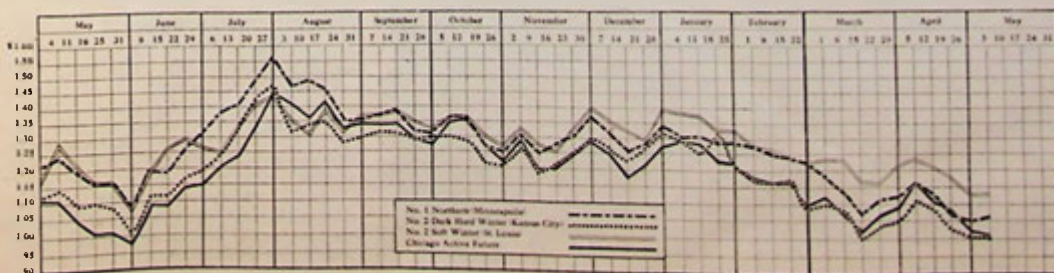
**IOWA BAKERS PLAN ANNUAL CONVENTION, MAY 20-21**

The 1930 convention of the Iowa Bakers' Association will mark the twenty-seventh anniversary of that group, and it will be held May 20-21 at the Hotel Burlington, Burlington, Iowa. Fewer formal addresses and more discussion by the bakers attending will feature the program. The trade practice committee, the bread committee and the cake committee will have charge of the meeting on the afternoon of May 20, during the course of which much interest is expected to be shown concerning legislation designed to prevent the return of states in Iowa. Reports, an address by Al Larrimer, of Winterset, Iowa, president of the association; another by W. E. Long, of the W. E. Long Co., Chicago; a discussion of trade association work, and questions and answers on advertising and merchandising will take up the morning of the opening day.

At the morning session on May 21, Belle Lowe, of the home economics department of Iowa State College, Ames, will discuss bakery goods from the point of view of the consumer. John Cunningham, secretary of the Iowa Retail Merchants' Association, will give the dealers' viewpoint, while J. Isaacs, manager of the Dubuque Bread Co., will approach the same subject from the bakers' angle. The value of surveys in determining market possibilities will be handled by L. M. Browne, of Procter & Gamble.

Retailers will have the floor on the afternoon of May 21. Shop arrangement will be discussed by Jack Roche, of the Federal Bake Shops, Inc; a score sheet will be explained by Sy Stealum, of Standard Brands, Inc., and retail advertising suggestions will be made by C. R. Shelton, of Chariton, Iowa. Adoption of resolutions and election of officers will follow.

**Movement of Wheat Prices**





# A Century of Scale Development

It may well be said that American business achieves its profit by eliminating losses, large and small. Hurrying workers in laundries, creameries, packing houses, textile plants, food plants and hundreds of others no longer make those slight "over weighs" that mount to tremendous losses when repeated by the thousands. Industry has been given quick reading dial scales which eliminate errors—dials which make it easy for the speeding operator to weigh correctly. It was realized long ago that an accurate scale does not secure accurate weighing unless the chance for human error is eliminated to the furthest extent that modern science and ingenuity can devise.

Scales of today are made in special designs to fit the particular requirements of every industry. Manufacturing methods of today are concerned chiefly with mass production, with precision, and the elimination of all waste, both of time and materials. In practically every phase of the production schedule, from raw material to finished product, the question of accurate weight plays an important part. From the multitude of special weighing machines used in every industry today, from meat packing to aircraft manufacture, to the steelyard of ancient times is a far cry. From the earliest days there was no improvement until the dawn of the machine era, when in 1830 Thaddeus Fairbanks invented the platform scale, from which all modern scales are direct descendants.

With the present wide application in all industries, the early history of scale development is interesting, in that it shows what may come out of small beginnings.

It was in 1815 that Major Joseph Fairbanks moved from Brimfield, Mass., to St. Johnsbury, Vt., and set up a gristmill and sawmill on the banks of a little creek that ran through this old Vermont town. His sons, Erastus and Thaddeus, had even broader visions, and established a wheelwright and foundry business wherein they developed the manufacture of saws, pitchforks, cast iron plows and stoves. In about the year 1830 the "hemp craze," as it was called, struck Vermont, and the farmers expected to make substantial fortunes in raising hemp instead of corn. Contracts for making hemp dressing machines were awarded to the Fairbanks brothers. The question now arose, how was the hemp to be weighed? The old steelyard was of little use for this service, and so Thaddeus conceived the idea of constructing a huge steelyard beam suspended from a high frame, with chains to grapple the axle of the cart. An approximate weight was thereby obtained by a slow and laborious process.

Thaddeus studied the problem, and finally conceived the idea of supporting the platform upon an A-shaped lever with the tip of the lever connected to the steelyard by a rod. Though not suspected by Thaddeus at the time, he had revolutionized all weighing methods, and at that moment the steelyard of old Rome took its departure.

From this small beginning the platform scale in all of its ramifications was developed, until today the same principle is in use, whether in a health scale, a laundry scale or the ponderous ones used for weighing the largest railway locomotives.

A new spirit of industry was being born in the early part of the nineteenth century, and Thaddeus Fairbanks had caught that spirit. Typically American, and with all the ingenuity that is traditionally associated with the New England Yankee, he set out on an undertaking that has carried his name and the idea for which it stands into the remotest corners of the earth.

One of his first designs was a farm scale consisting simply of some castings with the pivots properly set, a beam and a set of weights. The builder would take these parts with him to where the scale was to be set up; there on the job he would cut some timbers about 12 feet long, and by fastening these castings to them, set up a complete scale. He would go out into the country and cut down a tree, preferring a cherry if he could find one, square the timbers with an adze; then taking the castings from his saddlebags he would make a lever. As there was very little shrinkage lengthwise of the wood, a very serviceable scale was soon made.

These original designs of Thaddeus Fairbanks have had the greatest influence upon all scale building in the world ever since the first patent was granted. Consider the construction of the familiar portable platform scale which can be seen today in every store and factory. All scales of every make are built along the same general lines, and no changes in general appearance have been made in 100 years. It is a wonderful tribute to the St. Johnsbury inventor that an absolutely new design, made 100 years ago, should continue unchanged through all these years.

The same is true of the "straight lever" railroad track scale, almost a century old. With one exception all such scales today have been copied from the general arrangement of this scale. Naturally, they have been strengthened and improved to

keep pace with modern traffic conditions, but the principle remains the same.

The United States patent for the railroad track scale was granted Thaddeus Fairbanks on Jan. 13, 1857, he being the first to introduce these scales into the United States. Track scales have been continuously manufactured at the St.

is provided with a series of type figures corresponding with the weight in graduations. The poise is provided with an internal mechanism so that, when the load has been balanced upon the scale by the usual process, a ticket is inserted in the slot of the poise and by means of the handle an impression is made, giving the weight of the load.

A track scale with a mechanical hump, installed in 1911, embodies more new features in its design than in any constructed in recent years. The unique features were the suspension bearing supporting the platform, the mechanical relieving gear which eliminates the dead rail, and the mechanical hump which provided for proper movement of the cars over the scale, practically eliminating the necessity of applying the brakes to the cars while on the scale.

In 1913-14 the plate fulcrum principle in scale construction was applied to railway track scales. This idea had been developed in 1875, and was then patented for use on large capacity scales; it was first used by the inventor, A. H. Emery, in that year on steel testing machines built for the Bureau of Standards. The principle was given considerable study by Fairbanks engineers, with the result that it was finally adopted for track scale installations.

With the advent of the automobile truck, which slowly but quite as surely began to displace the horse drawn wagon and truck, the old type wagon platform scale became inadequate, and there was introduced a sturdier weighing machine known as the type S auto truck scale, which found ready acceptance.

Self-indicating or dial machines have been the most recent development in scale making, and the St. Johnsbury factory now makes them in capacities from 50 to 40,000 lbs. Leonardo de Vinci, who lived in the fifteenth century, is credited with inventing these scales, drawings of them in his notebooks having been preserved. The pendulum mechanism has proven much more accurate and serviceable than the springs that were once used, while the double pendulum gives the most accurate results. Dial scales and automatic weighing eliminate to a great extent the human element, and it may be safely predicted that there will be a great extension of this method of weighing.

The world's largest scale was built recently at the St. Johnsbury factory, and is located at the plant of the Hamilton (Ohio) Furnace Co. The Hamilton foundry had installed a movable mixer built on railroad trucks, and the Fairbanks scale weighs the entire load, the car and its contents. The loaded mixer weighs 1,000,000 lbs, six times the weight of a loaded coal car. The new scale is an exact duplicate of other scales except for its large proportions, being a regular Fairbanks two-section railroad track scale. Though simple in construction, its accuracy is guaranteed to within 20 lbs, 0.002 per cent of full scale. A man stepping on the scale would find his weight registered on the beams amazingly close to accuracy.

As America's industries have become specialized, so, too, have scales been designed to meet the particular needs of each industry. The in-built accuracy of the modern scale must be matched with an in-built ability to retain that accuracy.



At the Right, Weighing in an Old-Time Country Store; Below, Thaddeus Fairbanks, Inventor of the Platform Scale

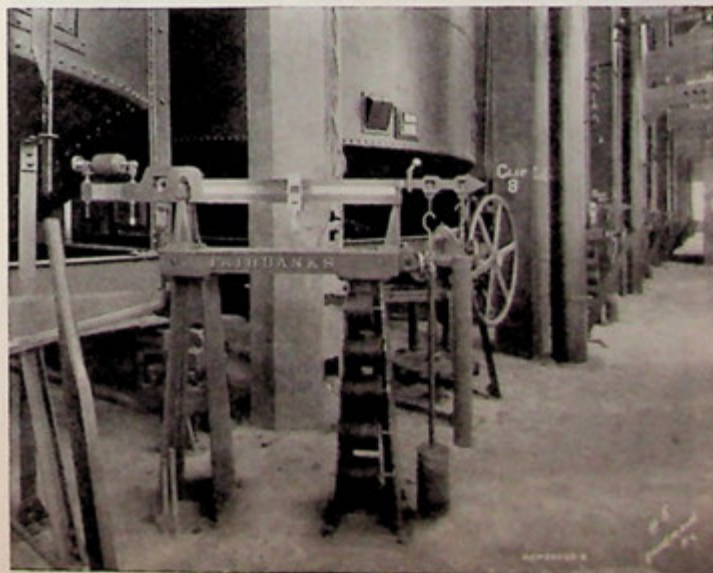


Johnsbury plant for nearly 75 years, and the leading railroads in the United States, as well as in many foreign countries, have adopted them as standard. They are so accurately adjusted that a scale loaded with 150 tons will readily indicate an addition of 10 lbs on the platform.

