

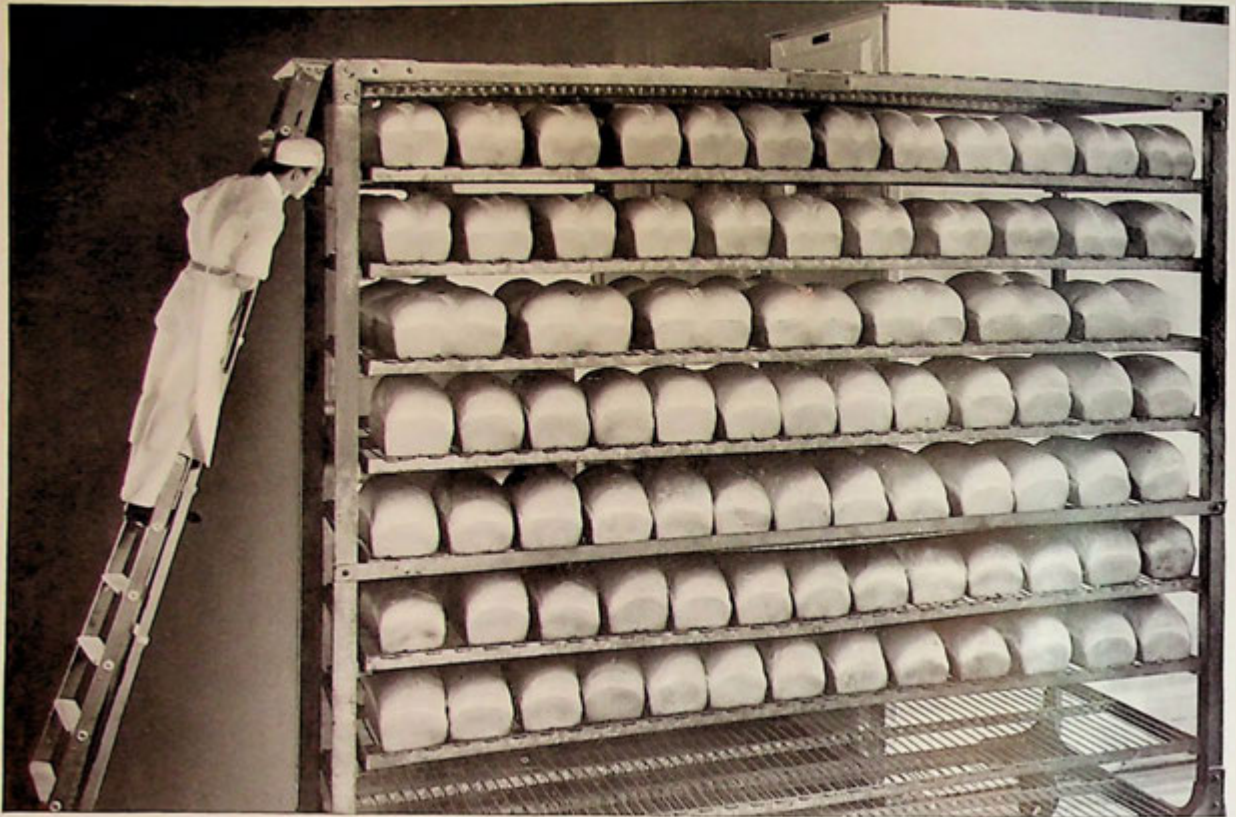
31 DEC 1931

# The Northwestern Miller

LIBRARY,  
THE RESEARCH ASSOCIATION  
of  
BRITISH FLOUR-MILLERS



DECEMBER 16, 1931



Another actual photograph taken in our Minneapolis Bakery

## The Secret of Good Bread

**H**ERE is one of our skilled bakers examining a rack of bread. Does the bread have sufficient volume? Is the crust color a golden brown? How about the break and shred? Do the split top loaves open up? There can be only one answer since this bread was made with Seal of Minnesota flour.

Here's the secret of good bread told in twenty words—no more—no less. **COUNT THEM.**

To . get . good . loaves . of . fine . texture . and  
rich . flavor . mix . Your . Skill . with . Seal . of  
Minnesota . flour . and . bake.

If you would know the reason why so many bakers are buying Seal of Minnesota flour, just try Seal for one week—then leave it if you can.

INTERNATIONAL MILLING COMPANY  
Minneapolis, Minnesota                      Buffalo, New York



# SEAL OF MINNESOTA

FLOUR      MILLED      FROM      TESTED      WHEAT



*Kansas Grows the Best  
Wheat in the World*

*The quality reputation of  
"RED STAR"*

*Has been built on quality comparisons  
with other good flours*

*Total Capacity  
4700 Barrels*

*Elevator Capacity, 4,500,000 Bushels*



# RED STAR

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

R. S. HURD, President

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## Does Your Dough Squeak?

*A small sound with a big meaning*

**W**HEN you press your dough with your hand, does it squeak? If so, according to some well-informed men, you'll have good bread.

If, on the other hand, your dough slips easily through your fingers, you're in for trouble.

Squeaky dough has a good strong cell structure, which holds the gas firmly. When you press it, it resists. Finally, as you press harder, it breaks, and the gas escapes with a squeak. Such a dough is enjoying a lively fermentation, and contains a strong, well-developed gluten.

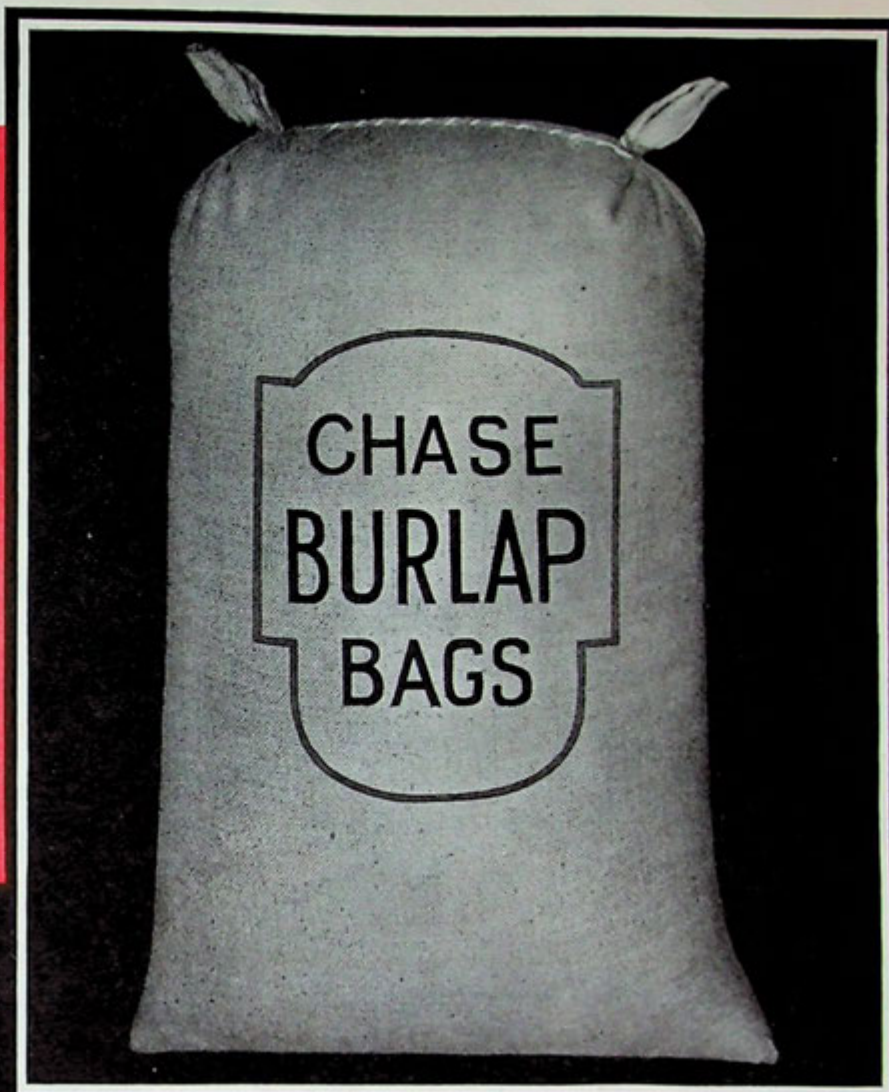
It's easy to understand what happens when these two doughs reach the oven. The squeaky dough, which resisted your pressure in the trough, will also resist the rapidly expanding gases in the oven. It will give you a large, well-risen loaf, with a good grain and texture. The other dough will allow the gas to escape as easily in the oven as it did between your fingers in the trough. The result is a small loaf, with an open grain and a poor structure.

Good strong gluten in the dough cannot be developed from a flour

which did not contain good gluten at the start. Neither can it be developed unless the flour is uniform, and responds uniformly in the mix and during fermentation. Either condition produces an expensive loaf, and a poor one.

That's one of many reasons why you can afford to pay a few cents a barrel more for a uniform, dependable, strong flour like Pillsbury's. In the first place, you know that every sack contains a high percentage of quality gluten. In the second place, you know that every sack of Pillsbury's is exactly like every other sack. These two things will improve the quality of your loaf and lower the cost of producing it. That means satisfied customers, increased sales, lowered costs, greater profits.

# Pillsbury's Bakery Flours



# COTTON · BURLAP · PAPER

**FACTORIES:—**

PHILADELPHIA  
BUFFALO - TOLEDO  
GOSHEN - MILWAUKEE  
MINNEAPOLIS - ST. LOUIS  
KANSAS CITY - MEMPHIS  
DALLAS - NEW ORLEANS

*"Bags of all kinds"*

**SALES OFFICES:—**

CHICAGO - NEW YORK  
CLEVELAND - DETROIT  
DENVER - LOS ANGELES  
HUTCHINSON - LOUISVILLE  
CHARLESTON - NORFOLK

Affiliated Company, THE ADAMS BAG COMPANY, Chagrin Falls, Ohio  
Makers of NEVER-BURST Paper Sacks

# CHASE BAG CO.

# American Eagle



Here is a favor-building flour—one that will please your most discriminating trade and go on and on increasing your volume and profits. This has been proved a thousand times and will again be in your—the thousand and first—case.

*The* H-D-Lee Flour Mills Co.  
 CAPACITY 2500 BBLs.  
 Salina ~ Kansas

*Made in Kansas*

*Bread Is the Best  
 and Cheapest Food*

Trademark Registered



*Good All  
Through  
the Years*

Every year we look forward to the new wheat crop wondering about its special characteristics. And then, when it comes along, we always find that —with the right mill and the right method— the quality of KELLY'S FAMOUS is just as happily pleasing as ever before.

*Daily Capacity 2,500 Barrels...*

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

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

*William Kelly, President*



THE other day a long valued old customer came back. Not many ever have to come back, because so few ever leave. But occasionally a buyer of "I-H" will be led astray by the lure of cheapness and try another flour on his trade. Inevitably they come back sooner or later, *because* there is

NO SUBSTITUTE FOR "I-H" QUALITY



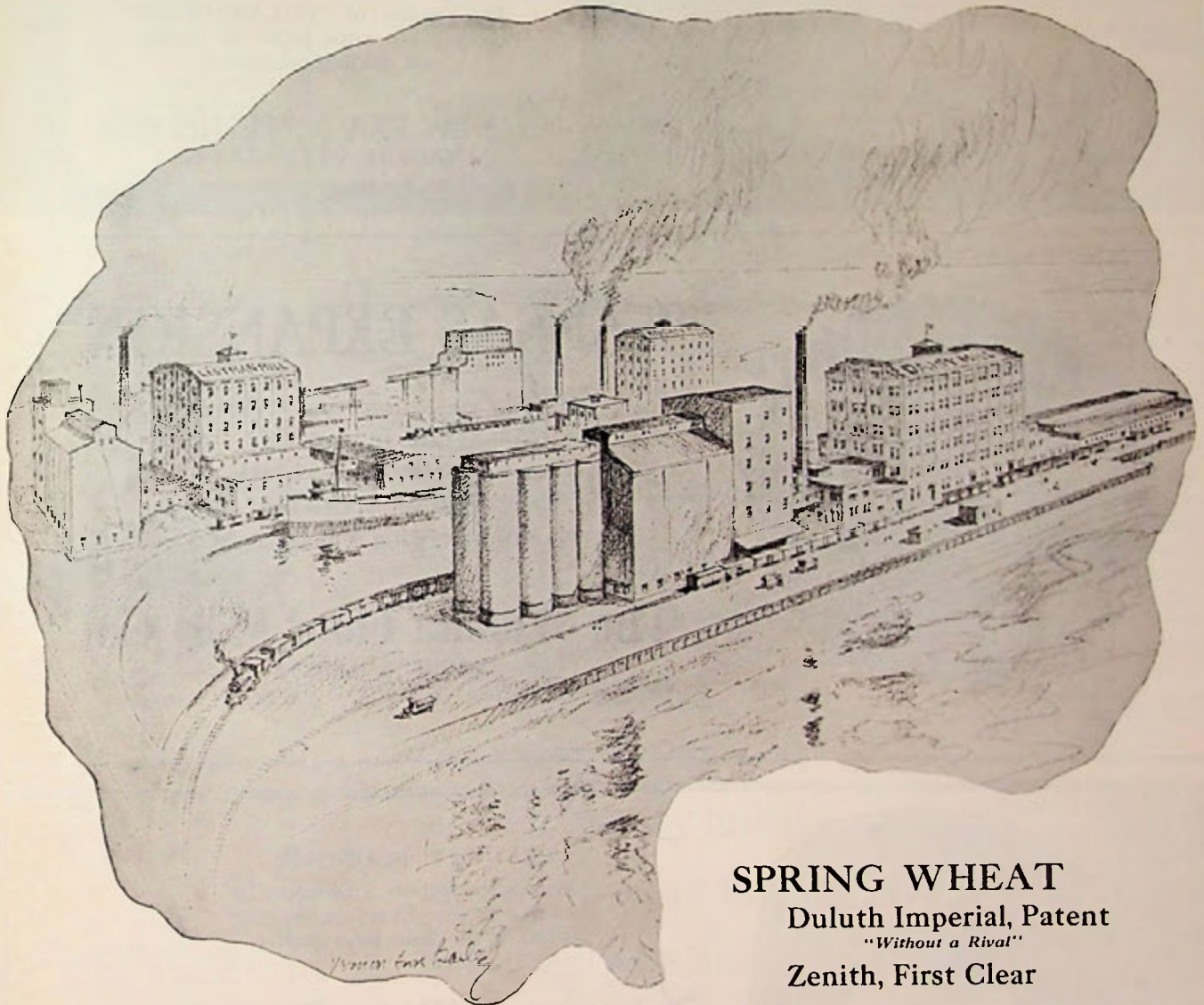
*For Bakers*  
 ORACLE  
*A Short Patent*  
 THUNDERBOLT  
*A Reliable Flour*

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



# DULUTH-SUPERIOR MILLING CO.

DULUTH, MINN.



## DOMESTIC *and* EXPORT

Direct loading from Mill to  
Lake Steamers

Quick delivery at seaboard  
and all Eastern points

## SPRING WHEAT

Duluth Imperial, Patent

*"Without a Rival"*

Zenith, First Clear

## DURUM WHEAT

Hourglass, Semolina

*"Sharp-Bright-Uniform"*

Ambo Semolina

Durum Patent Flour

## RYE

Duluth Imperial Rye



# "Polar Bear" FLOUR IS KING

The quality of "POLAR BEAR" remains the same under all market and milling conditions.

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

Founded by  
ANDREW J. HUNT  
1899



## "KANSAS EXPANSION"

Will help you to increase your share of the flour trade in your field. And, if your business is particularly slow, "KANSAS EXPANSION" almost certainly will bring it to life.

### The Wichita Flour Mills Co.

WICHITA, KANSAS

WHEAT STORAGE CAPACITY  
ONE MILLION BUSHELS

CAPACITY, 2,500 BBLs.



QUALITY ECONOMY  
Lassen's Perfection is economy in concrete form. Every penny you spend on this flour buys quality.

### The Kansas Milling Company

WICHITA, 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 Barrels Capacity.  
COFFEYVILLE - KANSAS

Established 1878

**Eberle-Albrecht Flour Co.**

*Exporters*

Always open for new foreign connections ST. LOUIS, MO.

Established 1849

**Saxony Mills**

Hard and Soft Winter Wheat Flours  
ST. LOUIS, MO.

Correspondence Solicited Daily Capacity, 1,100 Bbls.

**KEYSTONE MILLING COMPANY**

Capacity, 750 Barrels  
LARNED - KANSAS



**"CHERRY BELL"**

Made exclusively from Central Kansas Turkey Wheat

**N. SAUER MILLING CO.**  
CHERRYVALE, KANSAS

**Majestic Milling Co.**  
AURORA, MO.

Millers of Soft and Hard WINTER WHEAT FLOUR  
Live connections wanted in all markets.  
Capacity, 1,000 Barrels

**"GOLDEN EAGLE"**

*Short Patent*

The Lindsborg Milling & Elevator Co.  
LINDSBORG, KANSAS

**"SUNKIST" FLOUR**

Made from specially selected wheat, under constant laboratory control and guaranteed to give satisfaction.

*Let us quote you before you buy.*

**The Maney Milling Co.**  
OMAHA, NEBRASKA

Established 1877

**Velvet**

Here is a flour which will serve you well. Milled in an exceptionally complete modern mill out here in the very center of Kansas' best wheat fields out of the pick of the crop, it stands up with the best of them. Stock it and you never will have to sit back for any brand offered in your field. And the price is always competitive on basis of real quality.

**Walnut Creek Milling Co.**  
Great Bend, Kansas



As fine a flour as you will find, milled from the finest Turkey wheat in the heart of Kansas in

*An Independent Mill*

**WOLF MILLING CO.**  
ELLINWOOD, KANSAS

**Blackburn's Best—Elko—Golden Glory**

These flours of pre-eminant quality. High Class connections solicited.  
BLACKBURN MILLING CO.  
Mills at Eikhorn, Neb. Omaha, Neb.

**"OLD HOMESTEAD"**

Capacity, 1,200 Bbls. Milled from Western Kansas High Strain Wheat  
**Plain and Self Rising Flours**  
THE DODGE CITY FLOUR MILLS  
Dodge City Kansas

**HALSTEAD BOSS**

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

**"JUBILEE"**

FLOUR  
One of the very best from Kansas  
**The Aurora Flour Mills Co.**  
Successors to Tyler & Company  
JUNCTION CITY, KANSAS

**KANSAS MAID—**

A fancy high patent flour milled from strictly dark Turkey Wheat  
1,250 Barrels  
Hays City Flour Mills Hays City Kansas



# AMERICAN BEAUTY



**THE FLOUR** that blooms in your oven.

STANARD TILTON MILLING CO.  
ST. LOUIS - ALTON - DALLAS.  
DAILY CAPACITY 5000 BARRELS EST. 1857

# "OKOMA"

(Special Bakers' Patent)

Gives perfect satisfaction in stability, performance, volume; will aid any baker in increasing his volume and earnings.

Oklahoma City Mill & Elevator Co.  
OKLAHOMA CITY, OKLAHOMA

## "HUMRENO"

A particularly fine strong flour milled from the choicest western Oklahoma and Panhandle hard Turkey Wheat.  
EL RENO MILL & ELEVATOR CO.  
EL RENO, OKLAHOMA

## "SLOGAN"

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



## LYONS' BEST

NOW also  
Phosphated and Self-Rising  
LYONS FLOUR MILLING CO.  
LYONS, KANSAS

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

## Chickasha Milling Co.

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

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

Round Lots  
Fancy First Clears

Always Available  
MOUNDRIE MILLING CO.  
Moundridge, Kansas

Self-Rising Flour - Milled from choicest wheat bought direct from farmers. Packed under our attractive brand - "OLD TRAIL"

QUALITY ECONOMY READY SALES The Wilson Flour Mills Wilson, Kansas

# HALL MILLING CO.

Millers of RADIUM, the exceptionally strong flour which is rapidly gaining in bakers' favor, and REX, known favorably for generations in export markets.

Ask for samples.

COTTON BELT BUILDING

ST. LOUIS, MO.

We try to make every sack of UTILITY worthy of the super fine wheat from which it is ground.

The WALL-ROGALSKY MILLING CO.  
MEPHERSON, KANSAS

NEBRASKA'S FINEST MILL  
"DAVID HARUM"  
FLOUR

Lexington Mill & Elevator Co.  
500 Bbls Capacity LEXINGTON, NEB.

## "GOLD BOND"

Central Kansas Milling Co.  
LYONS, KANSAS

ESTABLISHED 1864

# MEYER'S MODEL FLOUR

ALWAYS RELIABLE

THE MEYER MILLING COMPANY  
SPRINGFIELD, MO.

J. F. IMBS MILLING CO. ST. LOUIS, MO.

Millers of Hard and Soft Wheat Flour

DAILY CAPACITY 2,100 BARRELS

BLACK BROS. FLOUR MILLS, BEATRICE, NEBRASKA  
FLOUR 1,600 BBLs. 1883-1920 STOCK FEED 250 TONS



# "KANSAS BEST"

Today, the world's wheat interest centers in Kansas, the greatest field of fine bread wheat in all agricultural history.

And here, in the very heart and center of this great wheatfield, are our five mills located where they can, and do, choose the very finest of this fine wheat for milling into KANSAS BEST.

We do not know if you can find a better flour. Almost surely you will not find a better seller or one that will better satisfy your trade.

4,350 Barrels Daily

## THE CONSOLIDATED FLOUR MILLS CO.

FRED F. BURNS, Vice President and Manager

WICHITA, KANSAS

FOR FAMILY TRADE  
**MOTHER'S BEST**  
FLOUR

A MELLOW GLUTEN FLOUR  
DESIGNED for HOUSEWIFE

*Made Right...  
...Priced Right*

Nebraska Consolidated Mills  
Co.

Catering to FAMILY TRADE  
1521 No. 16th St. OMAHA, NEBRASKA

**GOLD BELL  
SILVER BELL**

*Bakery flours of  
exceptional quality*

Topeka Flour Mills Corp.  
Topeka, Kansas

**AROMA FLOUR**

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

**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

**"Hunter's CREAM"**

*A Kansas  
Turkey Wheat  
Flour*

that for nearly half a  
century has stood at  
the very top of the fine  
quality list.

The Hunter Milling Co.  
Wellington, Kansas

Better Flour for Baker, Jobber and Grocer  
**"HAVASAK"**

Security Flour Mills Co.  
Operating SECURITY and Mid-West mills  
W. A. CHAIN, Mgr. ABILENE, KANSAS

Scott County Milling Co.

Manufacturers of  
Hard and Soft Winter Wheat Flour  
SIKENTON, MISSOURI

**"Old Squire"**

The "Old Squire" knows  
that his flour is as good  
and believes it probably  
is better than the flour  
you now are buying.

Moore-Lowry Flour Mills Co.  
Rosedale Station Kansas City, Kansas

**"Heart of America"**  
FLOUR

The Rodney Milling Co.  
KANSAS CITY, MO.

Eastern Representatives  
Seaboard Flour Corporation  
BOSTON, MASS.

**"PLAINSMAN"**

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



**"KANSAS SEAL"**

A Fine Short Patent Flour  
from Central and Western  
Kansas Strong Wheat  
Barton County Flour Mills Co.  
GREAT BEND, KANSAS

The J. C. Lysle Milling Company  
Leavenworth, Kansas

*Hard and Soft Wheat Flour  
for  
Family Trade*

**GINGHAM GIRL**



Made by Millers of  
**WHITE STAR**  
The Baker's Flour Dependable Since 1860  
Plant Flour Mills Company  
ST. LOUIS, MO., U. S. A.



## “THORO-BREAD”

Give the returning prosperity a break. You cannot woo back the business you have lost with cheap merchandise. Prosperity is going to be won back by goods of high quality sold at fair prices. Give your business a chance by stocking “THORO-BREAD.”

**THE ARNOLD MILLING CO.**  
STERLING, KANSAS

A. L. JACOBSON, Manager

New York Representative—J. H. Blake, 204 Produce Exchange, New York City.  
Territorial Representatives—B. T. Lennon Sons Co., 315 Read Bldg., Pawtucket, R. I., and J. V. & A. W. Godfrey, 177 Milk Street, Boston, Mass.



## ROBIN'S BEST

Invites the favor of distributors and users of very superior country milled patent, flour good enough to challenge every test of quality.

**ROBINSON MILLING CO.**  
SALINA, KANSAS

**THE ROSS MILLING CO.**  
*Choice Quality Flour*  
Plain and Selfrising  
OTTAWA KANSAS

“Whitewater Flour”  
Ground Where the  
Best Wheat Is Grown  
WHITewater FLOUR MILLS CO.  
Whitewater, Kansas

**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

**ANNAN-BURG**  
GRAIN & MILLING CO.  
ST. LOUIS, MO.

## FLOUR FACTS...

Page's Best  
Page's No. 1  
Climax  
Prairie Flour

It pays the Baker to stick to a reliable Miller, buy Good Flour and pay a decent price for it. The savings made through other buying policies are infinitesimal when measured in terms of a loaf of bread—such savings are rarely lasting or real and are usually made at the expense of safety. It's better to be safe than sorry, and always

“It Pays to Buy of Page's”  
**The Thomas Page Mill Co.**  
Topeka, Kansas

## Superflour

Here is what to do when you feel there's something the matter with the flour. Try SUPERFLOUR, made of the very finest and strongest wheat, made to do what most flours simply cannot do.

**The Willis Norton Company**  
NORTH TOPEKA, KANSAS

Daily Capacity, 1,200 Barrels

Quality Millers Since 1879



# Boss Patent

Business is good. But we need some more. And we are willing to meet new buyers half way to get started. We don't mean cheap flour. We merely mean very good flour worth the money.

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



**"Shellabarger's Special"**  
always is a good buy. And if we cannot win your favor with it, we also have  
**"BIG S" and "PEACOCK"**

**The Shellabarger Mills**  
SALINA, KANSAS



**"Gooch's Best"**

Superior quality  
—to make all  
baked things  
better.

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

**"MERIDIAN"**  
*More and Better Loaves per Barrel*

**Newton Milling and Elevator Co.**  
NEWTON, KANSAS

**"Wichita's Imperial"**  
A flour for particular bakers made from  
Strong Kansas Turkey Wheat.

**THE IMPERIAL FLOUR MILLS CO.**  
GENERAL OFFICES: WICHITA, KANSAS

**VOIGT MILLING COMPANY**  
GRAND RAPIDS, MICH., U. S. A.

MANUFACTURERS OF

*Soft Wheat Flours*  
VOIGT'S ROYAL PATENT  
VOIGT'S GILT EDGE  
VOIGT'S CRESCENT  
VOIGT'S SELF RISING

*Spring and Hard Wheat Flours*  
MARK TWAIN  
COLUMBIAN  
PEP

**"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

Michigan Soft Wheat Flour  
**SUNRAYS**  
(REG. U. S. PAT. OFF.)  
Straight and Self-Rising

**UNION CITY MILLING CO.**  
UNION CITY, MICH.

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.

**"Sasnak Flour"**  
For Discriminating  
Eastern Buyers

**ENSS MILLING Co., Inman, Kan.**

**THE A. H. RANDALL MILL Co.**  
Millers of Michigan Quality  
SOFT WHEAT FLOUR

New up-to-date mill just completed.  
Open for a few additional connections.

TEKONSHA, MICH.

**Quality Michigan Flour**  
*Plain and Self-Rising*

Made exclusively from Michigan wheat—we  
grind nothing else. *Open for connections*

**CHELSEA MILLING CO. - CHELSEA, MICH.**

**THE WOLF COMPANY**

MACHINERY FOR FLOUR AND FEED **WOLF** MANUFACTURERS & ENGINEERS  
EQUIPMENT

66 COMMERCE ST. CHAMBERSBURG, PENNSYLVANIA

**TETRAFUME** (Registered)  
*Kills Weevil and Moths  
Also Kills Rats and Mice*

Approved by Fire Insurance Companies  
Incorporated 1918  
**Douglas Chemical & Supply Co.**  
Manufacturers and Direct Distributors  
933 and 935 Southwest Boulevard  
KANSAS CITY, MO.