Brought out in 1900, the type registering beams were an advanced mechanical product that met with a ready sale and are still extensively used by elevators, rolling mills, refineries, steel plants, railroads, etc. The beam is of the usual pattern, but in addition its under edge



The Scale of the Roman Period, 100 B.C.



Scale That Weighs the Contents of Enormous Storage Tanks in Modern Elevators

# Bags, Packaging and Brands

## Factors to Consider in Changing Brands

By Wayne G. Martin, Jr.

**W**Henever serious consideration is given to all phases of merchandising flour, the sales qualifications or hindrances, as the case may be, of brands, cannot be omitted. Competition between different brands of flour, and between flour and other foods, long ago reached a point where every possible factor is important, and brands certainly are not an exception.

There is, of course, one argument against making any alterations in a brand; that is, if it is meeting every requirement which can be placed upon a successful trade-mark. Then, and then only, can the manufacturer afford to disregard the problem presented by brands for his merchandise. But to meet these requirements a trade-mark should be modern in appearance, be applicable to the goods it represents, and provide a proper tie-in with the other brands of the manufacturer, so that one may lend support to another.

Furthermore, modernized brands frequently provide a new basis of advertising and sales appeal, which may be beneficial to salesmen and distributors alike. It is quite possible that this new appeal may not only gain new trade, but hold old buyers, who were being won over to another line which was taking advantage of every possibility offered in new, modern and attractive brands.

In studying the brands in use by a number of representative milling companies, one becomes impressed with the great dissimilarity of those owned by the individual mills. In many lines of manufacturing the aim in creating trade-marks or brands for different products is to have them all sufficiently similar so that one product may support another, and that the entire line may be recognized as coming from the one original source.

But not so in milling. In this industry a company may have a dozen or more brands in active use, without a single point of identity between them. In some instances even the style of type used in the company's name varies, so that the last possibility of the different brands being associated in buyers' minds as originating at one source is lost. There are some notable exceptions to this condition among food manufacturers, as, for instance, the Ralston Purina Co. with its Checkerboard insignia for all of its products.

Some millers may question the advisability of having any tie-up whatever between their better grades of patents and the lower quality flours, because of the danger of a buyer mistaking one brand for another at the time of purchase, and later being disappointed in the quality, providing he has secured the lower grade.

By no means should brands be so alike that such a mistake is apt to occur, but at the same time some identifying insignia can be used showing that the different flours are all manufactured by the same company. If a mill has an excellent reputation for its best grade of flour, it is logical to assume that the cheaper classes would benefit from this fact, providing it were brought to the attention of buyers.

Nor is it at all likely that the better grades would suffer, just so long as the mill gave good value in all its flours, regardless of the price. Of course, if a mill is trying to maintain its reputation on one grade of flour which it is selling at a very narrow margin of profit, or no profit at all, and making up the difference through offering really inferior flours in its other grades, then it would probably not care for any tie-up between its different brands.

But it is to the credit of the milling industry that it is infested with very few such companies.

When a manufacturer decides to change, or modernize, his brands, he may follow two courses. One is to make a series of small changes, spread over a considerable period of time, so that each step is scarcely noticeable. Where this is done it is usually for fear of losing good will for the old brand, but it is an extremely expensive process and, with proper care, the new brand can be made sufficiently similar to the old one so that no good will will be lost.

The other course is to make the change in one bold stroke, which, through experience, has come to be considered the wisest plan. The mill pursuing this practice obtains the full benefit of the revised brands immediately, while the one making a number of gradual changes does not realize their complete sales power for some time.

Furthermore, a radical change, providing it is done with care and good business judgment, often provides new and excellent advertising copy, and draws attention from consumers which otherwise would never have been obtained. It also shows distributors and consumers alike that the mill is keeping pace with modern practices, an impression that is well worth creating.

However, the purpose in changing old brands is by no means merely to create something new; well enough had better be let alone in such a case. Nor is the ultimate in modernism a principal aim in revising a trade-mark. Every line, every word and every minute factor must be considered carefully, to obtain the greatest benefits from revising a brand.

For instance, a new brand should be designed so that it will be modern, and remain that way for some time. Too

frequent changes are as disastrous as obsolescence. A design can be modern, and yet not exaggerated. Each year sees the arrival of some fad which may be emphasized in a brand, but it usually passes as quickly as it appeared. Fashions in clothes change so rapidly that they seldom make a suitable feature in a trade-mark design. Several years ago "King Tut" might have been considered a highly modern brand, but today it is practically meaningless.

After a new brand has been decided upon, or an old one altered, the first step is for the mill's representatives to be made thoroughly acquainted with the change, and the reasons therefor. Personal explanation to jobbers and other distributors is next, and the following act would logically be to secure the names of retailers and consumers who are buyers, or prospective flour buyers.

These activities obviously precede whatever advertising is to be done in behalf of the brands—and extensive advertising is a necessity at such a time. It should tell something of the history of the mill, its soundness, how it has developed and kept pace with improvements in manufacturing processes, and, lastly, that the brands have been modernized in keeping with the time. This last fact is of little importance in consumer advertising, but should be stressed in copy directed to distributors.

If a miller expects to bring his brands up to date successfully, he must study each step carefully. The new designs may be excellent, but if they are not properly merchandised their effectiveness will be lost. Likewise, the best flour brand in the world is worthless unless enforced by consistent quality.

## The Sales Influence of Brands

**N**O food is manufactured and packed under more sanitary conditions than is flour. The process is a mechanical one from beginning to end, in which human contact with the finished product is entirely avoided. While this fact is well known to millers, it is not always as well known to ultimate consumers, and provides, therefore, one of the problems to be met by sales and packaging departments.

As the miller seldom has the opportunity of talking personally with the consumers of his flour, and as a general thing cannot depend upon retail merchants to relate the story of his product as thoroughly as he would like, the impression given by the flour sack or container has grown to great importance.

For instance, various food industries with which milling comes in competition stress, in their advertising, the sanitary conditions under which their products are manufactured. As flour is often placed on retailers' shelves along with these other foods, it is obvious that the brand should indicate the utmost in cleanliness. A picture of an animal, for example, is of questionable value in a design for a food product.

The brand should also indicate that the product it represents is thoroughly up to date. Therefore, the design should be devoid of current fashions or other insignias which are certain to become antiquated in the near future. Likewise, a fantastic or far-fetched trade-mark may easily raise a question of authenticity in buyers' minds, thereby injuring sales. In newspaper advertising particularly are brands placed in intimate competition with all classes of foodstuffs, and if they are out of date or unreal in appearance they will suffer in the comparison.

Brand experts agree that, the more natural a trade-mark, the more realistic and lasting will it be. Flour is particularly fortunate in this respect, for it is a natural product developed from grain. Therefore, it can take many of its brands from nature, such as plants, which offer a logical tie-up with the finished product. This cannot, of course, be carried to an extremity, but it is worthy of note that some of the best-designed brands are based upon what might be termed natural factors.

Shape and proportion, which offer problems of major importance to many manufacturers, are of little concern to milling, for the present shape of the flour sack has been proven entirely satisfactory through years of trial. Even in those cases where mills are packaging their products in cartons, a standard shaped package has been accepted as more satisfactory than one of odd or unusual proportions. Simplicity, both in shape and proportion, is preferable to passing fads.

This applies to coloring and lettering, as well as to package shapes. Millers often hesitate to alter a brand because they fear it will lose some of its prestige. Therefore, when a new brand is brought into existence, or an old one revised, it should be made as timeless as possible, thereby avoiding the danger of becoming out of date. It is possible that in many instances the flour brand may be a determining factor in making an initial sale to a consumer. Its importance, therefore, is apparent, and deserves as much careful study as do jobber co-operation and other sales factors.

Manufacturers no longer fear a loss of good will in modernizing their brands. There are many ways of retaining the identity of brand designs while making them more attractive and effective. Lastly, if a change is decided upon, it had better be made in one stroke rather than in a series of slight alterations.



A Souvenir of the Past

# Modern Mill Fumigation Methods

By George A. Dean and Gilbert Schenk

A Joint Paper Prepared for Delivery Before the Operative Millers' Meeting at Manhattan, Kansas, on April 26

**F**OR years the problems of mill insect control have received much attention. In some districts little attention is given to other than the Mediterranean moth. This is due to the web-spinning habit of this pest, which results in clogged spouts, elevator legs, sieves, and machinery. Since the flour beetles cause practically no operative problems many millers give them little consideration. A striking example of this attitude was brought to the attention of the writers several years ago, in the northwestern milling district. A miller expressed complete satisfaction with the results secured by a general fumigation. An inspection of the mill, a few weeks afterward, showed a very heavy infestation of confused flour beetles and a moderate one of several other species of mill beetles. When this fact was brought to the attention of the miller he expressed surprise that a kill of flour beetles was even expected.

## INSECT INFESTED FLOUR

The problem of export flour arriving at destination in an insect infested condition, causing heavy damage claims, has changed this attitude in most milling districts. Since 1910 this problem has received special attention, due to the co-operative program of the millers and marine insurance companies directed by the senior author. Investigation soon showed that general fumigation, as practiced during this early period, did not give a satisfactory control of flour beetles in the mills and warehouses. The heat treatment of sterilizing mills was developed during this early period as a means of freeing the mill of all insect infestation.

Whether due to the better control methods developed, the heavy demand for flour, or other factors, the insect claims on export flour greatly lessened and conditions reverted to normal during and for a short time after the World War. The mill insect claims again began to be appreciable during 1924-25, and in 1926 another co-operative program was outlined and directed by the senior author.

In the meantime the use of general mill fumigants had been more highly developed, and several commercial cyanides were marketed. Liquid HCN, a liquefied hydrocyanic acid gas, was the first to be developed as a mill fumigant. Cyanogas and calcyanide, calcium cyanide products which evolve HCN on exposure to the moisture in the air, and zyklon, a clay pebble substance saturated with liquid hydrocyanic acid, soon entered the field. Larvacide, a chloropierin product, is being developed as a general mill fumigant.

## PRACTICAL CONTROL DEVELOPED

A thorough study of fumigation was made and a practical control of all mill insects, instead of the Mediterranean moth only, resulted. It was found that mill insects varied in resistance to HCN, and other fumigants as well; therefore, it was necessary to apply larger dosages and allow longer exposures. The problem of penetration into deposits of flour and other milled products, and diffusion of the gases to all parts of the mill and machinery, presented a difficulty. More careful sealing of the building and a thorough clean-up of the milling machinery resulted in more satisfactory kills, and the practice of general fumigation was indorsed as a satisfactory means of freeing a flour mill of insect pests.