ATLANTIC 6463 **Beygeh** ENGRAVING CO. MINNEAPOLIS

ADVERTISING ARTISTS  
ENGRAVERS  
COLOR PLATES  
HALFTONES  
ETCHINGS

PROMPTNESS  
ACCURACY



A FLOUR FOR EVERY TYPE OF CAKE AND PASTRY



**COMMERCIAL MILLING CO.**  
CLEVELAND DETROIT PITTSBURGH

# REPRESENTATIVE FLOUR IMPORTERS OF FOREIGN COUNTRIES

Cable Address: "DORFEACH," London  
**MARDORF, PEACH & CO.**  
 FLOUR IMPORTERS  
 Old Trinity House, Water Lane  
 LONDON, E. C.  
 Want Second Patents and First Bakers

**COVENTRY, SHEPPARD & CO.**  
 FLOUR IMPORTERS  
 LONDON

Cable Address: "COVENTRY," London

**C. E. FEAST & CO.**  
 (CHAS. E. FEAST)  
 FLOUR IMPORTERS  
 40 Gt. Tower Street, LONDON, E. C. 3  
 And at Old Corn Exchange, Granary Stand No. 7  
 Cable Address: "FEASTANCO," London

**T. S. MEDILL & SONS, LTD.**  
 FLOUR IMPORTERS  
**CORN EXCHANGE,**  
 LONDON, E. C. 3  
 Offices: 267, Bow Road, London, E. 3  
 Cable Address: "MEDILL," London

**W. P. WOOD & CO.**  
 FLOUR AND WHEAT IMPORTERS  
 5 Bury Court, LONDON, E. C.  
 FLOUR for London and Malta  
 WHEAT for London, Hull, Liverpool  
 Established 35 years Correspondence invited

Cable Address: "TRONTOPI," London  
**SIDNEY SMITH**  
 47 Gt. Tower St. LONDON, E. C. 3  
 FLOUR, GRAIN, FEED, CORN AND  
 CEREAL PRODUCTS  
 Codes: Riverside, A B C 5th Ed., also Bentley  
 and Western Union 5 Letter Codes

**A. G. BUTTIFANT**  
 FLOUR, GRAIN AND FEEDINGSTUFFS  
 Office: 47 Mark Lane  
 LONDON, E. C. 3  
 Cable Address: "BUTTIFANT," London  
 Codes: Bentley's Phrase  
 Riverside, 1901 edition

**ROSS T. SMYTH & CO., LTD.**  
 FLOUR AND GRAIN IMPORTERS  
 LIVERPOOL, LONDON, HULL,  
 GLASGOW AND IRELAND  
 NEW YORK OFFICE:  
 PAUL, ROBSON & CO., Produce Exchange

**McCONNELL & REID, LTD.**  
 FLOUR IMPORTERS  
 10 Waterloo St. GLASGOW  
 Cable Address: "MARVEL," Glasgow

**BYRNE, MAHONY & CO.**  
 FLOUR IMPORTERS  
 LONDON DUBLIN  
 ABERDEEN AND BELFAST  
 Cable Address: "BYRNE," Dublin

**SHAW, POLLOCK & CO., LTD.**  
 FLOUR and CEREAL PRODUCT  
 IMPORTERS  
 BELFAST AND DUBLIN  
 Cables: "POLLOCK," Belfast  
 "PILLSBURY," Dublin

M. STANNARD Established 1870 F. T. COLLINS  
**STANNARD, COLLINS & CO.**  
 FLOUR, GRAIN AND CEREAL PRODUCT  
 IMPORTERS  
 Cory Buildings, Fenchurch Street LONDON, E. C. 3

**R. HUNTER CRAIG & CO., Ltd.**  
 GLASGOW—45 HOPE STREET LIVERPOOL—17 BRUNSWICK STREET  
 LONDON—7 LONDON STREET, MARK LANE, E. C.  
 Also at BRISTOL, SOUTHAMPTON, HULL, BELFAST, DUBLIN and COBE

**D. T. RUSSELL & BAIRD, LTD.**  
 FLOUR, OATMEAL AND CEREALS  
 LIVERPOOL 45 Hope Street, GLASGOW, C. 2  
 Offices also at DUBLIN, LEITH and BELFAST  
 Cable Address: "DELIGHT," Glasgow

**PILLMAN & PHILLIPS**  
 FLOUR IMPORTERS  
 LONDON, LIVERPOOL, BRISTOL,  
 DUBLIN, BELFAST

**WATSON & PHILIP, LTD.**  
 FLOUR IMPORTERS  
 93 Hope St., GLASGOW  
 41 Constitution St., LEITH  
 Esplanade Buildings, DUNDEE  
 12 Virginia St., ABERDEEN  
 Cables: "PHILIP," Dundee

**WM. HAMILTON & CO.**  
 FLOUR IMPORTERS  
 50 Wellington Street GLASGOW  
 Cable Address: "CORNSTALK," Glasgow

**V. & A. DEVOTO**  
 FLOUR IMPORTERS  
 DUBLIN—Gainsboro House, 24 Suffolk St.  
 BELFAST—29 Rosemary Street  
 Cable Address: "DEVOTO," Dublin Codes: Riverside, Bentleys

ANDREW LAW WILLIAM R. LAW  
**CRAWFORD & LAW**  
 FLOUR IMPORTERS  
 67 Hope Street GLASGOW  
 and at 59 Mark Lane LONDON  
 35 Royal Avenue BELFAST  
 Cable Address: "CAMELIA," Glasgow

**WILSON & DUNLOP**  
 FLOUR IMPORTERS AND  
 COMMISSION MERCHANTS  
 LEITH and GLASGOW  
 Also at Aberdeen  
 Cable Address: Correspondence solicited  
 "FLOUR," Leith Advances on consignments

**ARCHD. HAMILTON & SONS**  
 IMPORTERS OF FLOUR,  
 OATMEAL  
 AND FEEDINGSTUFFS  
 67 Hope Street GLASGOW, C. 2  
 Cable Address: "ROSLIN," Glasgow

**RIVERSIDE CODE**  
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And the crier rung his bell,  
What would you buy?*

*J. L. Beddoes - 1840*

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# The Northwestern Miller

Established in 1873

MINNEAPOLIS, MINN., U. S. A., DECEMBER 16, 1931

Volume 168 Number 9

## The World Situation in Wheat

By Gilbert Gusler

In a Bulletin of the Millers' National Federation

**F**LUCTUATIONS in wheat prices in the past 60 days may be attributed largely to alterations in what the trade, especially the speculative interests, thought about supply and demand conditions, rather than to material changes in the conditions themselves. The main outlines of the situation may be summarized thus:

1. World consumption this season probably will exceed production, but the supply is more than ample because of the heavy carry-over.

2. While the carry-over at the end of the season probably will be smaller than at the beginning, it again will be well above normal.

3. Low prices are causing contraction of acreage, which may be increasingly effective marketwise toward spring. Also, adverse climatic factors affect the outlook for a substantial part of the North American crop, although, lacking adequate long distance weather forecasts, opinions as to prospective yields per acre are subject to radical change.

World production, excluding Russia and China, promises to be about 150,000,000 to 160,000,000 bus below last season, when it was placed at 3,823,000,000 bus. The principal changes by areas were decreases of 75,000,000 bus in North America, 47,000,000 in Asia, and 82,000,000 in Argentina and Australia combined, with increases of 37,000,000 bus in Europe and 11,000,000 in North Africa. In the foregoing comparison, an estimate of 170,000,000 bus was used for Australia and 200,000,000 for Argentina, against 213,000,000 and 239,000,000, respectively, last year.

The world carry-over of wheat in positions accounted for on July 1, 1931, was 659,000,000 bus, or 90,000,000 more than a year previous. This increase in stocks on hand offsets much of the decrease in production, so that world production and carry-over, outside of Russia and China, appears to be only about 60,000,000 to 70,000,000 bus below last season's supply, a decrease of less than 2 per cent.

This record is incomplete in the case of both crop and carry-over. The evidence as to the missing items deserves consideration. All reports point to a decrease in Russian production. The quantity exported amounted to 61,000,000 bus from south Russian ports from July 1 to Nov. 21, against 56,000,000 bus in the same period last year, according to Broomhall's reports. Exports from these ports in 1930-31 were 92,500,000 bus, while Russian exports from all points were reported officially at 109,900,000 bus.

Chinese production of wheat is even more uncertain, but its variations are of less importance in world trade. The early reports were that Manchuria had an increase, but that the total crop was smaller than in 1930, although of superior quality.

The carry-over data previously given cover only carry-over in the United States, July 1 supplies available for export and carry-over in Argentina, Australia and Canada, stocks at United Kingdom ports and stocks afloat. Of stocks in other positions, the carry-over in continental Europe is most significant. It was reported to be smaller than in

1930, although definite quantities were not given. On the other hand, Russian reserves are believed to have been built up out of the large 1930 crop. India is believed to have carried over about 40,000,000 bus more than a year previous, although fluctuations in her supplies are of minor importance in world trade.

The calculated disappearance of wheat in countries outside of Russia and China in 1930-31 was 3,826,000,000 bus, the largest on record and 222,000,000 bus more than in the preceding season. Factors indicating large consumption again this season are:

1. Low prices at which wheat is available in all but the high-tariff importing countries.

2. Heavy feeding of wheat in the United States, especially during the late summer when the wheat-corn price ratio was particularly favorable to the use of wheat.

3. Poor quality of much of the European crop, leading to waste and use as animal feed.

4. The decrease of 207,000,000 bus in the rye crop of 20 countries.

5. Decreases of 15 to 20 per cent below average in the rice crop of China and of 13 per cent below last year in Japan.

6. The normal annual increase which wheat consumption seems to show.

Full recognition must be given to contrary factors, such as the reduction in foreign wheat French mills are allowed to use from 10 per cent to only 3 per cent, the financial weakness of Germany, and the barrier against imports created by the British suspension of the gold basis.

While large world consumption of wheat again this season is clearly indicated, its exact size is quite conjectural. If Russian exports should be 86,000,000 bus and if disappearance in countries outside of Russia and China should equal the large figure of last season, the carry-over of wheat on July 1, 1932, in positions accounted for would be nearly 600,000,000 bus. If consumption should rise to a new peak of 3,900,000,000 bus, the carry-over would still be about 519,000,000 bus. Even this amount is considerably above normal.

Supplies and disappearance of wheat in countries outside of Russia and China, as compiled by the United States Department of Agriculture as far as 1930-31, are shown in the table below. Figures are shown for 1931-32 and for carry-over at the start of 1932-33, more for illustrative purposes than as fore-

casts of what the quantities will prove to be.

(in Millions of Bushels)

Year	World Production	Shipments from Russia	Total supply	Total disappearance
1922-23	3,225	292	3,524	3,212
1923-24	3,551	312	3,864	3,535
1924-25	3,150	349	3,499	3,222
1925-26	3,441	277	3,718	3,466
1926-27	3,448	279	3,727	3,430
1927-28	3,680	340	4,020	3,592
1928-29	2,938	403	3,341	3,815
1929-30	3,551	616	4,167	3,604
1930-31	3,823	569	4,392	3,326
1931-32	3,675	659	4,334	3,300
1932-33	4,519	—	—	—

\*Excluding Russia and China. †Figures are suggestive rather than definite estimates. ‡Stocks on July 1, 1932, if 1931-32 supply and disappearance should be as shown.

Analysis from the standpoint of export surpluses and probable import requirements shows a similarly easy situation. Broomhall estimates world takings for the British wheat year ending July 31, 1932, at 776,000,000 bus, or practically the same as last season. Europe is expected to use 568,000,000 bus and non-European countries 208,000,000 bus, against 600,000,000 for Europe and 176,000,000 for ex-Europe in the previous season.

Sniffing to the American wheat year starting July 1, world's shipments in the 21 weeks ending Nov. 21 were 320,000,000 bus, against 317,000,000 last season. Stocks on ocean passage to Europe decreased 12,000,000 bus during this time in 1931 against an increase of the same amount in 1930. These figures indicate a relative gain of about 27,000,000 bus in the take-off by importing countries, of which about half may be accounted for by the building up of British stocks in anticipation of a tariff.

However, total takings by Europe have been below last year, while imports by non-European countries have increased even more than generally expected.

If the rate of exports for these 21 weeks, representing 40 per cent of the full year, should be maintained for the rest of the season, total imports would be about 825,000,000 bus. The small rye crop in Europe, and the reduced wheat and rice crops in the Orient, along with other factors, suggest that imports might reach that figure, unless financial weakness in Europe prevents.

To meet these requirements, potential

surpluses, after allowing for normal carry-overs on July 1, 1932, total about 325,000,000 bus in the United States, 265,000,000 in Canada, 130,000,000 in Argentina and 145,000,000 in Australia. Allowing for 85,000,000 bus from Russia and 50,000,000 from the Danube and other countries, the indicated supply is 1,005,000,000 bus. In this calculation, fairly heavy feeding in the United States was allowed for. Allowances for carry-over on July 1, 1932, were much smaller than in recent years of persistently burdensome stocks, but are in line with those from 1922 to 1927 when they were ample.

With exportable surpluses substantially larger than import needs, it seems probable that the United States will again hold a large proportion of the excess carry-over at the end of the season. From July 1 to Nov. 11, our exports, including flour, were only 63,000,000 bus against 77,000,000 bus in 1930.

If allowance be made for the probable holdings of wheat that will be left in the hands of the Grain Stabilization Corporation under its plan of selling 5,000,000 bus a month, with 190,000,000 held on Nov. 1, the surplus in other hands does not appear so excessive.

In the table which follows is shown the world acreage of wheat for a series of years, with a preliminary estimate for the current year:

Year	Acre
1922-23	256,800,000
1923-24	258,600,000
1924-25	224,400,000
1925-26	227,100,000
1926-27	233,400,000
1927-28	241,300,000
1928-29	246,900,000
1929-30	246,900,000
1930-31	249,900,000
1931-32	240,000,000

Some progress has been made in shaving off the increases in acreage which followed the fairly high prices for crops produced from 1924 to 1927. Most of the decrease shown for 1931-32 is in Argentina and Australia. Canada's 1931 acreage was at a new peak.

An estimate of acreage of winter wheat in the United States will soon be available. A substantial decrease and low average condition, with an especially large cut in Kansas prospects are commonly expected. Winter wheat acreage in Europe may not show much change since tariffs keep prices in so many countries far above the levels in exporting countries. Russia is not expected to attain her planned acreage of winter wheat which provided for a substantial increase. Factors likely to reduce spring wheat acreage in North America are present and the drought in that area still hangs on. In some respects, the lack of rain is a more threatening factor than in any previous year.

With prospects of another liberal carry-over, the motive for higher prices must come primarily from new crop prospects. The downward tendency in acreage and continued unfavorable climatic factors would provide the basis for an excited rise later on, although large current supplies and adverse economic factors may subordinate the new crop outlook for a time. The chief uncertainty in the price outlook appears to be the weather from the standpoint of winter killing and moisture supply in North America.



# When Wheaten Bread Was Scarce

*Rye and Barley Were the Staple Cereal Foods a Hundred Years Ago, According to This Account of the Progress of the National Taste in Britain as Published in the Penny Magazine of Sept. 28, 1833*

THE Anglo-Saxon monks of the abbey of St. Edmund, in the eighth century, ate barley bread, because the income of the establishment would not admit of their feeding twice or thrice a day on wheaten bread. The English laborers of the southern and midland counties, in the latter part of the eighteenth century, refused to eat bread made of one third wheat, one third rye and one third barley, saying that "they had lost their rye teeth." It would be a curious and not unprofitable inquiry to trace the progress of the national taste in this particular. It would show that whatever privations the English laborer may now endure, and whatever he has endured for many generations, he has succeeded in rendering the dearest kind of vegetable food the general food of the country. This single circumstance is a security to him against those sufferings from actual famine which were familiar to his fore-elders, and which still are the objects of continual apprehension in those countries where the laborers live upon the cheapest substances. Wages cannot be depressed in such a manner as to deprive the laborer, for any length of time, of the power of maintaining himself upon the kind of food which habit has made necessary to him; and as the ordinary food of the English laborer is not the very cheapest that can be got, it is in his power to have recourse for a while to less expensive articles of subsistence, should any temporary scarcity of food or want of employment deprive him of his usual fare—an advantage not possessed by his Irish fellow subjects, to whom the failure of a potato crop is a matter not of discomfort merely, but of absolute starvation.

### *Feast and Famine Annually*

IN the satire of Piers Plowman, written in the time of Edward III, it is said, that *when the new corn began to be sold,*

"Woulde no beggar eat bread that in it  
beans were,  
But of coket, and clemantyne, or else  
clene wheate."

This taste, however, was only to be indulged "when the new corn began to be sold"; for then a short season of plenty succeeded to a long period of fasting; the supply of corn was not equalized throughout the year by the provident effects of commercial speculation. The fluctuations in the price of grain, experienced during this period, and which were partly owing to insufficient agricultural skill, were sudden and excessive. On the securing of an abundant harvest in 1317, wheat, the price of which had been so high as 80s, fell immediately to 6s 8d per quarter. The people of those days seem always to have looked to a great abatement in the price of grain on the successful gathering of every harvest; and the inordinate joy of our ancestors at their harvest-home—a joy which is faintly reflected in our own times—proceeded, there is little doubt, from the change which the gathering of the crops produced, from want to abundance, from famine to fullness. That useful class of men who employ themselves in purchasing from the producers that they may sell again to the consumers was then unknown in England. Immediately after the harvest, the people bought their corn directly from the farmers at a cheap rate, and, as is usual under such circumstances, were improvident in the use of it, so that the supply fell short

before the arrival of the following harvest, and prices advanced out of all proportion.