Frequently, reinfestation of the mill took place within a short time after fumigation. Not only could flour beetles be found in great numbers, but Mediterranean moth infestation, even in the

adult stage, was noticeable in many instances. Since the life cycle of this moth requires about nine weeks from egg to adult stages, it was evident that pupae and larvae had escaped. This fact strongly indicated that the gas did not reach all parts of the machines, spouts, elevator legs, etc., in killing concentrations. Normal reinfestation of Mediterranean moths usually starts in the used bag room or sack cleaning room, and in some instances from reconditioning infested products or installing infested used machinery. Flour beetle infestation may start from many sources. Infested grain and infested flour may reinfest a mill immediately after fumigation or heating, even though the treatment was 100 per cent perfect.

## EXPERIMENTS IN DIFFUSION

Detailed experiments were conducted to determine the actual diffusion of gas into the elevator legs, spouts, machinery, etc. Check boxes containing live insects were tied to strings and placed in spouts, in cups of elevators and other inclosed places about the mill. The results were surprising for it was formerly considered that these gases, especially HCN, would diffuse to every nook and corner of the mill. In practically every instance 100 per cent kills were obtained in boxes exposed in the open on the floors, top of reels, etc., but those in boxes exposed in spouts, elevator cups and other inclosed places in some instances were as low as 10 per cent.

During this period of investigation, which was started in 1926 and is still carried on, it was found that considerable difficulty was experienced in heating mills. Some, especially the larger concrete ones, were heated for three or four days and still parts of the building did not reach 120 degrees Fahrenheit, which is the temperature necessary to kill all mill insect life. The junior author was asked to inspect a mill, which had been under heat treatment for about 48 hours, to see if the heat was ready to be shut off. While walking through the building spots were noted which were unbearably hot, and occasionally small areas, even on the same floor, made a comfortable and cool (in comparison) haven to stand while discussing the treatment with the superintendent. Later a mill was checked by means of thermometers, and as much as 15 degrees variation was noted on the same floor.

## INJURY TO MACHINERY

Some millers were beginning to complain of injury to machinery, elevator legs, spouts and belts. Experiments conducted while developing the heat treatment showed that no harm resulted. The recommendations proposed at this time required sufficient radiation to bring the mill to killing temperatures within 24 hours. Therefore, these injuries reported were probably due to excessive exposure or extremely high temperatures from

radiators located too close to elevator legs and machinery. Elevator boots and wooden spouts located in damp basements absorb considerable moisture, and some warping and splitting may result under extreme conditions.

## CIRCULATION OF HEAT

Circulation of heat proved to be a solution for long exposures and uneven temperatures. This can be accomplished by several means, depending upon local conditions. Where the regular heating system is composed of a central unit and a method of circulating the heat, the heating apparatus can be increased or extra steam pipe radiation supplied. For ordinary heating equipment, fans can be used to drive the heat away from the radiators and circulate it, whenever it is practical to secure a sufficient number of electric fans. This can often be done where line mills are located near a central office; about four to six fans for each floor are required. Where sufficient fans are not available, circulation can be accomplished by running the machinery (elevator legs) for about 15 minutes every one or two hours, depending on the difficulty to maintain even temperatures. Where the machinery is operated, the belts should be removed from the suction fans which lead to outside ventilators.

## NEED OF OFFICE FANS

Regardless of the method used to circulate the heat, several office fans should be used. These can be placed to carry heat to elevator boots or other places observed during treatment where insects are gathering to escape the heat. Frequently, mills are heated much longer than recommended in order to kill insects which have sought protection in one or two cool places about the mill, such as large concrete pillars, elevator boots close to basement or unheated floors, etc. When observation has shown that all other parts of the mill have reached killing temperatures, it would be more economical to spray such places heavily with a contact spray than to continue heating for long periods.

Circulation of hydrocyanic acid gas was tried; the machinery was allowed to run while liquid HCN was applied through the regular piping system. After one hour the machinery was stopped and the fumigation proceeded as usual for a total exposure of six hours. Check boxes located in spouts, elevator legs and about the machinery, showed 100 per cent kills, with one exception. A two-way spout was closed to shut off circulation from one side, and check boxes containing live insects were placed in each spout a few inches below the cut-off. In the open side a 100 per cent kill was obtained, while only approximately 50 per cent were killed in the closed side. Another test was made in a mill where the air conditioning system was allowed to operate for the first three

hours of an overnight exposure. A thorough inspection after fumigation showed an exceptionally good kill had been obtained. While no definite procedure has been developed to circulate gas during fumigation, methods similar to those used to circulate heat have proven beneficial. Further experience will develop methods to fit local needs, and the full benefits of general fumigation will then be available.

## PROPER MILL PREPARATION

The mill should be well prepared, regardless of the method used to free it of insect infestation. Deposits of flour or other milled products are slow to absorb heat, and the moisture present in such products affords further protection, since insects die more quickly in dry heat. Gases are absorbed by these deposits, and fumigants often fail to penetrate deeply. Special attention should be given to "dead" spouts, "dead" spaces in the elevator boots and ends of conveyors, and to the deposits which accumulate in the air suction trunks. The sealing of the building is more important when general fumigation is practiced than when the mill is heated. All windows, cracks or other openings should be well sealed. Ventilators should be well sealed with paste and paper, and then covered with burlap to prevent damage by wind.

The developments of the past few years have made either heat treatment or general fumigation practical means of freeing the mill of all insect pests; however, neither treatment, unless practiced too frequently to be considered practical, can be safely considered a control of all mill insects. Follow-up inspections after both treatments have shown that most mills become sufficiently infested with flour beetles within three or four months after treatment to be no longer considered reasonably free of infestation. However, either treatment will control Mediterranean moth infestation when properly applied. In order to control flour beetle infestations, supplementary measures must be practiced; the grain from which the flour is milled must be free of infestation; fumigation vaults should be installed in order that insects infesting used bags and infested products can be killed before being brought into the mill, and general insect sanitation methods should be practiced.

## GENERAL FUMIGATION

General fumigation, either with hydrocyanic acid gas or chloropierin, has not proven satisfactory for warehouse fumigation. Experiments conducted in fumigation vaults show that much higher dosages and longer exposures than could be secured in the average warehouse because of leakage are necessary to penetrate into bags of milled products even when each bag is separated. This is not only true in the case of milled products, but experiments have shown the difficulty of penetrating into bags of whole grain, even when fumigated in airtight vaults.

Under practical warehouse conditions, the gases not only fail to penetrate deeply, but killing concentrations in the open interstices of large stacks of milled products are seldom obtained. Check boxes which were placed less than two feet from the outside of stacks in interstices between bags often showed very poor kills; boxes further into the stack seldom showed practical kills. Check boxes which were placed between bags of milled products, or even whole grain, seldom showed any appreciable kill whatsoever. In no instance where a thorough study was made did the results warrant the time and cost of fumigation. Warehouses should be empty or nearly so when fumigated.

## THIS WEEK'S COVER

"**F**OUNDER of British Agriculture" is the appellation given to Cnaeus Julius Agricola, Roman statesman and governor of Britain, who is credited with introducing the more advanced system of Roman husbandry on the island in the relatively primitive days. Although the legation of Britain lasted as a rule only three years, Agricola held the post for at least seven and succeeded in reconciling the inhabitants to the Roman rule and inducing them to adopt some of the customs and civilization of their conquerors. The painting on this week's cover of The Northwestern Miller, depicting Agricola visiting the fields, is the work of Richard Caton Woodville, English artist. A painter of innumerable historical subjects, including many battle pieces, Mr. Woodville was a favorite painter with royalty, and several of his works are hung in Windsor Castle. Most of his art training was received at Dusseldorf, Germany, and he first exhibited at the Royal Academy in 1879.

## GRIST GRINS



Tuff: "For two cents I'd knock your block off."  
Puff: "Get away from me, you dirty professional."

Furrier: "This coat is genuine skunk fur."

Fussy Customer: "Will rain spoil it?"  
Furrier: "Did you ever hear of a skunk carrying an umbrella?"

He calls his girl "Chewing Gum," because she's Wrigley and Always After Meals.

Mary Jane's grandfather had passed away and the coffin containing his body

rested in the parlor—sympathetic friends were calling and talking in low voices. There was a knock at the door and Mary Jane scampered away to answer it. When she had opened it, she greeted the friend excitedly in her shrill childish voice, "Come and see my grandpa. He's all dressed up in a piece of furniture."

Coaches of college football teams could use some of the advertisers' "lingo" to further mystify opposing players. Imagine a quarterback yelling out some cold November day—"57 varieties, 4 out of 5, was 17 million, now 26. 4 speeds, a few cents, V63, 110 horsepower, Shift!"—*The Phoenix Flame*.

People who live in filling stations should not hold the match up to others.

The pawnshop song: "Ve Lentcha."

The man who invented the postal card is to have a monument erected over his grave. We recommend the following inscription: "Having a wonderful time; wish you were here."

Mr. Ford says that eventually all housework will be done by machinery. Well, in that case it at least will be done.—*New York Evening Post*.

## An Episode in Milling

(Continued from page 448.)

coal, and, consequently, power, was cheap. Raw materials, readily accessible and growing markets, cheap power—what more could one ask of a location?

All of this is apparent to any one at present, but in 1875, when Buffalo was a storage and distributing, rather than a manufacturing center, a keen judgment and unusual foresight were necessary to predict so accurately what the years would bring.

And Mr. Mathews ended his review of the advantages with which Buffalo was favored with a prognostication startling for the period. "I believe I shall live to see Buffalo making more flour than any other city in the world," he said.

At that time, Buffalo was probably producing considerably less than 500,000 barrels of flour annually. St. Louis, stimulated by rapidly developing wheat fields and water routes, had, in a few years, rushed into the lead in the United States with 1,500,000 barrels of flour milled in a year. Minneapolis was making sensational growth, but still was making only about 750,000 barrels.

Mr. Mathews, as yet, has not seen his prediction fulfilled, but Buffalo mills, in 1929, made 10,132,969 barrels of flour, while Minneapolis plants, holding the lead, made but 10,796,630.

Jacob Schoellkopf pondered the information he had received by his questioning. Then, startling as unexpected lighting, he said:

"How would you like to have me as a partner in your milling business?"

He explained the proposition formulated so quickly in his mind. Mr. Mathews was to give him the \$3,000. Mr. Schoellkopf, in turn, would finance the milling concern for three years. Arthur Schoellkopf, Jacob's son, was just out of college, and Mr. Mathews would take him in as a third partner and teach him the milling business. The three would share equally in the profits.