The Reformation, and the discovery of America, were events that had a considerable influence upon the condition of the great body of the people in England. The one drove away the inmates of the monasteries, from whence the poor were accustomed to receive donations of food; the other, by pouring the precious metals into Europe, raised the price of provisions. In the latter half of the sixteenth century, wheat was three times as dear, both in England and France, as in the former half. The price of wheat, upon an average of years, varied but little for four centuries before the metallic riches of the New World were brought into Europe; upon an average of years, it has varied very little since.

The people of the days of Henry VIII felt the change in the money value of provisions, although the real value remained the same; and they ascribed the circumstance to the dissolution of the monasteries. There is an old song of that day in the Sommersetshire dialect, which indicates the nature of the popular error:



The English Harvest-Home Festival—From an Old Etching

"I'll tell thee what, good vellowe,  
Before the vriers went hence,  
A bushel of the best wheate  
Was sold for vourteen pence;  
And vorty eggs a penny  
That were both good and newe;  
And this, I say, myself have seen,  
And yet I am no Jewe."

When wheat was 14d a bushel, it was probably consumed by the people, in seasons of plenty, and soon after harvest. During a portion of the year there is

little doubt that the English laborers had better food than the French, who, in the fifteenth century, were described by Portescue thus: "Thay drynke water, thay eate apples, with bred right brown, made of rye." Locke, traveling in France, in 1678, says of the peasantry in his journal, "Their ordinary food, rye bread and water." The English always disliked what they emphatically termed "changing the white loaf for the brown." Their dislike to brown bread in some degree prevented the change which they proverbially dreaded. In the latter part of the sixteenth century, however, this change was pretty general, whatever was the previous condition of the people. Harrison says, speaking of the agricultural population, "As for wheaten bread, they eat it when they can reach unto the price of it, contenting themselves, in the meantime, with bread made of oates or barlie, a poore estate, God wot!" In another place, he says, "The bread throughout the land is made of such graine as the soil yieldeth; nevertheless, the gentilitie commonlie provide themselves sufficiently of wheate for their own tables, whilst their household and poore neighbours, in some shires, are enforced to content themselves with rye or barlie."

### *Variety of English Breads*

HARRISON then goes on to describe the several sorts of bread made in England at his day, viz., manchet, cheat, or wheaten bread; another inferior sort of bread, called ravelled; and lastly, brown bread. Of the latter there were two sorts: "One baked up as it cometh from the mill, so that neither the bran nor the floure are any whit diminished. The other hath no floure left therein at all; and it is not only the worst and weakest of all the other sorts, but also appointed in *old time* for servants, slaves, and the inferior kind of people to feed upon. Hereunto, likewise, because it is drie and bricke in the working, some add a portion of rie-meale in *our time*, whereby the rough drinesse thereof is somewhat qualified, and, and then it is named mescelin, that is, bread made of mingled corne." In the household book of Sir Edward Coke, in 1596, we find constant entries of oatmeal for the use of the house, besides "otmeall to make the poore folkes porage," and "rie-meall, to make brende for the poore." The household wheaten bread was partly baked in the house and partly taken of the baker. In the same year it appears, from the historian Stow, that there was a great fluctuation in the price of corn; and he particularly mentions the price of oatmeal, which would indicate that it was an article of general consumption, as well in a liquid form as in that of the oatenkes of the north of England.

In 1626, Charles I, upon an occasion of subjecting the brewers and maltsters to a royal license, declared that the measure was "for the relief of the poorer sort of his people, whose usual bread was barley; and for the restraining of innkeepers and victuallers, who made their ale and beer too strong and heady." The grain to be saved by the weakness of the beer was for the benefit of the consumers of barley bread.

At the period of the Revolution (1689), wheaten bread formed, in comparison with its present consumption, a small portion of the food of the people of England. At the commencement of the last century, wheaten bread became much more generally used by the laboring classes.

# EDITORIAL

## PROTESTING TOO MUCH

**I**N a current press release, the Farmers' National Grain Corporation gives the text of a resolution approved by its board of directors defending its management against charges of payment of excessive salaries to officers and employees. Denying "any obligation on the part of this corporation to make public its business transactions," the resolution says that it is willing "to forego our fundamental rights as a privately owned business corporation" and cites figures to prove the efficacy and economy of its management.

These claims are based on handling, since organization, a total of 290,000,000 bushels of wheat at a computed cost of less than one cent per bushel, of which less than one fifth cent represented salaries and wages. Net earnings, says the resolution, "represent a gain to grain producers of two and three tenths cents per bushel." The resolution emphasizes that all of this has been accomplished by its activities as an independent "privately owned corporation" and that the Federal Farm Board "has nothing whatever to do either with the payment of salaries to officers and employees or with determining the amounts to be paid to such officers and employees."

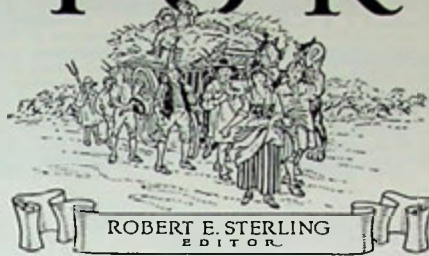
All of which is, of course, buncombe. The "privately owned corporation" referred to represents the investment of a few thousand dollars in cash and notes by a few regional co-operatives and a debt to the farm board, Oct. 31, of \$16,185,000. Its active manager was personally chosen by the chairman of the farm board at a salary fixed by him, first as manager of the stabilization corporation and later, at an increased salary, to serve in dual capacity. Of the enormous amount of wheat which the resolution boasts the Farmers' National has handled, by far the larger part is represented by trades for account of the stabilization corporation and the handling of commercial wheat, by use of government provided capital, in competition with private trades.

Nobody except the political boys at Washington is much inclined to find fault with the salaries paid to former members of the grain trade by the government set-up. None of them probably cares much for his job and most, if not all, of them doubtless would be glad to be back with their old associates among the pirates and robbers of the grain business. The point lies in the absurdity, not to say stretching of truth, involved in defending the government set-up as a farmer-owned "private" corporation capably managing its own affairs, when any one with any intelligence whatever knows it exists wholly by government authority and derives its subsistence from treasury pay.

## SAVING THE RAILROADS

**T**WO major events of the past few days afford some reason to hope that agencies of government at last are disposed to permit the railroads to act to protect themselves against the disasters which for nearly two years have threatened them. While Congress has gone on bestowing largess upon numerous minority groups in form of "relief" and "compensations" and thus brought the public treasury to the verge of disaster, the situation of the railroads, the solvency of which is not less important than agricultural prosperity, has gone from bad to worse, while few in authority have given more than lip service to their preservation.

Last week, however, the Interstate Commerce Commission yielded to the inevitable by counseling repeal of the absurd recapture clause of the transportation act, and, at the same time, gave tacit, although not formal, approval to the railroads' reconstruction of its own plan for pooling revenues from freight advances to meet threatened defaults in fixed charges of weaker lines. The commission, unhappily, lacked courage to express itself definitely in approval of the only way in which its own proposal legally could be put into effect; but the railroad managements may be trusted to meet the situation with intelligence and the fullest consideration of the dire needs of minor lines in the South and West.



The essential difference between the state of the nation's transportation system and the states of agriculture, labor and those who served in the war is that the first has no political appeal, while all of the others reek with the stuff upon which politics loves to feed. Yet, the fate of the railroads is indissolubly linked with the fate of the nation, not only in private investment but in the stability of savings, life insurance, trust funds and the whole financial integrity of the country. To permit them to drift into widespread bankruptcy is to court national disaster.

It is popular just now to blame President Hoover for all of the ills in which the world's untoward fortune has involved us. That is the natural, and, perhaps, proper and excusable, course of our political thinking. Yet, in his message to Congress approving the commission's recommendation of repeal of the recapture clause and proposing a survey of competing transportation services, with a view to their regulation, we see the strong hand of the President. It will not, as is the case with many of Mr. Hoover's acts, contribute to his political or personal popularity. Yet, it is the most vitally constructive proposal likely to be made to the present session of Congress. Even if Congress, as is likely to be the case, fails to take affirmative action at this time, the beginning thus made is certain to improve the position of the roads.

\* \* \*

*It so happens that grain traders are not drones but, on the contrary, harassed and hard-working individuals who add to the grain value exactly as real as that produced by the farmer; while the speculators happen to be not parasites, but underwriters of enormous economic risks at less than actuarial rates of insurance.—Sydney Gampell, lecturing at City of London College.*

\* \* \*

## SPECIOUS CLAIMS FOR CREDIT

**W**E had hoped to be spared the pain of having President Hoover's too ardent friends claim credit for the administration for the advance in wheat prices, and we are not too disappointed that their absurd assumptions of virtue came to naught in the subsequent decline. Good sense strongly counseled against such claim ever being made, but presumptive political profits apparently overcame the sound judgment and respect for truth of several ill advised friends of the administration. While the wheat market bears were no more than slightly groggy, to say nothing of being dead, these gentlemen were out claiming credit for having scattered widespread and conclusive mortality.

That the esteemed chairman of the farm board should be out in front with request for credit for putting short sellers and other public enemies out of commission is perhaps pardonable. What with wet powder and not much experience with market bear hunting, Chairman Stone has had little enough fun on his job. But Secretary Hurley had no such excuse and merely made himself ridiculous when he said a few weeks ago: "The recent rise in the price of wheat is due in large measure to the success of the President's efforts in re-establishing confidence in some of the governments of Europe, and also to the fact that the farm board has been able through its co-operative agencies to withhold a large part of the surplus from the world's markets until consumption increases."

This was a specific claim based on assumptions running directly contrary to fact. The merest tyro

in economics knows that the stabilization surplus has been for many months, and continues to be, the chief burden on prices, and that the quickly halted advance was in spite of rather than the result of government forestalling. It was equally plain that this burden was added to by the policy of secrecy so long maintained by the farm board and its agencies. The temporary abandonment of this policy was welcomed by prices, even though revelation of a stock larger than expected has had, to date, a depressing effect.

If the administration, desirous as it must be to get out of the stabilization mess before the campaign, now would supplement its statement of stocks as of July 1, or any other date, by a policy of keeping the trade constantly informed of its transactions, conditions would steadily improve. Better still, if the farm board would sell its stocks back to the grain trade so it could proceed in orderly fashion to merchandise them, instead of going on with the board's barter policy, the whole world's grain markets would gain confidence. Nothing but return to normal processes, with a full and honest reflection of supply and demand, can improve the wheat market and, with it, the general commodity price level.

Chairman Stone, retorting to suggestions of a congressional investigation of the board's activities, says he will welcome such a procedure providing the investigation includes the private grain trade. This is sheer buncombe. The grain trade needs no investigating. Its every act, its processes, its stocks, even the individual activities of its members in their private business, is an open book. As well try to justify an investigation of a gold fish in a bowl as to demand an investigation of the grain trade. Only the board's operations are conducted in darkness.

The President, in his message to Congress, passed by the farm board activities with a light foot, giving it the most incidental credit for sustaining farm crop prices over a limited period. In this he was wise. He would be even wiser if, with the dramatic courage of a Roosevelt or the calmly decisive negative of a Coolidge, he would abandon the whole enterprise and confess it a failure. Nothing that he could do would go so far to mend his political fortunes. But above all, Mr. Hoover should demand that his associates give over their absurd claims of credit for transient upturns in the price of wheat or anything else. The farm board is a weight on price and never will or can be anything else.

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## UNFAIR CHARITY DEMANDS

**A** NEW YORK flour merchant has addressed a courteous letter to flour millers doing business in that market inviting them to subscribe to a fund being raised by a section of the New York flour trade as its proportion of a larger fund for emergency philanthropic work in that city.

It is difficult in times such as these to criticize any effort made to relieve the distress so widely prevalent. Such efforts doubtless are more sorely needed than at any previous time in the history of the country, and all who participate in them are entitled to full measure of credit. There are, however, certain proprieties to be observed even in relief of distress. Important among these is the wisdom and fairness of each community taking care of its own and not employing trade contacts or real or implied obligations growing out of customer relations to urge others to participate in fund collections far from home.

Every city, town and village has its own obligations, differing only in degree. It is its duty to care for these, and reports from every part of the country of charity campaigns "going over the top" prove how well this duty is being done. It is, on all accounts, unfair for cities to go "panhandling" about the country, and doubly unfair when these requests for contributions are based on a more or less definitely implied obligation to a business customer. It is just as possible to be greedy and unfair in behalf of charity as it is to be greedy and unfair in any other relationship.



### DECLARES MARGINAL LANDS MUST LIE UNCULTIVATED

New York, N. Y.—Speaking before the Sales Managers' Club, Horace Bowker, president of the American Agricultural Chemical Society, said that the basic difficulty with agriculture lay in the fact that there was too much land in cultivation. The solution was obvious, but by no means simple, he declared, and not to be achieved by heating the political tom-toms. "We must courageously tackle the problem of taking 40 to 50 per cent of our farm lands out of crop production," he said.

"America's lands may be classified in three groupings. First, the nonarable lands, lands too steep, too stony, too wet, or otherwise unfitted for any crop production,—what may be termed submarginal lands. Second, so-called marginal lands, that is, those which are too poor, too arid, too moist, to warrant continued crop investment. Third, land which is satisfactory for agricultural purposes.

"Probably 40 to 50 per cent of the present crop acreage falls in the first two groups. On these lands we find the marginal or submarginal farmer. Here he ekes out a bare existence and is utterly out of step with American living standards. At a time like this, he tightens his belt another notch or two and tries to hang on a while longer."

Mr. Bowker gave the results of an analysis of wheat income during the nine years 1922-1930, declaring that during this period farmers lost \$1,250,000,000 on this crop. This loss could have been converted, he said, into a \$3,000,000,000 profit by intensive farming—an increase of \$4,250,000,000 in wheat net income.

### BREAD PRICES ADVANCED IN PRINCIPAL TEXAS TOWNS

Houston, Texas.—Bread prices in practically all Texas cities have advanced 1¢@2¢ lb during the past few weeks. The Gulf Coast section, consisting of Houston, Galveston, Beaumont, Port Arthur and other cities of the territory, advanced prices on Nov. 19 and 20. San Antonio and that vicinity followed with a corresponding increase of 2¢.

Dallas and Fort Worth bakers have likewise made an advance in price, although this advance is but 1¢, which is sufficient to remove the 5¢ loaf from the market.

Several meetings have been held in cities of Oklahoma late in November and in early December for the purpose of getting bakers to take their 12-oz loaves off the market; hence, to dispose of the nickel loaf in the Sooner state. Oklahoma has no bread weight regulation, but Texas has a law standardizing the weight at 1 lb.