The astounded Mr. Mathews agreed. Such an opportunity was far beyond his immediate thoughts.

"All right," the tanner said. "First we'll go over to the bank and get those \$3,000. Then you come back here this afternoon and we'll have a lawyer fix the papers."

Mr. Schoellkopf, having assured himself of the actuality of the \$3,000 by getting them into his possession, was true to his word. That afternoon, the articles of partnership were drawn up, signed, and a new milling company was in existence; only a few hours before, no man had contemplated one. Many a miller has taken longer time in dickering with a customer over a difference of 10c a barrel on a carload of flour.

There was only one delay in the trans-

action. When the time came to decide upon a name for the new concern, Mr. Mathews diffidently asked that his name be included.

"But," Mr. Schoellkopf said explosively, "no company I put my money into is ever known as anything but a Schoellkopf company. No, I won't have it!" He started naming over the various firms which bore his name.

Mr. Mathews explained that it was not a matter of vanity with him. He had, in his 10 years of milling experience, made the acquaintance of many buyers of flour. He intended to go after all of these for business for the new mill, and felt that the Mathews in the firm name would be of advantage to the company.

"All right," the financier said, finally, "if it will make us money we'll put it in. We'll call it Schoellkopf & Mathews."

And so the day-old baby was christened.

(Editor's Note: In next week's issue of *The Northwestern Miller*, the outcome of this partnership will be told, together with many amusing and interesting incidents concerning the early millers, and the merchandising and milling methods of the time just before and after rollers and purifiers were adopted.)

## 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.

Copy for advertisements in this department must reach us by Friday to appear in the issue of the following Wednesday. Cash should accompany all orders.

## HELP WANTED

## EXPERIENCED BAKER SALESMAN WANTED

To sell full line of hard and soft wheat flours to car-lot bakery trade in Michigan, Ohio and Pennsylvania. Party with some knowledge of cake baking preferred. Salary, commission and traveling expenses. In answering give full details regarding past experience. Also send recent photograph if available. Address 2246, care Northwestern Miller, Minneapolis.

WANTED—A FEW BAKERY SALESMEN east of Mississippi River; must be experienced and have following; we have wonderful line, priced right; liberal pay; write fully first letter. Address 2233, care Northwestern Miller, Minneapolis.

## SALESMAN WANTED TO GROCERY TRADE

Old established flour mill can use services of young man who has had merchandising experience with retail grocer trade; position calls for considerable traveling and working with regular salesmen; good future for right party. In answering give age and full details regarding past experience; also send recent photograph if available. Address 2245, care Northwestern Miller, Minneapolis.

## BROKERS WANTED

## Brokerage Connections Wanted

Large and well established Kansas mill has especially desirable openings for brokerage connection to cover Carolinas and certain southeastern states; also Oklahoma. Address 538, care Northwestern Miller, 611 Board of Trade, Kansas City, Mo.

## SITUATIONS WANTED

CHEMIST DESIRES POSITION WITH good milling or baking company; competent; take full charge. Address 2245, care Northwestern Miller, Minneapolis.

SALESMAN WANTS SPRING AND WINTER mill accounts, commission or salary; eastern Iowa, northern Illinois, southern Wisconsin. Address 2245, care Northwestern Miller, Minneapolis.

EXECUTIVE SALES MANAGER WITH 20 years' traveling experience through New England; acquainted with jobbers and larger bakers; open for position. Address 2250, care Northwestern Miller, Minneapolis.

SALES OR EXECUTIVE WORK WANTED by a man with 17 years' experience in these lines; managing a small mill and grain business now but anxious to connect with a larger concern before the new crop. Address 2254, care Northwestern Miller, Minneapolis.

WOULD LIKE TO HEAR FROM MILLING company seeking man with experience as salesman, branch manager and sales manager for well-known northwestern and southwestern companies; can make arrangements to start work at once. Address 2245, care Northwestern Miller, Minneapolis.

CONNECTION WANTED BY CAPABLE man who is well qualified to assume executive sales position or other office duties; 15 years' broad experience with southwestern and northwestern mills; location immaterial. Address 657, care Northwestern Miller, 611 Board of Trade Bldg., Kansas City, Mo.

POSITION WANTED—AN EXPERIENCED mill manager, assistant manager and superintendent wishes new connections; will accept subordinate position and travel part time selling if required; correspondence solicited. Address 2244, care Northwestern Miller, Room 719, 166 West Jackson Blvd., Chicago, Ill.

AM SALES MANAGER OF MEDIUM-SIZED middle states hard and soft wheat mill at present; wish to connect with southwestern mill and locate in large city; financially and morally responsible to handle credits and warehouse stocks; no objection to bond; experienced, all classes trade. Address "Sales Manager," 2231, care Northwestern Miller, Minneapolis.

## MILLS WANTED

WANTED — HAMMER MILLS, 9x30-IN. and larger roller mills, automatic scales, feed and flour mixers, grinders, attrition mills, 5x32-in. rolls, feeders, blanchers. Give price and full description. Address 2044, care Northwestern Miller, Minneapolis.

## MILL MACHINERY FOR SALE

FOR SALE—UNION SPECIAL, TYPE L, motor-driven bag-closing machine; 1 Nordyke & Marmon self-balancing sifter 6-17; 7 Allis centrifugal rolls, 22x3; 58 new Gaunt feeders, size 12-5, type 4-F. Address Standard Mill Supply Co., 1107 Waidholm Bldg., Kansas City, Mo.

## BAKERIES FOR SALE

FOR SALE—SOLID BRICK BAKERY building, with living rooms upstairs, oven, good store front, Merrill, Wis., for balance due on mortgage. Address Antigo Loan & Investment Co., Antigo, Wis.

## MISCELLANEOUS

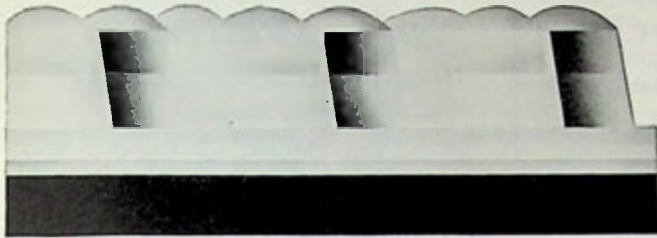
## WANTED—TO BUY OR LEASE COUNTRY ELEVATOR

In southeastern Nebraska, southwestern Iowa, northern Kansas or northwestern Missouri. Give location, quantity and kind of grain bought and full particulars when replying. Address 2251, care Northwestern Miller, Minneapolis.

Between  
**CHICAGO**  
and the  
**TWIN CITIES**  
take the  
"Roller-Bearing Twins"  
The  
**NORTH WESTERN LIMITED**  
Finest Train in the World  
Lv. Minneapolis - 8:00 pm  
Lv. St. Paul - - - 8:40 pm  
or the  
**VICTORY**  
New Late-Hour Train  
Lv. Minneapolis 10:30 pm  
Lv. St. Paul - - 11:15 pm  
CITY TICKET OFFICES  
Minneapolis  
701 Marquette  
Main 5464  
St. Paul  
Fifth at Minnesota  
Cedar 1107  
E. L. PARDEE  
Passenger Traffic Mgr.  
St. Paul, Minn.



# 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*, 46-day Mediterranean Cruises and 11-day Havana-Nassau-Bermuda Cruises.

### PRINCIPAL FREIGHT OFFICES

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	

For information regarding passenger accommodations, etc., apply to

## INTERNATIONAL MERCANTILE MARINE COMPANY

WHITE STAR LINE	RED STAR LINE
ATLANTIC TRANSPORT LINE	LEYLAND LINE
WHITE STAR-CANADIAN SERVICE	
PANAMA PACIFIC LINE	

No. 1 Broadway, New York City;  
our offices elsewhere or  
authorized agents

## MUNSON LINES

NEW ORLEANS *Direct to* HAVANA

Fast Passenger and Freight Steamer

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

## SCANDINAVIAN-AMERICAN LINE

REGULAR DIRECT SAILINGS FROM  
New York to Oslo, Copenhagen, and Baltic Ports  
Also from Boston, Philadelphia, Baltimore and New Orleans to Copenhagen and Baltic Ports  
For freight and particulars apply  
At New York, to Funch, Elze & Co., Inc.  
At Philadelphia, to S. L. Burgess & Co., 928 Lafayette Building.  
At Baltimore, to Hamsay, Scarlett & Co., Inc., Keyser Building.  
At Boston, to A. C. Lombard's Sons.  
At New Orleans, to American Baltic Chartering & Shipping Co., 1416-1417 New Orleans Bk. Bldg.  
At Chicago, Messrs. Johnson-Phelps, Inc., 36 No. Michigan Ave.  
Special attention given to prompt forwarding of Flour to All Scandinavian Ports.

## HOLLAND-AMERICA LINE

For Rates and other information apply to:  
New York: Holland-America Line, 21 State Street  
Chicago: Holland-America Line, 40 North Dearborn Street.  
San Francisco: Holland-America Line, 120 Market Street.  
Regular Sailings from NEW YORK with fast passenger steamers to Rotterdam via Plymouth, England, and Boulogne Sur Mer, France.  
Also Regular Freight Service from Boston, Philadelphia, Baltimore, Newport News, Norfolk, Savannah and New Orleans to Rotterdam, Amsterdam.  
Regular Service from NORTH PACIFIC COAST POINTS to Rotterdam, Amsterdam, London, Liverpool, Antwerp and Hamburg.

**FLOUR and FEED** routed via the Chicago & Illinois Midland Railway Co. goes forward to destination promptly

V. H. WILLIAMS, Traffic Manager, 405 Myers Building, Springfield, Ill.  
ERNEST IRBER, V. W. Agent, 316 Corn Exchange, Minneapolis, Minn.

## Fast Freight....

E. Irber, Agent, The Modern Way  
316 Corn Exchange, 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., Wash. 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

## Missouri & North Arkansas Railway

The Millers' Road to the SOUTHEAST  
Frank Kell, Joseph A. Kell, Owners

## Ship your Flour via Pennsylvania Railroad

Carries more passengers, hauls more freight than any other railroad in America

Riverside Code FIVE LETTER REVISION Per Copy \$12.50  
Issued in 1927  
For sale by all its branches and THE NORTHWESTERN MILLER, Minneapolis, Minn., U. S. A.

Advertising Illustrations ~  
Half-tones ~ Zinc Etchings  
Color Engravings ~

**The Weston**  
ENGRAVING COMPANY  
305 So. 5th St. Minneapolis

Better Engravings

**LEADING MILLS OF ILLINOIS**

FLOUR OF QUESTIONABLE QUALITY IS COSTLY AT ANY PRICE

*Dependable Wheat Flours*  
DADDY DOLLAR.....LIBERTY.....SNAPPY  
W. P. P.

*We Supply  
Dependable Flour  
and It's Cheapest  
in the End*

*Dependable Rye Flours*  
MANNA .... MEDIUM .... PURE DARK  
RYE MEAL

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

THE HARRY R. GORDON CO., Inc., 22-68 Wall Street, New York City  
H. J. HORAN, Bourse Building, Philadelphia, Pa.  
R. S. THORPE, 1470 Park Blvd., Pittsburgh, Pa. Phone: Lehigh 1438

**B. A. ECKHART MILLING COMPANY**

Capacity 4,000 Barrels Daily

CHICAGO, ILL., U. S. A.

DECATUR MILLING CO.  
DECATUR, ILLINOIS  
MANUFACTURERS OF  
WHITE CORN PRODUCTS  
H. H. CORMAN, Pres. and Gen. Mgr.  
E. NATTKEMPER, Sales Manager

Established 1837

ONLY CHOICE WHEAT goes into our flour, which is well milled in every sense of the word. Our leading brands are

FAIRYLAN', HIGHLAND BEAUTY and MAYROSE

HIGHLAND MILLING CO.  
HIGHLAND, ILLINOIS

Hanover Star Milling Co.  
GERMANTOWN, ILL.  
Manufacturers of High Grade  
Soft Winter Wheat Flour

GILSTER MILLING CO.  
CHESTER, ILLINOIS  
Manufacturers of  
Gilster's Best and Featherlite  
Plain and Self-Rising Flour

WE ARE LARGE BUYERS  
of PURIFIED MIDDINGS  
It May Pay You to Correspond With Us  
THE CREAM OF WHEAT CORPORATION  
Minneapolis, Minnesota

**LEADING EASTERN MILLS**

Established 1774      UNIFORMITY      Mills—Ellicott City, Md.



*The Continental Milling Co.*

Specializing in  
Fancy Cake Flour for Quality Bakers

Manufacturers of full line      Office: 327 S. Hanover Street  
DAIRY, POULTRY,      BALTIMORE, MD.  
HORSE and HOG FEED      *Inquiries Invited*

**LIBERTY FLOUR**  
GEORGE URBAN MILLING CO., Buffalo, N. Y.



**FEDERAL MILL, INC.**  
FLOUR MILLERS  
Lockport, N.Y.

Capacity 1600 bbls.      Mill at Seaboard

**QUAKER CITY FLOUR MILLS CO.**  
3042 Market St.  
QUAKER CITY      PHILADELPHIA, PA.      KEYSTONE  
Soft Winter Short Patent      Fancy Pastry

**Niagara Falls Milling Company**  
Flour Millers  
BUFFALO, NEW YORK

**MOSELEY & MOTLEY MILLING CO.**  
FLOUR MILLERS  
ROCHESTER . . . . . NEW YORK

Founded 1795



Before the steam engine was made,  
Before a railroad track was laid,  
We ground the grain by waterpower  
And ox carts hauled our Feed and Flour.  
In 1795.

**Miner-Hillard Milling Co.**  
WILKES BARRE, PA.

**F & R.'s  
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.

**New Jersey Flour Mills**  
CLIFTON, N. J.  
*Millers of High Grade Flour*  
Located only ten miles  
from New York

**DUNLOP MILLS**  
RICHMOND, VA.  
Winter Wheat Flour—Domestic and Exports  
Correspondence Solicited

ONTARIO PRIDE VICTOR CIRCLE  
Pastry Flour Short  
King Victor Winter  
Short Spring Patent Patent  
Victor Flour Mills, Inc., Pittsford, N. Y.

**PAPER SACKS  
FOR MILLERS**  
The Chatfield & Woods Sack Co.  
CINCINNATI, O.

## This Fascinating Game Called Business!

If there is one inspiring element, more noticeable than another in present-day Business, which lifts it to a more human plane, it is the element of Sport! Not sport as a recreation, diversion or pastime, but sport as a Game. The human game of building men and things to the *service* of man.

Ask any successful business man the game he likes best. Invariably the answer is, "My Business." He is *playing the Game*. No little white ball holds his eye so intently; no gun or rod, blue water or trackless sky, call to him so deeply, mentally or physically. The records he breaks are those set by his Budget:—Costs, Sales, Inventory, Turnover. His medals—profits, and the knowledge he has played the game *well*.

It's a Great *Game*—Business! Some weaken, but The Game goes on. Modern Accountancy equips this Business Game, holds the stop-watch of accomplishment and sets the goal ever higher.

### ERNST & ERNST

ACCOUNTANTS AND AUDITORS  
SYSTEM SERVICE

AKRON	DALLAS	INDIANAPOLIS	NEW YORK	SAN FRANCISCO
ATLANTA	DAVENPORT	JACKSON, MISS.	OMAHA	SEATTLE
BALTIMORE	DAYTON	KALAMAZOO	PHILADELPHIA	TAMPA
BIRMINGHAM	DENVER	KANSAS CITY	PITTSBURGH	TOLEDO
BOSTON	DETROIT	LOS ANGELES	PORTLAND, ME	TULSA
BUFFALO	ERIE	LOUISVILLE	PROVIDENCE	WACO
CANTON	FORT WAYNE	MEMPHIS	READING	WASHINGTON
CHICAGO	FORT WORTH	MIAMI	RICHMOND	WHEELING
CINCINNATI	GRAND RAPIDS	MILWAUKEE	ROCHESTER	WILMINGTON, DEL.
CLEVELAND	HOUSTON	MINNEAPOLIS	ST. LOUIS	WINSTON-SALEM
COLUMBUS	HUNTINGTON, W. VA.	NEW ORLEANS	ST. PAUL	YOUNGSTOWN
			SAN ANTONIO	

CARRY A FULL STOCK OF **FLOUR**

**WHERE** YOU CAN SHIP CARLOADS ON A FEW HOURS' NOTICE. FLOUR or MILLFEED IS RESHIPED ON A RATE IN TRANSIT. YOU ENJOY INSURANCE RATES AS LOW AS 13c PER \$100. YOU CAN PROCURE NEGOTIABLE WAREHOUSE RECEIPTS. YOU CAN ARRANGE FOR A LOAN DIRECTLY WITH US. YOUR STOCK IS STORED IN MODERN, CLEAN BUILDINGS.

## CROOKS TERMINAL WAREHOUSES

CHICAGO                      NEW YORK OFFICE—TRANSPORTATION BUILDING                      KANSAS CITY

*Permit us to quote you on any quantity*

**LEADING MILLS OF THE ST. LOUIS DISTRICT**



**REX**  
 (Hard Winter Wheat Flour)  
 IS THE CHOICE OF  
 DISCRIMINATING IMPORTERS

**Hall**  
 MILLING  
 COMPANY  
**St. Louis**

*Capacity  
 3,000 Barrels  
 Daily*

**Baur Flour Mills Company**  
 ST. LOUIS, MO.  
 Millers of  
 Hard Wheat Flour

ESTABLISHED 1864  
**MEYER'S MODEL FLOUR**  
 ALWAYS RELIABLE  
**THE MEYER MILLING COMPANY**  
 SPRINGFIELD, MO. ST. LOUIS OFFICE NASHVILLE, ILL.  
 502 Merchants' Exchange

 **Cake Flour**  
 FOR BAKERS  
 500 Barrels Daily  
 Boonville Mills Co.  
 Boonville, Mo.

**Pfeffer Milling Company**  
 Manufacturers of Pure High-Grade  
 Winter Wheat Flour  
 Brands: Lebanon Bell, LEBANON, ILL.  
 Ethereal, Jewel Member Millers'  
 Capacity: 1,000 bbls National Federation

**Scott County Milling Co., Sikeston, Missouri**  
 Manufacturers of Hard and Soft Winter Wheat Flour

**Hezel Milling Company**  
 EAST ST. LOUIS, ILL.  
 Established 1861  
 Manufacturers of hard and soft  
 Wheat Flour

ESTABLISHED 1880

**EXPORTERS**  
*Hard and Soft Wheat Flour*



**SHIPPERS**  
*Good Milling Wheat*

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.

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.

# 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.

## GINGHAM GIRL

The World's Finest Flour



The Gingham Girl

Made by Millers of  
**WHITE STAR**  
The Baker's Flour Dependable Since 1840  
Plant Flour Mills Company  
ST. LOUIS, MO., U. S. A.

**HERMANN MILLING CO.**  
Millers of Hard and Soft Wheat Flour

Mill at Hermann, Mo. General Sales Office ST. LOUIS, MO.

**Bernet, Craft & Kauffman Milling Co.** ST. LOUIS, MO.

"Sweet Rose" "Gold Crust"  
Daily Capacity, 2,100 bbls.

Established 1878  
**Eberle-Albrecht Flour Co.**  
Exporters

Always open for new foreign connections ST. LOUIS, MO.

**SAXONY MILLS**  
ST. LOUIS, MO.

HARD AND SOFT WINTER WHEAT FLOURS  
Daily Capacity, 1,100 Bbls.

Established 1849  
Correspondence Solicited

**J. F. IMBS MILLING CO.** ST. LOUIS, MO.  
Millers of Hard and Soft Wheat Flour  
DAILY CAPACITY 2,100 BARRELS

LEADING MILLS OF MONTANA AND WYOMING

## Safeguards of Quality

FROM the time the Montana wheat farmer dumps his grain in our country elevators to the time when

Sapphire - Judith  
and  
Gold Cross

flours are delivered to our baker customers—every safeguard of laboratory supervision and milling skill surrounds the process of production, thus assuring Montana hard wheat flours free from inferior wheat blends—a genuine product in the original package.

## Montana Flour Mills Company

Mills at GREAT FALLS - HARLOWTON - BOZEMAN

Head Office: GREAT FALLS, MONTANA

## CASCADE MILLING AND ELEVATOR CO.

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

**Judith Milling Company**  
General Offices: LEWISTOWN, MONTANA  
Millers of Hard Spring Wheat Flour

Made from the famous JUDITH BASIN WHEAT  
Daily Capacity 1250 Barrels

## "DIAMOND D"

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

**GLASGOW FLOUR MILL COMPANY**  
HIGH PROTEIN Spring Wheat Flour  
Bakers' Trade Solicited  
GLASGOW, MONTANA

## Peerless Ground Cut Finish for Reduction Rolls

Licensed Under The Essmüller Patents

## Getchell Cut for Break Rolls

Makes a Big Percentage of Large, Uniform Middlings

**Twin City Machine Co.**  
MINNEAPOLIS, MINN.

DESTROY MILL INSECTS WITH  
**HGN LIQUID**  
Fumigators Supply Co., Inc., New York

# LEADING MILLS OF THE SOUTHWEST



Makes Good Bread

## GIBRALTAR

Here is strength. Here is a fine bread yield and a bread quality and flavor that will back your advertising and sales efforts. Here, also, is a flour that a distributor can sell to his bakery trade with complete confidence and assurance of growing business.