### HARVEST QUEEN MILL IS PLACED IN RECEIVERSHIP

KANSAS CITY, Mo.—The Harvest Queen Mill & Elevator Co., Plainview, Texas, was placed in receivership recently by a petition for the appointment of a receiver filed by several bank companies. The district court appointed O. M. Unger and Carl Miller receivers and business will be carried on as usual. The assets and liabilities of the company were not made public.

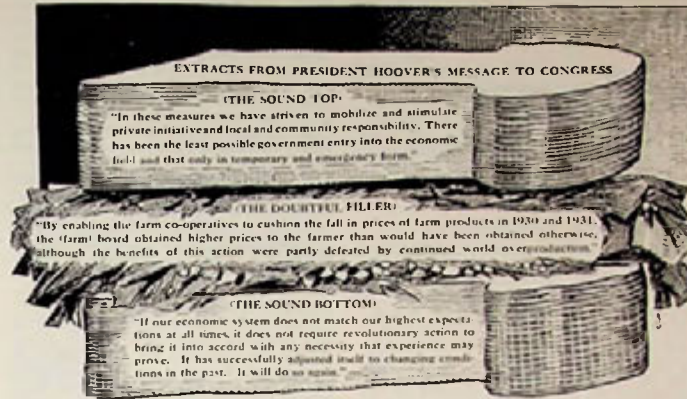
The mill has a daily capacity of 500 bbls and is powered by electricity. Total storage facilities amount to 2,000,000 bus.

Albert G. Hinn is president of the company.

### MILLFEED PRICES DISPLAY NO STRENGTH AT BUFFALO

Buffalo, N. Y.—Low prices quoted for western millfeeds and the continuance of the "milk war" served to hold down prices in this city and vicinity during the past week. Farmers are exercising great economy in purchases of feeds and the weather has helped them a great deal in this respect. Stocks in the hands of the dealers are very low, and a revival of buying by the farmer

### The Sandwich



would bring about a big volume of rush orders.

Opposing interests in the milk war continue to lay a barrage of advertising in the daily newspapers, but as yet there is no change for the better. The farmer continues to receive 62½¢ per 100 lbs for milk and the consumer is paying only 5¢7c a quart.

There are some developments, however, that indicate action will be taken sooner or later to bring order out of chaos. James Smith, a live stock dealer, has received from Governor Roosevelt a hopeful answer to his suggestion regarding the formation of a milk commission to regulate the industry. The state department of health has announced an early conference at which the subject will be considered. There will be a public discussion at this meeting of the proposed regulations surrounding the producing and handling of cream used in the manufacture of butter, cheese, ice cream and evaporated, condensed and powdered milk.

### HEARINGS ARE SCHEDULED ON SOFT WHEAT GRADES

Protests of grain producers and other interests have induced the bureau of grain standards, United States Department of Agriculture, to announce a series of public hearings, which may result in a revision of grades on soft winter, white winter and durum wheat. Unfairness in

establishing quality is alleged in each instance. The controversy arose in 1928, when wheat having straw or ground odor from excessive rains at harvest time was considered damaged. Some dealers are opposed to the revisions, contending that present classifications are adequate. Elevator men say the increase in the subclasses would require a larger number of storage bins to carry and handle the crops and also would complicate and delay inspection.

David Stott Flour Mills has been admitted to membership in the Detroit Association of Manufacturers' Representatives. F. C. Churchman, sales manager, will represent the company at the weekly meetings.

### BAKERY BUYING STRESSED IN SPERRY RADIO PROGRAM

The Sperry Flour Co., San Francisco, has initiated a series of radio programs designed to give merchandising assistance to bakers in western states. The programs are broadcast over a Pacific Coast network of stations, and J. L. Sporer, manager of the Sperry Bakers' Flour Service Department, talks briefly, stressing the goodness of bakers' products and the convenience of buying from the baker rather than baking at home. Two of the programs were broadcast on Dec. 8 and Dec. 15, and others will be put on the air on Dec. 22 and Dec. 29.

### Food Stocks Drift Downward

NEWS of the business world was not encouraging during the past week, and liquidation of stock holdings continued, sending prices steadily downward, to the lowest point of the year. Food stocks dropped with the rest, and 17 issues made new lows for the year, some of them dropping substantially below previous bottom points. A small rally carried most stocks slightly above the lows before the week closed. Some of the baking stocks were particularly weak. Ward Baking A and preferred, General Baking, Continental A and preferred, Purity, United Biscuit and Loose-Wiles common all lost substantially. Kroger Grocery & Baking, Safeway Stores, Quaker Oats and Corn Products also were weak.

The highest and lowest prices for food stocks listed on the New York Stock Exchange registered in 1931 and the close on Dec. 15, 3 and 1, are here shown (quotations by courtesy of Chas. E. Lewis & Co., Minneapolis):

1931		Dividend in dollars		Close Dec. 15	Close Dec. 3	Close Dec. 1
High	Low					
48¾	35¾	.60	Allied Mills, Inc.	35¼	35	34
30	5¾	2.00	American Stores Co.	29	28	27
2¾	3¾	.....	Continental Baking A	2¾	2¾	2¾
77½	40	8.00	do B	40	39	38
86¾	36¼	3.50	do pfd	11½	11	10
26	10¾	2.00	Corn Products	39¼	38	37
58	29½	3.00	General Baking	11¾	11	10
50	29½	3.00	General Foods	29½	29	28
103	85½	6.00	Global Mills, Inc.	98	97	96
20¾	9½	2.00	do pfd	95½	94	93
42½	18½	2.50	Globe Grain & Milling Co.	19	18	17
35½	12½	1.00	Gold Dust Corporation	18½	17½	17
16	8½	2.00	Kroger Grocery & Baking	13¼	12¾	12¼
54	3	.....	Langendorf U. Bak. Inc.	9¾	9	8
124½	118	7.00	do B	118	117	116
247	7	2.50	Loose-Wiles	33	32	31
11	7	2.00	do pfd	11	10	9
37	20	12.00	National Biscuit Co.	33	32	31
71¼	39¾	2.00	National Tea Co.	71	70	69
52¼	32	2.00	Park & Tilford	32	31	30
170	93	4.00	Pillsbury Flour Mills	26½	26	25
69¼	38½	5.00	Prosser & Gamble	40½	39	38
38¾	10½	1.50	Purity Baking	32½	31	30
43¾	18	1.00	Quaker Oats	53	52	51
27	4	.....	Safeway Stores	41½	40	39
57½	21	7.00	Standard Brands, Inc.	11¾	11	10
			United Biscuit of America	19½	18	17
			Ward Baking A	9½	9	8
			do B	39	38	37
			do pfd	39	38	37

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

### ARGENTINA PLANS CHAIN OF GOVERNMENT ELEVATORS

WASHINGTON, D. C.—Argentina is soon to have a chain of government financed grain elevators operating as a subsidiary to the terminal at Rosario, according to rumors in the trade which have been transmitted to the Department of Commerce by the United States consul at Rosario.

The plan contemplates construction by the Corporacion Americana de Fomento Rural and the Asociacion de Co-operativas Argentinas through debentures guaranteed by the national government. Operations in the immediate future are projected.

Ownership and management will be in the farmers, operating on a co-operative basis in the same manner as the terminal is now conducted, it is understood.

### KANSAS CITY FIRM INTERESTED

Indications are that many elevators will be built, both at ports and in the interior of Argentina within the next few years. A. R. Hettelsater, of the Jones-Hettelsater Construction Co., Kansas City, recently left for Buenos Aires, where his company will establish a branch office with a view to securing some of the prospective construction business in the Argentine. The company has specialized in the efficient and economical use of movable forms.

### MORE THAN \$1,000,000 IN SOUTH DAKOTA FEED LOANS

More than \$1,000,000 in federal live stock feed loans have been granted to South Dakota farmers to aid in caring for their live stock this winter, relief officials in Grand Forks, N. D., announced.

At the expiration Dec. 1 of the period for obtaining loans, Walter E. Elfin, administrative officer in charge of the farmers' feed loan office for the territory, said loans in the 44 eligible counties in the state had totaled \$391 or an aggregate of \$1,023,910.

The report showed a sharp increase in the number of loans since the relief officer's last report Nov. 21. Loans then to 1,818 farmers totaled \$443,839.

The average loan, the report showed, was \$230.91.

### PHILADELPHIA FLOUR CLUB PROCEEDS WITH PARTY PLANS

PHILADELPHIA, Pa.—The Flour Club of Philadelphia held its monthly luncheon meeting at the Down Town Club, Dec. 11. Plans for the poor children's Christmas party to be given by the Flour Club and co-operating organizations, Dec. 22, were discussed, and it was reported that the response to appeals for funds was most gratifying and compared favorably with previous years. In addition to the lively entertainment, of which Santa Claus and a large Christmas tree will be features, food, clothing, candy and toys will be distributed to the children.

### R. M. McCOMBS WILL TALK BEFORE ILLINOIS MILLERS

St. Louis, Mo.—R. M. McCombs, manager of the Cape County Milling Co., Jackson, Mo., will speak on "Soft Wheat Milling, Past, Present and Future," at the forty-sixth semiannual meeting of the Southern Illinois Millers' Association to be held at the Missouri Athletic Association here on Jan. 12, 1932. In addition, H. T. Corson, of the National Food Bureau, Chicago, will speak. Other items on the program will be announced later. The meeting will start at 10:30 a.m. and luncheon will be served at 1 p.m.

### MONEY REPRESENTATIVE ANNOUNCED

OMAHA, Neb.—The Money Milling Co., Omaha, announces the appointment of the Frank R. Prima Corporation, New York, as its representative for the metropolitan district of New York.

## PROTEIN IS OVEREMPHASIZED, SOUTHWESTERN MILLERS CONCLUDE

Well-known Baker Tells Annual Meeting of Southwestern Millers' League That High Protein Content of Flour Should Not Be First Selling Point—Millfeed Futures Trading at Kansas City Discussed

KANSAS CITY, Mo.—The Southwestern Millers' League met in semiannual session Dec. 11 at the Hotel Baltimore, Kansas City, with 95 millers, feed men and members of allied industries present. The meeting was one of discussion of many problems confronting the milling industry.

After summarizing the process of introducing southwestern flour to eastern bakers, Thad L. Hoffman, chairman of the league, introduced the speaker of the day, C. J. Patterson, of the C. J. Patterson Corporation and Campbell-Tangart Associated Bakeries, Inc., Kansas City, whose subject was "Flour for Bread Production." Mr. Patterson expressed the baker's view on the subject.

"Fermentation time is the backbone of the baker's problem," Mr. Patterson said. He disparaged the common practice of bakers today of specifying an extremely high protein flour when their needs could be satisfied as efficiently with a flour of much lower protein content, supporting this flour with analytical information which every baker should possess.

"The purpose of a baker specifying the protein of a flour is that he intends to support it with analytical information gained by experimentation with flour of that nature. The baker's problem does not increase with a small variation in protein due to the information that he has on hand.

### BAKING TEST IS FINAL

"There is no definition for a quality flour before a loaf has been baked from it," he continued. "This is the only true test." He discussed the use of machines used in testing the quality of flour but indicated the only satisfactory test is the baking test.

Speaking of protein in regard to the loaf, Mr. Patterson said, "Fermentation cannot be predetermined and the use of viscosity machines gives results that cannot be correlated with final results."

In conclusion, Mr. Patterson said it was possible to bake just as good a loaf of bread from a lower protein flour than is now commonly used by supporting the flour with scientific baking information and urged millers to stress this in their selling.

Jesse B. Smith, general manager of the Shellabarger Mill & Elevator Co., Salina, Kansas, presented the miller's point of view on the same subject.

"The time is approaching," he said, "to deviate from old selling methods. Some mills are selling higher protein flour than bakers need. Millers are forgetting other important factors and are putting entirely too much emphasis on protein content.

"Millers' views on flour for bread production are based largely on the bakery buyer's reaction to the flour. I hope to see the time come," he continued, "when a good, honest, 95 per cent flour made of good sound wheat of about 12 per cent protein will be recognized as all that could be wished for in a flour for bakery consumption."

### MILLFEED FUTURES DISCUSSED

Harry C. Gamage, of the Moore-Seaver Grain Co., Kansas City, spoke on the proposed millfeed futures market at Kansas City and presented several tentative rules for discussion among the millers and feed men present. Most of them were of the accord that a millfeed futures market at Kansas City would be particularly useful to the milling industry in surrounding states, although a few withheld complete approval until some idea is gained of the volume of business transacted.

There was some discussion as to what the contract grades would be, but it finally was generally agreed that contract bran would be standard bran. Gray shorts will be the contract grade of that type of feed.

The size of sacks was considered, but

no definite recommendation made. All deliveries will be on track. The Kansas City Board of Trade hopes to have the millfeed futures market in operation shortly after Jan. 1.

### PROTEIN DETERMINATIONS

Fred F. Burns, general manager of the Consolidated Flour Mills Co., Wichita, opened the afternoon session with a discussion of "An Equitable Basis for Determining Protein Content of Wheat." He described the present method of taking samples which often lose a large proportion of their moisture content before the test is made, thereby giving a false reflection of the protein content of the wheat. Mr. Burns said that the loss of 2 per cent of the moisture content is equal to an increase of 27-100 in the protein content of the wheat.

Mr. Burns advocated a fixed moisture basis for protein tests, and after a very thorough discussion of the problem a resolution was passed tending to correct the old process of determining protein content. In effect, it directed the officers of the league to approach the various testing authorities with the idea of persuading them to use a common moisture basis in determining protein content, preferably one most convenient from a milling standpoint, such as 15 per cent, vacuum oven method, which is the average moisture content of wheat at the time of grinding and the common basis used in flour protein determinations. The resolution also urged that moisture tests made from small samples taken from a car of wheat not be made public since they are misleading.

### BULLISH ON WHEAT

A discussion of the trend of premiums brought out that most of the millers present were bullish. J. Junl, president of the Southwestern Milling Co., Inc., Kansas City, said the trend of premiums depends largely upon the condition of mill stocks.

Jesse B. Smith said that, due to the low protein of the crop, he is bullish on wheat premiums.

George E. Hincke, president of the Ismert-Hincke Milling Co., Kansas City, brought up several matters of importance to the industry that may be considered by Congress during the present session. He said that some legislation tending to restrict short selling will probably be considered.

Mr. Hincke recommended that each miller get in touch with his congressman to let him know of his interest in legislative matters, not with any idea of trying to influence him.

A proposed bill giving the President power to negotiate reciprocal trade treaties with foreign countries was regarded with favor since it might open the way for increased exports of southwestern flour.

E. H. Hogueland, president of the league, reviewed the Strong bill, which, if passed, will provide a uniform means of adjusting collections in case of bank failures. The league again went on record in favor of this bill.

The league also went on record as favoring a bill requiring the discoloration of poisons resembling commonly used food products.

The trend of millfeed prices came up for consideration and most of those present were bearish. J. B. M. Wilcox, sales manager for the Ismert-Hincke Milling Co., Kansas City, said, "I'm not very bullish. Argentine bran is being offered at Atlantic ports at cheaper prices than southwestern mills could offer."

### DEFEATING CONTRACT JUMPERS

Glen C. Wisdom, head of the contract enforcement bureau of the league, spoke on common contract repudiators. He said the most common type is that which complains of the quality of the flour as a basis for his repudiation.