4,350 Barrels Daily

### THE CONSOLIDATED FLOUR MILLS CO.

FRED F. BURNS, Vice President  
and Manager

WICHITA, KANSAS

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



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

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



The trade which has increased the capacity of our mills from 1,200 bbls to more than 4,000 barrels is about equally divided between increased buying by old customers and the steady addition of new ones.

*The* Kansas Milling Company  
WICHITA, KANSAS





**THORO-BREAD**  
THE PERFECT FLOUR

Out here "where there's Turkey wheat everywhere" we mill "Thoro-Bread," as good a flour as you'll find. And we are not yet too big to pay the strictest attention to the smallest order of the smallest customer.

*Where There's Turkey Wheat Everywhere*

**THE ARNOLD MILLING CO.**  
STERLING, KANSAS

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

MADE FROM KANSAS HARD WHEAT

*Carl Jacobson, Manager*

**White Crest**  
*The Perfect Flour*

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

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

**KANSAS DIAMOND FLOUR**

**KANSAS DIAMOND**

"Kansas Diamond" buyers are quality-wise. Some have shopped around and learned a lot. Some never have used any other flour. It is all because we are quality-wise and money-careless when we pick and choose the fine wheat out of which "Kansas Diamond" is milled.

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

Capacity  
**ARKANSAS CITY MILLING CO.**      **CAPACITY 2,000 BARRELS**

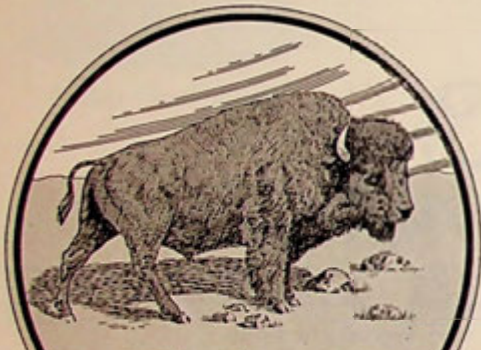


# "Polar Bear" FLOUR IS KING

At any time you are offered flour that you are sure is as good as POLAR BEAR at a lower price it is a good buy.

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

Founded by  
ANDREW J. HUNT  
1899




# Buffalo Flour

# Buffalo Flour

Tried BUFFALO yet? It's worth trying. A very fine, strong, invariably uniform standard patent for bakers who want their money's worth and a little more. Splendid flour fairly priced.

*The* WILLIS NORTON COMPANY  
NORTH TOPEKA, KANSAS  
Daily Capacity 1,200 Barrels      *Quality Millers Since 1879*



# ROBIN'S BEST FLOUR

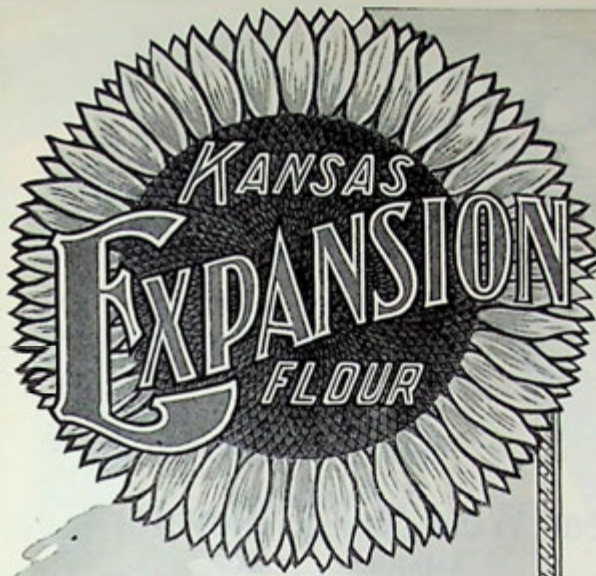
*The* ROBINSON MILLING COMPANY  
SALINA, KANSAS

# ROBIN'S BEST

Bread made from "Robin's Best" will attract trade because your customers will tell their friends of the excellent flavor in your loaf. And once you have sold them, you will continue to sell them so long as you use "Robin's Best."

ROBINSON MILLING CO.  
SALINA, KANSAS





# The Wichita Flour Mills Co.

Wichita, Kansas

WHEAT STORAGE CAPACITY  
ONE MILLION BUSHELS

CAPACITY, 2500 BBLs.

THREE CENTS A BUSHEL IS  
FIFTEEN CENTS A BARREL

Oftentimes we could save that much on the wheat used in milling "Kansas Expansion." But we never have done it. We promise our customers our *best* flour and that is what they invariably get.

**BECAUSE IT PAYS BEST TO DO SO**



**Eastern Representatives**

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

HARRY D. GARST, Huntington, W. Va.  
H. C. HAGERMAN,  
2165 Ferry St., Easton, Pa.  
S. R. STRUBIK Co., New York City  
W. F. HUTCHINSON,  
Williamson, W. Va.

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

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



## LYONS' BEST

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

LYONS FLOUR MILLING CO.  
LYONS, KANSAS

*An Excellent Flour at a Fair Price Is*

## "WESTERN STAR"

Milled in the Heart of  
the Best Wheat Country

The Western Star Mill Co.  
SALINA, KANSAS

J. J. VANIER, Manager

## "CHERRY BELL"

Made exclusively from  
Central Kansas  
Turkey Wheat

N. SAUER MILLING CO.  
CHERRYVALE, KANSAS

## "ARCHER"

the Finest Short Patent

THE CAIN BROS. MILLING CO.  
LEAVENWORTH, KANSAS

Open for connection in some markets

*Manufacturers  
of Quality Flour  
since 1877*

## HUNTER'S



USE "HUNTER'S FLYER" ALTERNATE WEEKS

and use a cheaper flour in the weeks between and learn for yourself the difference in flours. Our oldest and best bakery customers began using "Hunter's Flyer" as an experiment. Everybody has to begin.

# THE HUNTER MILLING CO.

WELLINGTON, 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"  
2100 bbls capacity  
COFFEYVILLE, KANSAS

# "Gooch's Best"

Superior quality  
—to make all  
baked things  
better.

Gooch Milling & Elevator Co.  
LINCOLN, NEBRASKA

**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

# "JUBILEE"

FLOUR  
One of the very best from Kansas  
**The Aurora Flour Mills Co.**  
Successors to Tyler & Company  
JUNCTION CITY, KANSAS

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

**T**WO splendid flours  
**I** from Kansas that  
are always competitive  
in **QUALITY and PRICE.**

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

**KEYSTONE MILLING  
COMPANY**

Capacity, 750 Barrels  
LARNED - KANSAS

*The Most Partic-  
ular Bakers  
Like This Flour.  
Also Page's No. 1  
and  
Page's Climax*

Page's

**BEST**

HIGH PROTEIN  
SPECIAL  
SHORT PATENT

**THOMAS PAGE MILL COMPANY**

NORTH TOPEKA, KANSAS

Mills, 1200 Barrels Capacity at Topeka and Manhattan

# "Heart of America" FLOUR

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

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

**Lee Flour**  
"Worthy of Its Famous Name"

# "GOLD BOND"

Central Kansas Milling Co.  
LYONS, KANSAS

# "PLAINSMAN"

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

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

QUALITY The Wilson Flour Mills  
ECONOMY READY SALES Wilson, Kansas

# "WOLF'S PREMIUM" "GOLDEN KANSAS"

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

# American Ace

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

**Goerz Flour Mills Co.**

Rudolph A. Goerz, Pres. Newton, Kansas

# Discriminating Jobbers and Retailers

catering to **FAMILY TRADE** will find

# MOTHER'S BEST FLOUR

especially suited to their requirements.

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

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

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

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

**Nebraska Consolidated Mills Company**

*Strictly Country Millers, Catering to Family Trade*

Branch Office: 305 Century Bldg., Milwaukee, Wis. 1613 Sherman Ave., OMAHA, NEBRASKA  
Mills at Omaha, Grand Island, Ravenna, St. Edward and Hastings, Nebraska



**HIGH  
UTILITY  
PATENT**

We try to make  
every sack of  
**UTILITY**  
worthy of the su-  
perfine wheat from  
which it is ground.

*The*  
**WALL-ROGALSKY MILLING CO.**  
MEPHERSON, KANSAS

**HUMRENO**

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

*bakers bank on it!*

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

**BOSS PATENT**

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

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

*Strong Flours for Export*

**"Slogan"**  
**"Super Silver"**

Specially milled from the best Oklahoma Hard Turkey Wheat

Canadian Mill & Elevator Co.  
El Reno, Okla.

*"That GOOD flour"*  
**HELIOTROPE**

OKLAHOMA CITY MILL & ELEVATOR CO.  
OKLAHOMA CITY, U.S.A.

**A TRIAL** is all that is required by any woman to sell her on the idea of baking continually with—

*"That GOOD Flour"*  
**HELIOTROPE**

—the soft wheat family flour of the south.

**Oklahoma City Mill & Elevator Co.**  
Oklahoma City, Okla.

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

**"Whitewater Flour"**

Ground Where the Best Wheat is Grown

WHITEWATER FLOUR MILLS CO.  
Whitewater, Kansas

**"Betsy's Best"**

Milled to Make the Bread Better

ROSS MILLING COMPANY  
Ottawa, Kansas

OPERATING 1000 barrels daily ELEVATORS Write FOR SAMPLES

**ENID MILLING CO.** ENID, OKLA.

**Chickasha Milling Co.**

Capacity	CHICKASHA	Cable Address
800 bbls	OKLA.	"Washita"

Manufacturers of High-Grade Hard Wheat Flour  
Foreign and Domestic Trade Solicited  
Member Millers' National Federation

NEBRASKA'S FINEST MILL

**"DAVID HARUM"**  
FLOUR

Lexington Mill & Elevator Co.  
500 Bbls Capacity LEXINGTON, NEB.

HOGAN'S  
**"BEST YET"**

As fine a family flour as you'll get from Kansas.

THE HOGAN MILLING CO.  
Junction City, Kansas

ESTABLISHED 1877—FIFTY YEARS IN BUSINESS

A flour which carries a punch. A quick and ready seller. Watch

*Velvet*

put new life into your business.  
It's priced right. Try it.