Mr. Wisdom advocated including a provision in the contract regarding the quality of the flour and suggested that after the first shipment is made an inquiry as to whether the customer is satisfied with the quality may avoid later litigation.

Numerous cases of repudiation of contracts were outlined by Mr. Wisdom to illustrate his points.

Mr. Hogueland concluded the meeting with a discussion of transportation problems.

A special committee appointed to meet with representatives of the Kansas City Board of Trade relative to the proposed rules for the millfeed futures market, is composed of L. S. Myers, of the Rodney Milling Co., Kansas City; Jesse B. Smith, Shellabarger Mill & Elevator Co., Salina, and J. B. M. Wilcox, Ismert-Hincke Milling Co., Kansas City.

Herman Steen, secretary of the Millers' National Federation, called attention to the fact that the Department of Agriculture is now punishing violators of the law regarding whole wheat flour. He urged members who make whole wheat flour to obtain the booklet on definitions of whole wheat flour to avoid any trouble with the inspectors.

He said the grain standards bureau is investigating proposed changes in grain grades, which, however, probably will not affect southwestern grades.

Mr. Steen said a comparison of the financial statements of 37 mills had been made by the federation and that a complete analysis of the material at hand would probably be complete by Jan. 1, when it will be available to millers.

## ROUMANIA WILL MAINTAIN EXPORT BOUNTY FOR WHEAT

BUCHAREST, ROUMANIA.—In connection with press rumors regarding an intended removal of the Roumanian wheat export bounty, the Roumanian minister of agriculture has officially announced that no such intentions are entertained at present. The export bounty, according to the Roumanian government, has had such a favorable influence on the domestic grain market that there is no reason to abolish it. According to a report from Bucharest, this year's Roumanian wheat acreage is 12 to 15 per cent smaller than a year ago. The opinion is that many farmers will replace wheat with barley, as barley prices are high in Roumania at present.

## NEW YORK BAKERS' GROUP DISCUSSES DELIVERY COST

NEW YORK, N. Y.—The cost of delivery was the subject of a one-day conference of the New York Bakers' Association at the Waldorf-Astoria Hotel, Dec. 9, and every phase of trucking expenditures was effectively dealt with by speakers specially selected for their knowledge of the subjects assigned to them. Among the speakers were H. E. Hildebrand, of the Continental Baking Corporation; L. J. Smith, of the Ford Motor Co.; C. R. Rinehart, of the Overman Cushion Tire Co.; P. Schon, of General Motors; A. L. Brower, of the Continental Baking Corporation; I. Starbuck, of the Ward Motor Vehicle Co.; H. D. Carson, of the Chrysler Sales Corporation.

## FLOUR FUTURES MARKET SUGGESTED

ST. LOUIS, Mo. IN commenting upon the success with which certain flour millers have recently used the millfeed futures market to protect themselves against loss on unsold feed, a southern Illinois miller makes the suggestion that perhaps flour could be bought and sold in a futures market. At first glance this idea seemed thoroughly impractical, but others attending the meeting at which this proposal was made finally admitted that there was food for thought in it.

## FOOD LINES INDICATE REVIVED PROSPERITY

Speakers at Detroit Dinner Point Out Definite Evidence That Depression Is Abating

DETROIT, Mich.—Three hundred members of the various branches of the food industries, including executives of mills and cereal manufacturers, gathered at Hotel Stuller in Detroit, Dec. 9, for the Prosperity Trade Dinner of the Detroit Association of Manufacturers' Representatives, and listened to 18 outstanding speakers relate the definite evidences of returning prosperity to be found in food lines.

Clarence Francis, president of the General Foods Sales Co., New York, distributor of Swansdown cake flour, Post cereals, etc., acted as toastmaster and was himself introduced by C. S. Carroll, district manager here for the same company and president of the host association. Paul S. Willis, president of the Comet Rice Co., New York, and president of the Associated Grocery Manufacturers, was the principal speaker.

Fred Y. Henkel and A. B. Marcy, president and sales manager, respectively, of the Commercial Milling Co.; Webb Fauret, president of the Foulds Milling Co.; Dwight H. Mahan and Frank Mahan, general sales manager and district manager, respectively, for the W. K. Kellogg Co., Battle Creek; Matthew Hannon, president of the Michigan Wholesale Grocers' Association, and L. H. Brown, district manager for the C. R. Mueller Co., were numbered among those present.

Herbert Powell, state commissioner of agriculture, traced the improvement in milling and food conditions to the improvement in the lot of the farmer who is supplying the grain for the milling operations. Several speakers lauded the mills and cereal manufacturers for keeping up their advertising during the present economic conditions.

## WHEELER BILL PROVIDES BOARD WHEAT FOR NEEDY

Senator Burton K. Wheeler, of Montana, has introduced into the Senate a resolution to the effect that 50,000,000 bush of farm board wheat be ground into flour and given to the Red Cross for feeding the destitute.

Representative Hope, of Kansas, has revived the southwestern wheat belt's fight to have the board's wheat held off the market. He has introduced a bill prohibiting sale of farm board wheat at any price less than \$1.25 bu, except to foreign governments, until Dec. 1, 1933. This is substantially the proposal the farm board rejected last July.

## CEREAL CHEMISTS ELECT OFFICERS AT GATHERING

MINNEAPOLIS, MINN.—At the annual meeting of the northwest section of the American Association of Cereal Chemists, in Minneapolis, Dec. 11, Leslie R. Olsen, of the International Milling Co., was re-elected chairman; G. Moen, General Mills, Inc., vice chairman; J. W. Whitacre, Commander-Larabee Corporation, secretary; Earl C. Paulsel, International Milling Co., treasurer. According to the chairman's report, 20 business meetings were held in the last year, with an average attendance of 25. A plea was made for closer co-operation during the coming year.

### SPERRY ASKS TAX REBATE

WASHINGTON, D. C.—Based on claims that the internal revenue department in fixing the income and profits taxes of the Sperry Flour Co., San Francisco, understated depreciation deductions, overstated profits and rejected actual losses, and failed to allow for deductible donations, the company has asked the United States board of tax appeals to abate a tax deficiency claim of \$33,052.74.



**C. A. GODFREY HEADS  
CORN MILLERS' GROUP**

Annual Meeting at St. Louis Brings Discussion of Unusual Situation in Corn and Corn Products

St. Louis, Mo.—A very representative group of corn millers was present at the annual meeting of the American Corn Millers' Federation held in St. Louis, Dec. 5. C. A. Godfrey, vice president Beaver Valley Milling Co., Des Moines, Iowa, was elected president of the federation to succeed E. A. Tallhelm, of the Crete (Neb.) Mills. Yale E. Henry, of the Chas. A. Krause Milling Co., Milwaukee, and J. D. Fagan, of the Allen & Wheeler Co., Troy, Ohio, were appointed vice presidents of the organization.

There were millers from about 10 states present and they represented 14 companies interested in the manufacture of corn products. Resolutions were passed reaffirming the federation's package differentials, calling for a limitation of sales to a period of 60 days and putting all sales on an arrival draft basis.

Among those who spoke before the meeting were Carroll Thibault, of the Thibault Milling Co., Little Rock, Ark., E. R. Godfrey, of the Beaver Valley Milling Co., Des Moines, J. W. Craver, a former president of the federation, Robert R. Clark, of the Aunt Jennina Mills Co., St. Joseph, Mo., and E. S. Miller, of the Miller Cereal Mills, Omaha. The meeting consisted mostly of informal discussions led by the above mentioned men and many interesting facts were brought out. It was the consensus of opinion that the trade in corn products was being very much localized this year owing to the abnormal situation which exists with regard to corn. Prices of the raw material have varied so in the different corn raising sections of the country that the trade in its products has been narrowed down considerably with mills only able to do a local business. It was mentioned that Iowa is shipping corn to states like Wisconsin and the Dakotas for the first time on record and there seems to be no general idea throughout the country as to what corn is worth.

Herman Steen, secretary of the Millers' National Federation, was a speaker at the meeting.

Luncheon, accompanied by some excellent entertainment, followed the meeting after which a number of those present joined a theater party.

**FLOUR CLUB OF NEW YORK  
PLANS FOR ANNUAL DINNER**

New York, N. Y.—Preliminary plans were made for the annual dinner of the New York Flour Club, Inc., at the monthly meeting of the organization of the Produce Exchange Lunch Club, Dec. 8. The exact date has not been set for the dinner, but it will be held late in January or early in February. This is usually the best attended meeting of the year, and the club anticipates another large attendance at the forthcoming dinner. The annual meeting of the club, at which time officers will be elected for the ensuing year, will be held Jan. 12.

The nominees for officers in the New York Flour Club are Harry E. Lautensack, president; S. R. Strisik, vice president; Clarence H. Smith, treasurer; Wayne G. Martin, Jr., secretary.

**SOUTH DAKOTA ELEVATORS  
MAKE SEED GRAIN SURVEY**

Elevators all over South Dakota are co-operating with the state seed committee in a survey of available wheat, oats and barley seed for planting the 1932 crop, according to R. E. Johnston, secretary of the committee, and agronomist of the extension service at the state college.

Questionnaires were recently mailed out to 588 elevators in the state, asking for information as to the amount of small grain seed they have available or can get from local sources. As soon as a sufficient number of these question-

naires have been returned, a seed list will be compiled giving the names and addresses of the elevators having grain which they feel would be suitable for planting in the drouth areas of the state. This list will be made available to all farmers in areas where there is a seed shortage.

The elevators in South Dakota hold the key position in the seed supply program for 1932, Mr. Johnston said. Many sections will have to ship in small grains such as wheat, oats and barley, in car lots. In some sections elevators will assemble and ship cars of grain.

**BERT INGELS AGAIN HEADS  
NEW YORK CHEMISTS' GROUP**

New York, N. Y.—In view of the splendid work he has done as chairman of the New York section of the American Association of Cereal Chemists during the first year of its existence, Bert D. Ingels, manager of the flour department of the Wallace & Tiernan Co., Inc., was re-elected chairman at the annual meeting of the organization at the Bakers' Club, Dec. 8. It was largely through Mr. Ingels efforts that the club was founded, and his direction of its affairs during the past year has been such that it has grown in membership, and the attendance at meetings steadily increased.

Dr. Charles E. Frye, director of the Fleischmann Research Laboratory, was re-elected vice chairman, and J. C. Lanckenau, chemist with the Loose-Wiles Biscuit Co., was elected secretary-treasurer, succeeding E. L. Von Eschen, of the Bakeries Service Corporation, who resigned because of personal business.

The history, composition and occurrence in wheat of lecthin was discussed by Charles A. Glabau, of Bakers Weekly, who was the principal speaker. His address was followed by a general discussion of this subject.

**TAPIOCA TARIFF URGED AS  
CORN PRICE PROTECTION**

Pointing out that Congress has recognized the need for protecting the domestic market for American corn by a tariff, Dr. H. E. Barnard, director of the Corn Industries Research Foundation, Indianapolis, declares that an oversight in not imposing a duty on tapioca is costing American farmers millions of dollars every year.

In a booklet published by the foundation, Dr. Barnard says that the manufacture of starch has created the most important single market for American corn, which in a normal year absorbs about 80,000,000 bus, one third of the marketings. As long as such starch producing products as cassava, tapioca, sago and arrowroot are allowed to enter the country, duty free, the value of a

corn tariff is largely dissipated, for tapioca starch is underselling cornstarch, Dr. Barnard states. Imports of tapioca products are already replacing 5,000,000 bus of corn annually in the manufacture of starch.

In the near future, demand for starch and its derivatives will necessitate the use of more than half the corn normally entering into commercial channels, or more than 100,000,000 bus per year, provided adequate protection insures the use of American corn, Dr. Barnard predicts.

**FATHER OF C. A. BUNNELL DEAD**

Chicago, Ill.—Charles Bunnell, of St. Cloud, Minn., father of C. A. Bunnell, Chicago manager for the Pillsbury Flour Mills Co., and president of the Chicago Flour Club, died suddenly, Dec. 11. He had been sick for only about 10 days with pneumonia. C. A. Bunnell, who was called home a few days before the death of his father, has the sympathy of his many close friends in the flour trade in Chicago. The deceased was a brother of John Bunnell, former president of the Chicago Board of Trade.

**MARKETING ACT CONDEMNED  
AT FARMER-LABOR MEETING**

At its recent convention in Omaha, the Farmer-Labor party adopted a resolution condemning the Agricultural Marketing Act and advocated the repeal of the law. The resolution cited the failure of the Grain Stabilization Corporation's activities and the increased tax burden resulting from the operation of the act.

Another recent expression of opposition to the law was contained in a letter written by 15 leading farmers, bankers and business men of Walla Walla, Wash., to Senator Jones, of Washington, copies of which were sent to Senator Dill, of Washington, and the state's five representatives in the House.

The letter declares that the law is wrong in principle and vicious in application, and that its operation has been a failure, since it has in no way corrected the situation it was to remedy. There is no evidence of farmer control in the Farmers' National Grain Corporation, the letter states and cites an instance of the "vicious operation" of the national co-operative.

**ASSOCIATION'S CHRISTMAS PARTY**

Pittsburgh, Pa.—H. B. McNeal, president of the Western Pennsylvania Bakers' Association, has announced that the annual Christmas party of the association will be held at the Fort Pitt Hotel, here, Dec. 22, at noon. There will be a special turkey luncheon served, and some prizes will be awarded. A well-known speaker will deliver a brief holiday message.

**DAMAGE SUIT FILED  
BY BANKRUPT CO-OP**

Farmers' National Grain Corporation Ruined Northwest Growers' Association Is Complaint—\$1,183,000 Claimed as Loss

MINNEAPOLIS, Minn.—The North Dakota-Montana Wheat Growers' Association has filed suit for \$1,183,000 against the Farmers' National Grain Corporation, nation-wide co-operative sponsored by the Federal Farm Board. The association was formerly a stockholder of the Farmers' National and in 1930 entered into a marketing contract with the national co-operative. The suit is an effort to recover damages alleged to have been suffered when the Farmers' National withdrew its credit without notice, April 5, 1931, and "spread false and malicious reports that the association was insolvent," resulting in the inability of the association to secure credit elsewhere and causing bankruptcy.

The complaint in the suit states that for eight years previous to June 30, 1930, the association had operated its business successfully and profitably. It operated 72 country elevators in North Dakota and Montana and one terminal in Minneapolis. It had a membership of 25,000 farmers and had valuable credit connections.

The complaint alleges that the present plight of the association is due to the fact that it refused to merge with the Farmers' National Grain Corporation and sink its identity with the corporation. For this reason, it is stated, its credit was cut off and false reports were spread "with the malicious and unlawful intent of compelling the association to surrender its business to the defendant." As a result, the association was forced by law to turn its grain elevators over to the North Dakota railroad and warehouse commission for sale and settlement with farmer owners of the grain, and it lost its elevators and business.

The complaint sets forth that the policy of the Farmers' National Grain Corporation, in its attitude toward producer owned grain marketing co-operatives, is not in conformity with the spirit and purpose of the Agricultural Marketing Act and that its merger plans have put producer owned co-operatives out of business and centralized Northwest grain marketing in a corporation closely controlled by others than producers.

**FEDERATION ISSUES NEW  
DIFFERENTIAL SCHEDULE**

The Millers' National Federation has issued a new schedule of package differentials, effective Dec. 15. The changes include the placing of 140-lb jutes and 98-lb cottons on the same basis, and an advance of 5c bbl in all paper differentials. The 9.8-lb and the 4.9-lb cotton differentials have been changed to include the cost of balers in accord with the practice of Pacific Coast mills, which are the only mills packing these sizes. The 5c per barrel charge for cleaning, handling and storing second-hand bags has been eliminated. At the request of the committee on self-rising flour differentials, these differentials have also been included in the schedule.

**HIGHER ENGLISH BEER TAX  
REDUCES BARLEY DEMAND**

LONDON, Eng.—It is understood that the British government contemplates the cancellation of the recent increase in the duty on beer. Since the tax was increased, shortly after the formation of the National Government, as one of the means for balancing the budget, there has been a marked falling off in the consumption of beer, which it is feared will result in a loss of revenue rather than an increase. It would seem that the taxing of beer has reached "saturation" point. Many think it is not fair that the beer drinker should be taxed and not the tea drinker. Recently, demand for malting barley has fallen off, and if the beer tax is reduced, it will be helpful to that commodity.



THIS master baker is busily at work making the famous "Pfefferkuchen" (Pepper Cakes), for the German Christmas Season. The delicious spiced cakes are modeled in the forms of cottages and depict the ancient folk tale of "Hansel and Gretel."



**THE NORTHWEST**  
 ROBERT T. BEATTY, NORTHWESTERN EDITOR  
 118 South 6th St., Minneapolis, Minn.  
 Correspondents at Duluth, Superior and Great Falls  
 Cable Address: "Palming"

**Spring Wheat Flour Sales Total Larger**

**F**LOUR prices in the Northwest are approximately 25c bbl lower for the week. At the lower levels, some mills reported rather better sales, while others say last week was the quietest one they have experienced on the crop. At that, however, the reported sales averaged around 65 per cent of capacity, or about double those of the preceding week.

**No Large Bookings.**—Large bookings were conspicuous by their absence. There was a lack of interest on the part of buyers in offerings for future shipment, but there was more car lot buying than usual and, when the total business was added up, the result was rather surprising. Naturally, the trade is holding off until after inventories are taken, but the number of car lot orders coming in would indicate that stocks generally are light. It is this belief that leads millers to think that renewed buying should set in shortly after Jan. 1.

**Directions Slow.**—Shipping directions against old contracts are extremely hard to get. This is reflected in current production figures. There was a very substantial reduction in northwestern output last week, the total being only 35 per cent of capacity, against 41 per cent the preceding week and 46 per cent a year ago.

The lighter running is again causing a very tight situation in clears. Offerings of spring clears are restricted to mixed cars. Regardless of prices bid, some of the largest companies say they cannot possibly sell carloads of first clear at present. They have second clear to sell, but no first or fancy grades, and do not expect to have any of the latter this month.

**Export Sales Small.**—It is possible occasionally to sell small lots of patent to Cuba or South American markets, but European business is out of the question. Quotations, Dec. 15, hard spring wheat flour, basis cotton 98's or in June 140's, Minneapolis: short patents, \$4.50@4.90; standard patent, \$4.25@4.50; second patent, \$4.05@4.30; fancy clear, \$3.80@4.05; first clear, \$3.60@3.70; second clear, \$1.90@2.05; whole wheat, \$4.10@4.55; graham, standard, \$3.85@4.10.

**Mills in Operation.**—Of the 26 Minneapolis mills, the following 14½ were in operation Dec. 15: Atkinson, Everett, Aughenbaugh & Co., King Midas, Minneapolis, Northwestern Consolidated A and F, Pillsbury A (one half), A South, Graham, Palisade and Phoenix, Washburn Crosby A (one half), C (one half), F, rye and Gold Medal feed.

**SEMOLINAS**

There is no demand whatever for semolinas. Apparently, the larger eastern companies are well supplied for the time being, with only a limited demand for their product. Outside competition and a strike among macaroni employees have crippled the New York trade and made conditions in that market very unsettled. Durum mills have curtailed production. No. 1 semolina, \$5.25@5.40 bbl, hulk, f.o.b., Minneapolis; No. 3, 40@50c bbl less. In the week ended Dec. 12, seven Minneapolis and interior mills made 31,196 bbls durum products, compared with 70,810 in the previous week.

**MINNEAPOLIS FLOUR OUTPUT**

	Weekly capacity	Flour output	Pct. of capacity
Dec. 6-12	395,100	133,183	34
Previous week	395,100	143,718	36
Year ago	407,100	192,083	47
Two years ago	403,150	166,571	41
Three years ago	460,800	208,995	46
Four years ago	460,800	283,438	62
Five years ago	529,200	214,759	40

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

	Weekly capacity	Flour output	Pct. of capacity
Dec. 6-12	429,750	162,608	38
Previous week	428,750	190,016	44
Year ago	437,250	193,315	44
Two years ago	436,050	193,354	44
Three years ago	438,150	228,650	52
Four years ago	428,700	208,310	49
Five years ago	423,840	196,401	46

**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 to Dec. 12, 1931, and 1930, in barrels (00's omitted), with comparisons:

	Output		Exports	
	1931	1930	1931	1930
Minneapolis	3,802	3,459	1	5
St. Paul	129	128	1	1
Duluth-Sup.	269	405	1	1
Outside	2,474	3,504	1	1

**Flour Trade Slow at Duluth**

**DULUTH, MINN.**—With navigation closed for the season and the final flurry of shipping instructions over, there has been a marked falling off in interest in that quarter. There was also very little buying being done locally and in other territories last week. However, while inquiry showed some reduction from former weeks, mills were able to make oc-

casional sales when buyers based their price views in accord with market conditions. Most of the interest came from small buyers, particularly single cars that called for prompt shipment. In no case would they go beyond a 30-day period. Majority of buyers await the passing of the holidays and inventory time before evincing any desire to enter into new commitments. The wheat market declined a little so mills reduced their asking price on patent 10c bbl, but maintained former quotations for clears, which are very scarce. Fancy clears are hard to get, although second clear is not so much in demand. Curtailed operations caused a sharp decrease in the output. Shipping directions were reported fair.

Demand for semolinas was slower than a week ago. The mill managed to pick up a sale now and then to trade that found themselves a little low on stocks.

Quotations, Dec. 12, Duluth-Superior, f.o.b., mills, in 98-lb cottons: first patent, \$1.60@4.75 bbl; second patent, \$4.35@4.50; first clear, \$3.95@4.20; second clear, \$2.45@2.75.

**FLOUR OUTPUT**

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

	Output	Pct. of capacity
Dec. 6-12	1,715	4.6
Previous week	2,765	7.5
Year ago	11,750	31.5
Two years ago	20,745	56

**High Premiums Limit Montana Sales**

**GREAT FALLS, MONT.**—Despite small stocks held by buyers, only a light volume of business is being done by Montana mills. Premiums for Montana spring wheat are advancing steadily, with outside mills largely responsible for bidding prices up. Premiums last week mounted to 23½c over the highest Minneapolis cash price. Quotations, f.o.b., mill, car lots, cotton 98's: short patent \$4.10@4.40 bbl, standard patent \$3.90@4.20, clears \$3.70@4.

**BREVITIES in the NEWS**

The Northwest Spring Wheat Millers' Club will hold a holiday luncheon in Minneapolis, Dec. 18.

Dwight K. Yerxa, vice president of the Pillsbury Flour Mills Co., at Buffalo, is a Minneapolis visitor.

Leslie F. Miller, secretary of the Russell-Miller Milling Co., Minneapolis, has returned from a business trip to the Pacific Coast.

R. G. Penn, St. Louis manager, and E. H. Young, Indianapolis manager, for the Pillsbury Flour Mills Co., were in Minneapolis last week.

Walter A. Lawson, manager of the Winnipeg plant of the Bemis Bro. Bag Co., was a Minneapolis visitor last week, leaving here for St. Louis.

With Christmas and New Year falling on Fridays, the Chamber of Commerce will be closed from Thursday to Monday on the holiday weeks.

M. W. Thatcher was reappointed general manager of the Farmers' Union Terminal Association, St. Paul, at its annual meeting last week.

Clarence C. Fields, general manager of the Norris Grain Co., Ltd., Winnipeg, passed through Minneapolis, Dec. 15, on his way home from eastern Canada.

R. Biswell, special sales representative in central states territory for the Pillsbury Flour Mills Co., is in Minneapolis this week, accompanied by Mrs. Biswell.

The steamer Shaughenessy arrived in Duluth Dec. 11 bringing a cargo of 150,000 bus of corn for the Farmers' National Grain Corporation, and left Dec. 12 for Buffalo with a cargo of 350,000 bus of wheat which is to be held in winter storage. A rate of 4c is reported as paid on this cargo. The corn will largely go

to the drought territory in the Northwest.

J. M. Chilton, of the Farmers' National Grain Corporation, Chicago, with other executives of the organization, were visitors at the Minneapolis Chamber of Commerce last week.

Howard Cunningham, flour buyer for the National Biscuit Co., New York, visited in Minneapolis on Dec. 15. He was returning to New York from a visit to the Pacific Coast plants of his company.

Miss Marguerite Guthrie, private secretary to James F. Bell, president of General Mills, Inc., Minneapolis, sustained rather serious scalp injuries in an automobile accident, while driving to work Dec. 15.

Charles S. Pillsbury, vice president of the Pillsbury Flour Mills Co., Minneapolis, accompanied by Mrs. Pillsbury, sailed Dec. 15 from New York for France, to spend the Christmas holidays with their daughters in Paris.

Thomas Connolly, of Havre, Mont., a director of the Northwest Grain Association, Minneapolis, has been made a director of the Farmers' National Grain Corporation, succeeding George E. Duis, of Grand Forks, N. D.

L. B. Cusick, who has been the Duluth representative of the Continental Grain Co. of New York, has gone to Winnipeg to take charge of the company's office there. J. Feuer, president of the company, visited Duluth last week.

F. Atherton Bean, of Minneapolis, a student at Harvard University business school, has been awarded a Rhodes scholarship at Oxford University. Mr. Bean is a son of F. A. Bean, vice president of the International Milling Co., and a grandson of the founder of the New Prague Flouring Mill Co., the forerunner of the present International Milling Co.

**CANADIAN BRAN IS MARKET INFLUENCE IN NORTHWEST**

**MINNEAPOLIS, MINN.**—A feature of news value in connection with the current feed market is that bran and shorts from western Canada are offered on the basis of \$14 ton, delivered, duty paid, to points on the main line of the Soo railroad, all the way from Portal, N. D., to Minneapolis. Some trading has been done on this basis. With pure bran at Minneapolis held at \$14, freight not included, naturally, Dakota buyers, favorably located, are taking advantage of the Canadian offerings.

**G. M. PALMER RE-ELECTED HEAD OF MINNESOTA MILLS**

**MINNEAPOLIS, MINN.**—At the annual meeting of the Southern Minnesota Mills, George M. Palmer, of the Hubbard Milling Co., Mankato, was re-elected president for the tenth consecutive year. W. B. Webb, of the Wabasha (Minn.) Roller Mills Co., was chosen vice president. H. L. Beecher, of the Eagle Roller Mill Co., New Ulm, who has served as treasurer of the organization since its inception, relinquished the position, so Martin F. Smith, the secretary, was made secretary-treasurer.

**JOHN HOWELL NAMED SALES MANAGER OF BUFFALO MILL**

**BUFFALO, N. Y.**—John G. Howell has been appointed sales manager of the Hecker-Jones-Jewell Milling Co., Buffalo, succeeding W. J. McKibben who recently resigned. Mr. Howell has spent practically his entire business life in this city and has been connected with the company for 18 years. In recent years, he has served as cashier and office manager.

**SOUTH DAKOTA ELEVATOR GROUP OPPOSES FARM BOARD**

**MINNEAPOLIS, MINN.**—The Farmers' Elevator Association of South Dakota, at its annual meeting in Watertown last week passed a resolution opposing the plans and methods of the Federal Farm Board and demanding disposition of the Farm Board's wheat holdings at the earliest possible opportunity. Another resolution commended the investigation of Elevator M, now under way, and urged Governor Olson to pursue the investigation fearlessly and thoroughly. The need of assistance for railroads rather than the completion of the proposed nine-foot channel, was recognized in still a third resolution.

**NORTHWEST FEED JOBBER DEAD**

**MINNEAPOLIS, MINN.**—Harry G. Fertig, for many years one of the leading feed jobbers here, succumbed to an attack of heart failure on a street car, Dec. 14. Mr. Fertig, who was 67 years of age, retired from active business some years ago, but retained his membership in the Chamber of Commerce, and was on the floor almost daily. While not in the best of health, still his death was very unexpected and a great shock to his friends. His widow and daughter survive him.

**SPRING WHEAT PREMIUMS**

**MINNEAPOLIS, MINN.**—Premiums on cash wheat here are 2c bu lower for the week. Arrivals are not burdensome, but millers are uninterested, although they will buy high protein when they can do so at their own price. The closing price on 15 per cent protein has been reduced to 4@7c bu over the December option; 14 per cent, 3@6c over; 13 per cent, 2@4c over; 12 per cent, option price to 3c over. A good elevator mix can be bought for 5c over.

The Northwest Country Elevator Association held its annual banquet at the Minneapolis Club, Dec. 15. Walter Parker, counsel for the American Cotton Shippers' Association, and former assistant secretary of commerce, was the speaker.

# 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"

### Meager Sales in Southwest

**T**HE sagging trend of the wheat market during the greater part of the week was not very conducive to anything but a very meager volume of flour sales. However, the upturn at the close of the week improved conditions considerably and bookings on one day following the upturn were as high as 68 per cent of capacity. The average sales last week for the entire Southwest amounted to approximately 45 per cent of capacity, virtually the same volume as of the previous week. Sales were rather evenly divided between bakery and jobbing trade, although in some sections of the Southwest, particularly Oklahoma, mills reported considerably heavier sales to jobbers. However, most of the trade, anxious to keep stocks as low as possible for purposes of taking inventory, are buying "fill-in" amounts to meet current requirements.

**Bakery Buying in Small Amounts**—One sale for slightly more than 10,000 bbls was made to a baker the latter part of the week, but the general run of the trade contracted only small amounts for immediate and prompt shipment.

**Fair Run of Directions**—Shipping directions were in a little better volume last week than expected. Most mills looked for a decrease as a result of lower prices, but directions were furnished without a great deal of pressure being exerted. Kansas City mills operated at 76 per cent of capacity, in comparison with 74 per cent the previous week.

**Limited Export Interest**—Southwestern mills reported limited export interest and aside from scattered car lots sold to the Latin American trade, business was almost wholly lacking. Cables from continental Europe indicated little interest in buying on that side.

**Prices Higher**—Prices were advanced 5c bbl at the close of the week and are only 5c lower than a week ago at this time. Quotations, Dec. 12, f.o.b., Kansas City, in cotton 98's or jute 140's, basis dark hard winter wheat: short patent, \$3.70@4.20 bbl; 95 per cent, \$3.30@3.70; straight, \$3.05@3.45; first clear, \$2.80@3; second clear, \$2.45@2.70; low grade, \$2.20.