**WALNUT CREEK MILLING CO.**  
GREAT BEND, KANSAS

*The Designs on this page were originated and engraved by*

**HOLLAND**  
ENGRAVING CO.  
KANSAS CITY, MO.

JOHN H. MOORE  
PRESIDENT




G. M. LOWRY  
SECRETARY

# Old Squire FLOUR

Old Squire Says:

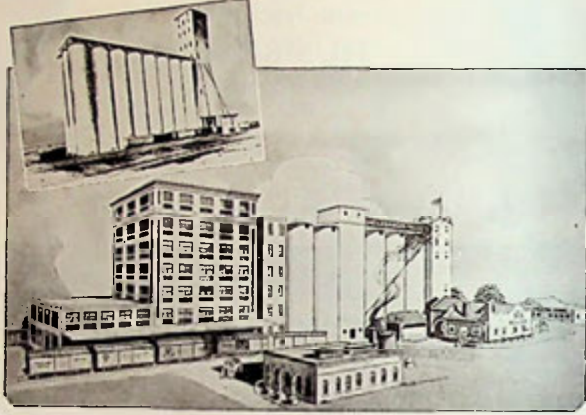
Show me a miller who is whittling down his quality to get on a competitive price basis and I will show you a miller who has taken a detour that never comes back to the main road of success.

The MOORE-LOWRY FLOUR MILLS CO.  
KANSAS CITY, U.S.A.  
ADDRESS MAIL TO ROSEDALE STATION, KANSAS CITY, KANSAS



2,500,000 bus of wheat storage guarantees the uniformity of "BIG S" "SPECIAL" and "PEACOCK"

The Shellabarger Mills  
SALINA, KANSAS



"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 flour that the name of Maney has become celebrated.

The Maney Milling Co.  
OMAHA, NEBRASKA

"GOLDEN EAGLE" Short Patent

The Lindsborg Milling & Elevator Co.  
LINDSBORG, KANSAS

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

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

"HAVASAK"

Security Flour Mills Co.  
Operating SECURITY and MID-WEST mills  
W. A. CHAIN, Mgr. ABILENE, KANSAS



CEYRO FLOUR  
MADE IN KANSAS  
MOUNDRIDGE MILLING CO.  
MOUNDRIDGE, KANSAS.

"MERIDIAN" More and Better Loaves per Barrel

Newton Milling and Elevator Co.  
NEWTON, KANSAS

"OLD HOMESTEAD"

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

THE DODGE CITY FLOUR MILLS  
Dodge City, Kansas

"Wichita's Imperial"

A flour for particular bakers made from Strong Kansas Turkey Wheat.

THE IMPERIAL FLOUR MILLS CO.  
GENERAL OFFICES: WICHITA, KANSAS

KANSAS MAID—

A fancy high patent flour milled from strictly dark Turkey Wheat  
1,200 Barrels

Hays City Flour Mills Hays City, Kansas

"Sasnak Flour"

For Discriminating Eastern Buyers

ENNS MILLING CO., Inman, Kan.

Washington Flour Mill

Millers of Missouri Soft Wheat Flour Kansas Hard Wheat Flour Domestic and Export

WASHINGTON, MISSOURI

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.

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

"DRINKWATER"

Texas High Protein Flour from High Land Western Wheat

MORTEN MILLING CO.  
DALLAS, TEXAS

Established 1898

Country Milled Flour of the Best Quality

from the choicest hard winter wheat

Williamson Milling Company  
Clay Center, Kansas

Frank M. Cole, Gen'l Mgr.

FLOUR and FEED STORAGE

Costs little more than in your own warehouse

RADIAL WAREHOUSE CO.  
Refer to any banker or miller in Kansas City KANSAS CITY, MO.

Hard Wheat Flour milled from the famous eastern Colorado hard Turkey red wheat.

Soft Wheat Flour with distinctive flavor and unsurpassed quality.

Our self-rising "Pike's Peak" is a trade builder. Representatives wanted. Write us.

THE CRESCENT FLOUR MILLS, Denver, Colo.  
Daily Capacity, 1,000 Barrels.

Strong Flours From TEXAS

2,000 bbls daily

Burrus Mill & Elevator Co.  
Ft. Worth, Texas

"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

BLACK BROS. FLOUR MILLS, BEATRICE, NEBRASKA

FLOUR 1,000 BBLs. 1863-1929 STOCK FEED 250 TONS

Riverside Code FIVE LETTER REVISION Issued in 1928 Per Copy \$12.50

For sale by all its branches and THE NORTHWESTERN MILLER, Minneapolis, Minn., U. S. A.

RIEGELS WAXED GLASSINE Brand

Jewel Brand

MADE BY THE WARREN MFG. CO. NEW YORK CHICAGO

LEADING MILLS OF OHIO

# Spring Wheat Flour

We are giving special attention to the milling of pure and strong spring wheat flour for both the baking and jobbing trades.

The location of our mill is most advantageous for originating spring wheat, either ex-lake or on a milling-in-transit basis.

It is centrally and strategically located for giving quick and efficient service to customers.

All our flours are milled under laboratory control—our own laboratory.

## The Mennel Milling Co.

TOLEDO, OHIO

### Bakers—

When comparing Spring Wheat Flour use

### “BULL DOG”

for your standard

Made by  
The Fairchild Milling Company  
CLEVELAND, OHIO

### MELLOW CREAM CAKE FLOUR

Made from SELECTED PURE SOFT WHEATS

NORTHWESTERN ELEVATOR & MILL COMPANY  
TOLEDO, OHIO

### Gwinn Milling Co.

Millers of soft, hard winter, and spring wheat flours

Self-rising flour

Mixed cars of flour, feed and corn goods

Columbus, Ohio

### Lyon & Greenleaf Co.

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

### THE WARWICK CO.

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

### Ohio Soft Wheat Flour

OF HIGHEST QUALITY

THE  
ALLEN & WHEELER CO.  
Domestic and Export  
TROY OHIO

MAS-SOTA Spring Patent Flour  
BCCO Blended Patent Flour  
ENERGY Horse Feed Mixed Cars  
MALTO Dairy Feed a Specialty  
The Buckeye Cereal Co.  
MASSILLON, OHIO

### Hardesty Milling Co.

Quality Millers for  
Over Half a Century  
Domestic and Export DOVER, 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  
Master Cake Flour

Each specially milled for its purpose



Specialized Laboratory Service for Millers  
Grain Dealers Bakers  
Feed Manufacturers  
Mid-West Laboratories Co.  
INCORPORATED  
1299 Virginia Avenue  
COLUMBUS, OHIO

### The Williams Bros. Co.

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

### The Toledo Grain & Milling Co.

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

### H. T. PHOSPHATE

HIGH-TEST  
PROVIDENT CHEMICAL WORKS  
Established 1876 ST. LOUIS, MO.

### 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, Minnesota, U. S. A.

## The Commercial Supremacy of Venice Founded on Salt

VENICE was but a scattering collection of fishing huts until its citizens began to engage in the commerce of salt. Then its rise was spectacular. The fortunes of the powerful Doges sprang from salt.

In the present day Worcester Salt has had its part in the development of the milling industry. Because of its quick solubility, purity and uniformity of flavor it is a universal favorite.

It takes the Best to make the Best

# WORCESTER SALT

WORCESTER SALT COMPANY  
71-73 Murray Street, New York, N. Y.  
REFINERIES  
Silver Springs, N. Y. Piffard, N. Y. Ecorse, Michigan  
OFFICES  
Boston, Chicago, Detroit, Philadelphia, Columbus,  
Charlotte, N. C., Buffalo, N. Y.

**REPRESENTATIVE GRAIN DEALERS**

FRED UHLMANN, PRESIDENT

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RICHARD UHLMANN, SECY. 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  
 4,300,000 Bushels

OFFICES:  
 New York City  
 Chicago, Ill.  
 Kansas City, Mo.  
 Oklahoma City, Okla.  
 Fort Worth, Texas  
 Amarillo, Texas

**CARGILL** · Handlers of Grain

MINNEAPOLIS	MILWAUKEE	BUFFALO
DULUTH	GREEN BAY	NEW YORK

Marshall, Minn.	Sioux Falls, S. D.	Grand Forks, N. D.
Fairmont, Minn.	Aberdeen, S. D.	Minot, N. D.

**THE VAN DUSEN HARRINGTON CO.**  
 GRAIN DEALERS

Wheat	Barley
Rye	Corn
Flax	Oats

Business Founded 1852

MINNEAPOLIS

DULUTH

Low Protein Hard..... **MILLING WHEAT** .....Soft Wheat

**CHECKERBOARD ELEVATOR COMPANY**

Capacity, 2,000,000 Bushels  
 Merchants' Exchange ST. LOUIS, MO.

**Rosenbaum Grain Corporation**

Grain Merchants — Exporters — Importers

Cash and Futures

CHICAGO, ILLINOIS

Private Wires

**SIMONDS · SHIELDS · LONSDALE GRAIN CO.**

KANSAS CITY MISSOURI

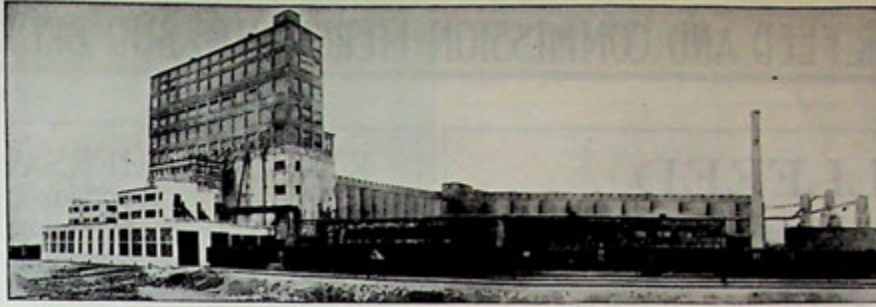
Fully recognizing the advantage the Government enjoys in having the United States Treasury back of its great wheat "Chain Store," we still are confident of maintaining our competitive position and supplying our widely scattered milling customers with the kind of wheat they want, when they want it, on a sound, safe and economical basis.



C. W. LONSDALE, PRESIDENT  
 F. C. VINCENT, VICE PRESIDENT  
 F. L. ROSENBERG, SECY. & TREAS.

E. F. EMMONS  
 F. A. THEIS  
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 WM. RAHBEK  
 B. J. O'DOWD

*America's  
Finest*



*Terminal  
Elevator*

These great facilities, unequalled for efficiency and economy and operated by experienced grain merchants, will continue to give faithful service to the American milling industry.

**Milling Wheat.**

# DAVIS-NOLAND-MERRILL GRAIN CO.

Operating Santa Fe Elevator "A"—6,000,000 Bushels Fireproof Storage

KANSAS CITY, MISSOURI

## Milling Wheat

Selected from Current Offerings  
Out of Store or On Grade

*Service Direct to Millers*

**Moore-Seaver Grain Co.**  
KANSAS CITY, MO.

## 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**

140 W. Van Buren St.

CHICAGO, ILL.

## 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

## Hallet & Carey Co.

Futures . Receivers . Shippers  
MILLING WHEAT  
Minneapolis

## Barnes-Ames Company Grain Merchants DULUTH

CORRESPONDENTS OF

Ames-Barnes Co., New York  
Hallet Carey Swart, Ltd., Winnipeg  
Barnes-Irwin Co., Inc., Philadelphia  
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Operating ALTON ELEVATOR

## Wolcott & Lincoln, Inc.

**MILLING WHEAT**

Cash and Futures

Our own wires and branches at Wichita, Salina, Hutchinson, Dodge City, Kansas; Enid and Oklahoma City, Oklahoma

(Members of Chicago and Kansas City Boards of Trade)

Main Office—Kansas City, Mo.

ESTABLISHED 1888

## Chas. E. Lewis & Co.

Lewis Building, 2nd Ave. So. at 6th St.  
MINNEAPOLIS, MINN.

Stocks, Bonds, Grain  
and.... Cotton

Members  
New York Stock Exchange  
and all important grain exchanges

## 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.

## Great Western Elevator Co.

(Lessee C. G. W. Elevator)  
KANSAS CITY, MO.

*All Milling Wheat Business Given  
Personal Attention by*

GEORGE A. AYLSWORTH, President

## MILLING WHEAT

*Direct to Mills*

**THE WESTERN TERMINAL  
ELEVATOR CO.**

HUTCHINSON KANSAS

## SIMMONS GRAIN COMPANY

600 Corn Exchange MINNEAPOLIS

*High-Grade Milling Wheat*

*We not only guarantee protein and gluten, but also quality of gluten*

## 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

ESTABLISHED 1877

## LANGENBERG BROS. GRAIN CO.

We Specialize in **MILLING WHEAT** ST. LOUIS, MISSOURI

# FLOUR, FEED AND COMMISSION MERCHANTS AND BROKERS

When in the market for **MILLFEED**

Write or wire RELIANCE FEED CO., Minneapolis, Minn.

**Low Grades and Millfeed**

I. S. JOSEPH CO., INC.  
MINNEAPOLIS, MINN.

**Buyers and Shippers**

of all grades of  
MILLFEEDS and SCREENINGS  
DONAHUE-STRATTON CO.  
MILWAUKEE, WIS.

**QUALITY FLOUR**

C. W. DILWORTH  
844 Rush St. CHICAGO  
*Chicago and Vicinity*

**FLOUR—FEED**

DREYER COMMISSION CO.  
ST. LOUIS, MO.

**KELLY Flour Co.**  
*Merchandisers*  
AMERICAN FORD BLDG.  
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TRIPLE XXX FINE GROUND  
**ALFALFA MEAL**

Ideal for Poultry Mash  
THE DENVER ALFALFA MILLING &  
PRODUCTS CO. Pierre Building,  
Lamar, Colo. St. Louis, Mo.

Always in the market. All grades of  
**FLOUR - Wheat - Rye - Corn**  
JOHN W. ECKHART & CO.  
*Established for 40 Years*  
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**J. LEIPMAN**

Flour.....Feed.....Cereal  
Broker  
Send Samples Clears and Low Grades  
Merchants' Exchange ST. LOUIS, MO.

**Low Grades and Second Clears**

*Your Offers Solicited*  
The New Century Company  
2940 So. Union Avenue CHICAGO, ILL.  
Cable Address: "CENTURY"

Established 1891

David F. Silbert & Co., Inc.  
**FLOUR**  
306 Grain & Flour Exchange, Boston, Mass.  
Bakers' Trade Our Speciality

*See Our Display Advertising in* **Feedstuffs**

**S. T. Edwards & Co., Inc.**  
Dried Buttermilk...Dried Skimmed Milk  
Feed System Engineers 110 N. Franklin St.  
Feed Mill Machinery CHICAGO, ILL.  
Feed Formulas

**A. H. BROWN & BROS.**

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MILLERS' AGENTS  
Grain and Flour Exchange  
BOSTON, MASS.

**PETERSEN BROS. & CO.**

112 West Adams Street CHICAGO  
**FLOUR**  
Member—National Federated Flour Clubs  
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**F. W. WISE & CO.**

Millers' Agents  
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Established 1872  
**Flour, Cereal, Grain Analyses**  
*Dependable Service*  
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**HAYWARD & CO.**

Brokers and Agents  
**FLOUR—FEED—GRAIN**  
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**FLOUR**

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**JOHN F. KRIEG, Broker**

Grain—Flour—Feed  
Independent Life Bldg. Nashville, Tenn.

**EXPORTERS OF FLOURS AND MILLFEEDS**

H. WEHMANN & CO., Minneapolis, Minn.

**WE ARE** always in the market  
for hard and soft wheat flours

Habel, Armbruster & Larsen Co.  
410-420 N. Western Ave. CHICAGO, ILL.

**KING BROTHERS & COMPANY**

Bourse - PHILADELPHIA, PA.

A RELIABLE OUTLET FOR YOUR FEEDS

Also large handlers of Dried Buttermilk and Dried Skim Milk  
for the feed and baking trade.

(Successors to M. F. BARINGER)

**FLOUR and OFFALS**

WE HAVE BUYERS for YOUR OUTPUT of  
*Wheat, Barley, Rye, Corn*

Forward Samples and Quotations

**JAMES J. RODGERS**

Successor to Richardson Bros.  
**Broker**

THE BOURSE, PHILADELPHIA, PA.

*FLOUR and FEED*

We are buyers of all grades.  
Send samples. Quote prices.

Established 1857

**Samuel Bell & Sons**

4th and Market Streets PHILADELPHIA, PA.

**JOHN L. BRAY FLOUR**

*Specializing in Family Trade Eastern States*  
Produce Exchange Bldg. NEW YORK

**S. R. STRISIK CO.**

*Flour Mill Agents*

Produce Exchange NEW YORK

**HUBERT J. HORAN**

FOREIGN FLOUR DOMESTIC

465 and 467 Bourse PHILADELPHIA, PA.

**GEORGE W. VAN BOSKERCK & SON**

Est. 1850 Produce Exchange, NEW YORK  
MILLERS AND EXPORTERS  
SPECIALIZING IN  
**SOFT WHEAT FLOUR**

**FLOUR BROKER**

**JAMES HAFENBERG**

Member N. Y. Produce Exchange  
Produce Exchange NEW YORK

**Flour Specialists** *Quality and Price Flour*

**M. S. Brownold Company**

Successors to D. G. Van Dusen & Co.  
Produce Exchange NEW YORK

**WILLIAM ROGERS**

**FLOUR**

Send Samples and Quotations  
212 E. Produce Exchange NEW YORK

**COWING & ROBERTS**

Established 1857 **Flour** Winter Wheat  
Correspondence and samples collected a specialty  
416 Produce Exchange NEW YORK

**KNIGHTON**  
**FOR FLOUR**  
NEW YORK BOSTON  
PHILADELPHIA

ROBERT M. PEEK

**PEEK BROS.....FLOUR.....LITTLE ROCK, ARK.**

W. G. PHILLIPS



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PRODUCE EXCHANGE NEW YORK

**FLOUR AND SEMOLINAS**  
DOMESTIC AND EXPORT

REPRESENTING NOT MISREPRESENTING  
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**Index**

Second Clear

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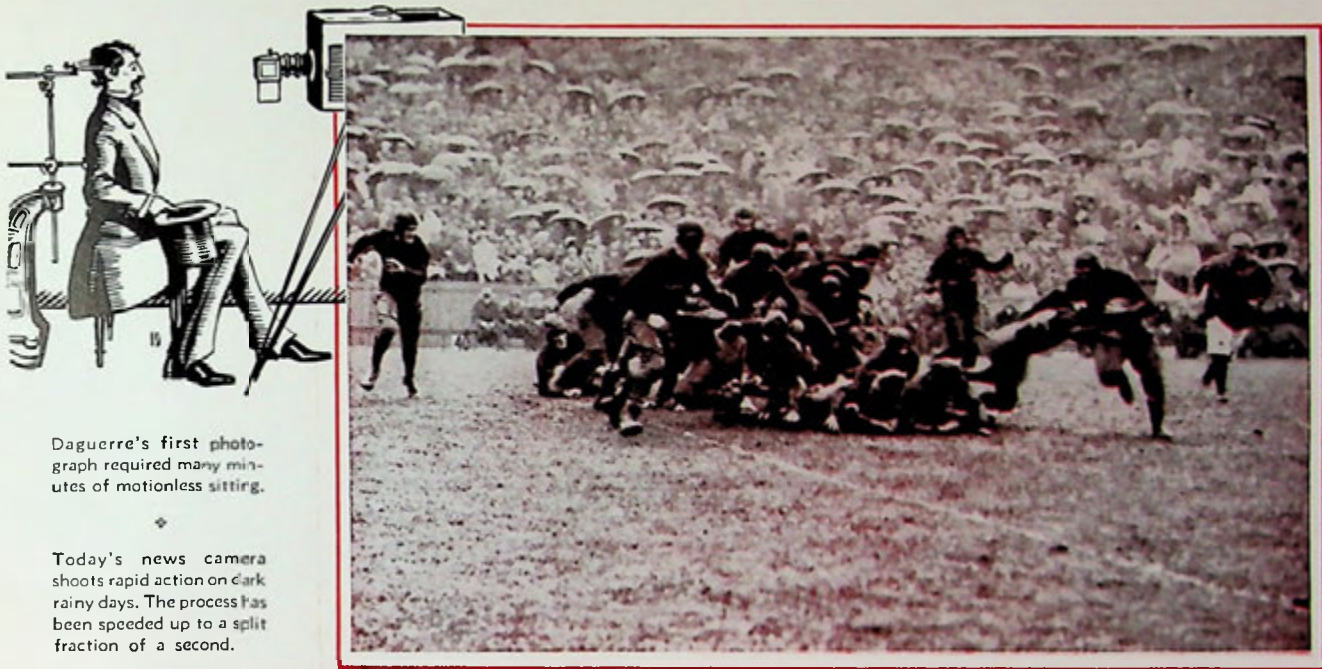


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