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

#### FLOUR PRODUCTION

The first table below shows the flour production and rate of activity of 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.

	Weekly capacity	Flour output	Pct. activity
	bbls	bbls	tivity
Dec. 6-12	316,050	156,360	59
Previous week	316,050	206,700	65
Year ago	325,650	200,611	62
Two years ago	327,450	201,038	61
Five-year average			68
Ten-year average			73

#### KANSAS CITY

Dec. 6-12	188,700	113,238	76
Previous week	188,700	139,178	74
Year ago	188,700	113,111	76
Two years ago	188,700	148,973	79
Five-year average			74
Ten-year average			75

#### WICHITA

Dec. 6-12	62,400	31,756	51
Previous week	62,400	50,412	81
Year ago	62,400	33,670	54
Two years ago	62,400	33,344	54

#### SALINA

Dec. 6-12	45,000	37,497	83
Previous week	45,000	39,301	87
Year ago	45,000	41,109	92
Two years ago	45,000	37,677	84

ST. JOSEPH			
Dec. 6-12	47,400	11,619	25
Previous week	47,400	30,820	65
Year ago	47,400	6,739	14
Two years ago	47,400	26,661	56

ATCHISON			
Dec. 6-12	31,500	27,300	86
Previous week	31,500	28,872	92
Year ago	31,500	30,537	97
Two years ago	31,500	24,247	77

OMAHA			
Dec. 6-12	27,300	24,611	90
Previous week	27,300	22,349	82
Year ago	27,300	23,659	87
Two years ago	27,300	21,870	80

Reports of about 70 mills to THE NORTHWESTERN MILLER showed sales represented per cent of capacity as follows: Dec. 6-12, 41; previous week, 34; year ago, 30.

Of the mills reporting, 5 reported domestic business as fair, 8 quiet, 10 slow and 23 dull.

Direct export shipments by all reporting mills outside of Kansas City were 5,138 bbls last week, 5,809 in the previous week, 13,085 a year ago, and 13,327 two years ago.

#### Omaha Flour Sales Smaller

OMAHA, NEB.—Sales of flour last week showed a sharp decrease. Some of the local mills, however, continued to run full time. Shipping directions on old contracts came in fairly well. Millers look for light business until after the holidays.

Movement of wheat to the Omaha market continued in small volume. Inquiries for high protein wheat came in from outside mills. Demand for this

class of wheat is greatly in excess of the supply. Advices from western Nebraska say that buyers are keen for milling wheat from that section and are bidding actively for it. Most of Nebraska's high protein wheat was produced this year in the western counties.

#### Oklahoma Demand Dull

OKLAHOMA CITY, OKLA.—A very dull week was reported by Oklahoma millers with the bulk of business composed of "fill-ins" for low stocks. In the domestic field, jobbers were the principal buyers. Exports were very limited for another successive week. Shipping instructions are very dull. Average sales were considerably under 50 per cent of capacity while operations averaged approximately 75 per cent of capacity. Prices fluctuated during the week but closed virtually unchanged. Quotations: hard wheat short patent, \$3.70 bbl; soft wheat short patent, \$3.70; standard patent, \$3.50, basis delivered, Oklahoma rate points.

#### Volume Improved at Hutchinson

HUTCHINSON, KANSAS.—A flash of buying, mostly by the established trade, resulted in a better volume of business last week. Buying came from bakers and jobbers whose stocks are depleted and who found the market more attractive than in recent weeks, due to declining premiums on cash wheat. General inquiry was not forthcoming and interest abroad was wholly stagnant. Shipping directions showed slight improvement. Quotations, basis cotton 98's, Kansas City: short patent, \$4.20 bbl; straight, \$3.80; first clear, \$2.70.

#### Trade Quiet With Salina Mills

SALINA, KANSAS.—Flour trade is seasonably moderate. Most of the sales made last week were for early shipment, with shipping directions coming in fairly well. Export is limited to established trade.

#### Atchison Sales Limited

ATCHISON, KANSAS.—Flour sales were limited last week due to the usual pre-holiday dullness, and bookings averaged from 25 to 75 per cent of capacity. Mills are still operating at a curtailed rate, due to poor shipping directions. Flour quotations were somewhat lower than the

## NOTES on the TRADE

H. K. Pickerill, sales manager for the Western Star Mill Co., Salina, is on a 10-day trip to the central states.

F. A. Daugherty, sales manager for the Arnold Milling Co., Sterling, Kansas, spent last week visiting Oklahoma connections.

L. G. Gottschick, president, H. C. Vogel, sales manager, and E. E. Porter, all of the H. D. Lee Flour Mills Co., Salina, spent a few days in St. Louis the past week.

Mrs. L. H. Bowen, wife of the president of the Bowen Flour Mills Co., is improving after a long and extremely serious illness at her home at Independence, Kansas.

W. H. Hinkle and Don Palmquist, of the feed department of the Pillsbury Flour Mills Co., Atchison, were in Little Rock, Ark., last week calling on the company's connections.

John W. Cain, vice president and general manager of the Midland Flour Milling Co., Kansas City, is away on a several weeks' visit to the trade in the central states and New England.

G. I. Light, of the Light Grain & Milling Co., Liberal, Kansas, was elected vice president and a director of the southwest Kansas area of Boy Scouts at a meeting held in Dodge City.

N. F. Noland, vice president of the Davis-Noland-Merrill Grain Co., Kansas City, visited the Salina branch office of the company last week, accompanied by C. C. Kelly, vice president of the Wil-

liam Kelly Milling Co., Hutchinson, Kansas.

#### Sales Decline at Wichita

WICHITA, KANSAS.—Flour market continued dull here last week. Prices were slightly lower in keeping with a weaker wheat market. Sales of flour were slow with shipping directions only fair. Mill operations have slowed down. The usual pre-holiday dull period is in evidence and the situation has been made worse by a sagging wheat market. Quotation, basis cotton 48's: hard wheat short patent, \$3.80@4 bbl, Kansas City territory.

#### KANSAS CITY GRAIN CLUB ELECTS

KANSAS CITY, Mo.—The annual dinner and meeting of the Kansas City Grain Club was held Tuesday evening, Dec. 8, on the roof garden of the Kansas City Club. Officers were elected for the ensuing year. Frank A. Theis, of the Simonds-Shields-Lonsdale Grain Co., and president of the Kansas City Board of Trade, was elected president, succeeding R. A. Jeanneret. E. F. Finmons was elected vice president and T. A. O'Sullivan secretary. The entire directorate was re-elected, including Dewey E. Walter, C. K. Davis, W. J. McNeil, W. B. Lincoln and Merle Howard. This was the first meeting of the grain club in two years.

#### CONTINENTAL MANAGERS SHIFTED

WICHITA, KANSAS.—T. A. Carroll, formerly sales manager for the Continental Baking Co., Tulsa, Okla., was recently appointed to the position of manager of the Wichita organization of the Continental Baking Co., formerly the Campbell Baking Co., where he will be manager of the company's branch.

Accompanying Mr. Carroll here at the time the transfer was made was W. B. McCormick, Kansas City, Mo., assistant regional manager for 20 plants in the Kansas City area.

#### PLANS DEVELOP FOR NEW BUILDING

HUTCHINSON, KANSAS.—While the Hutchinson Board of Trade membership failed to vote on the matter of joining in building a 12-story hotel and board of trade building last week, success for the project was claimed assured by members of the committee, Frank Sanguers, C. D. Jennings and Bruce F. Young. Most of the original opponents of the plan, those holding out for a separate board of trade building, have indicated support of the proposal to assess each membership \$1,500, for which common stock will be issued. It was thought a formal vote would be taken this week.

#### RAINS AID SOUTH TEXAS CROPS

OKLAHOMA CITY, OKLA.—The first heavy rains since mid-summer have fallen in southern Texas and were particularly welcome to wheat and oats farmers. Temperatures continue well above freezing in that section around San Antonio.

Planting of wheat in northern Texas has been considerably delayed on account of continued rains which probably will curtail wheat acreage on account of the lateness of the season for planting. Some sections where planting was done early, have fields affording pasturage.

#### HOUSTON HAS CUBAN SERVICE

OKLAHOMA CITY, OKLA.—A direct service to the Latin Americas was inaugurated with the recent departure of a steamer from the Munson line sailing from Houston to Havana.

The new service is to provide an outlet for large tonnage developed at Houston in recent months, and will be on a bi-weekly basis with rates applicable from New Orleans in effect.

#### LARGER PROFIT ON INSPECTIONS

WICHITA, KANSAS.—George B. Ross, chief inspector of the Kansas state grain inspection department, says the department has shown a profit this year of \$115,000, as compared to a profit of \$53,000 a year ago.

## CENTRAL AND SOUTHERN STATES

WILLIAM H. WIGGIN, MANAGER

545-545 Board of Trade Building, Toledo, Ohio

Correspondents at Atlanta, Evansville, Indianapolis, Nashville  
and Norfolk

Cable Address: "Palming"

### Business Flattened Out

**B**USINESS has flattened out and milling is temporarily a participant in it. The drift toward reduced sales and production is becoming an accomplished fact. The usual holiday dullness is no doubt a contributing cause, but back of that is the general business depression as a primary factor and not merely an accessory before the act, and of equal, if not prior, responsibility.

It happens in spite of low prices. Of course, there is always jockeying to buy at still lower prices, no matter how low they may be, but if many buyers were put to it they would acknowledge that they were low enough. The point is that in a general demoralization such as has been taking place true values also lose their footing and go down with everything else. So it is recognized that this holds good with wheat and flour prices, and the strength of the cash wheat situation is ignored.

This puts the trade out of the mood and inclination to buy, even where there is the ability, and that is the present status. Buyers are marking time, and are making only such purchases, and furnishing only such shipping directions, as their immediate and irreducible needs demand. The price and temporary fluctuations of the market are overlooked.

The depression seems at its lowest level. The effect of closed banks, reduced earnings, deflated securities and commodities, unemployment, want of purchasing power, is being cumulatively registered. It is not merely a state of mind, a psychological condition that is at fault, or if it be, it is not a myth, is not of mythical origin, but rests on a solid foundation. It cannot be conjured away by mythical and fantastic means. It has been augmented, if anything, by unsound and artificial expedients to banish it. There have been tremendous losses and the money they represent has gone.

Congress is in session and there is no telling what wild and impractical fancies it will give vent to or what further injection of the government into meddling with business may result. It is no secret that both the Congress and the administration have forfeited the respect and confidence of large segments of the best and most experienced business opinion and judgment. There is no assurance that the orgy of governmental expenditures and socialism is at an end. Every tendency, including the President's message, seems to forecast continued entrance of the government into the business of the country.

Fortunately for milling, people must eat if they are to continue to live. Business deferred must come later. So there is a feeling that there will be a revival of buying after the first of the year. Flour prices have remained reasonably steady because of the weakness in feed and the strong cash wheat situation and the latter shows no signs of abatement. It should find reflection in conversion margins. The bid at Toledo for No. 2 red, 28 $\frac{1}{2}$ c rate points to New York, is now Chicago May price to be under.

**Toledo Flour Prices.**—Soft winter wheat standard patent flour was quoted, Dec. 11, at \$3.25@3.35, local springs \$4.10 and local hard winters \$3.75, in 98's, f.o.b., Toledo or mill.

#### CENTRAL STATES MILLS

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

	Weekly capacity bbls	Flour output bbls	Pct. of ac- tivity
Dec. 6-12	122,850	64,085	54
Previous week	126,650	71,065	59
Year ago	135,000	80,463	60
Two years ago	130,700	85,211	64
Three years ago	128,850	76,852	60

#### Flour Buyers Show Caution

**INDIANAPOLIS, IND.**—Demand for flour was just fair last week. Every type of buyer was extremely cautious and purchases were being held to actual requirements for a short period ahead. Round lot negotiations were at a standstill and will be until consumers have their confidence in the market restored. Unless there is a decided change in sentiment, improvement is hardly anticipated before Jan. 1.

Flour stocks are low and few buyers are covered beyond Jan. 1. This, however, lends a cheerful note to the situation. While some mill agents did a moderate volume of business last week, general trade was slack. Business was about equally divided between springs and soft winters. The fact that holiday baked goods sales are at present below last year at this period, and under the total that bakers believed would be reached this season, has caused more conservative buying interest among this trade. There was little change in the demand from wholesale grocers and distributors.

The market closed steady to unchanged on all flours. Quotations, Dec. 12, f.o.b., Indianapolis, basis car lots, 98-lb cottons: soft winter short patent \$4.20@4.60, 95 per cent \$4@4.40, straight \$3.60@4, first clear \$3.45@3.70; hard winter short patent \$4.20@4.60, 95 per cent \$3.90@4.20, standard patent \$3.60@4, first clear \$3.10@3.30; spring wheat short patent \$4.10@4.50, standard patent \$3.90@4.30, first clear \$3.10@3.30.

#### No Snap in Demand at Nashville

**NASHVILLE, TENN.**—Demand for flour from the South has lost practically all of the snap that followed the advance of wheat last month. Buyers have again settled down to the hand-to-mouth policy, and have been purchasing in small quantities. Current sales at soft wheat mills this month have amounted to around 50 per cent of capacity, and there have continued some fair shipments on contracts booked during the activity of November.

Running time at mills showed increase

last week, though continuing somewhat below the basis of the corresponding time last year. Purchases have been chiefly in lots of a few hundred barrels and less for prompt and immediate shipment. All grades of flour have felt the slump in sales, with the high priced established brands still feeling the effect of economic conditions in greatly curtailed sales.

Christmas holiday affairs are beginning to absorb attention, and indications are that hand-to-mouth flour trade will continue until after the turn of the new year.

Shipments of wheat received at Nashville were more active last week. The market was easy, with No. 2 red, with billing, 67@68c. Soft winter wheat was being shipped from Chicago for storage.

Flour prices have continued in narrow range, though the tone has been easy to shade lower. Quotations, Dec. 12: best soft winter wheat short patent, 98-lb cottons, f.o.b., Ohio River stations, \$4.60@5.20; first clears, \$3@3.50.

Business has been slow with rehandlers of Minnesota and western flours, only scattering sales being the order. Stocks continue ample. Blending trade is quiet, with fair demand for self-rising flours. Quotations, Dec. 12: spring wheat first patent, 98-lb cottons, delivered at Nashville, \$5@5.50; standard, \$4.60@5; hard winter wheat short patent, \$4.25@4.75; straights, \$3.90@4.25.

#### FLOUR OUTPUT

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

	Weekly capacity bbls	Flour output bbls	Pct. of ac- tivity
Dec. 6-12	120,120	79,493	62
Previous week	113,820	64,514	57
Year ago	109,620	72,635	66
Two years ago	112,620	76,355	67
Three years ago	121,020	84,252	68

#### No Pick Up in Trade at Atlanta

**ATLANTA, GA.**—There has been no pick up in the flour business in this district during the past week. The sudden decline in prices has not increased demand. Nevertheless, hope is held that the new year will bring more activity. Prices have dropped. Quotations, Dec. 11: Kansas bakers flour, 95 per cent runs, bulk basis, \$3.80; short patents 20c higher; Oklahoma low proteins, 95 per cent runs, bulk basis, \$3.20@3.30; soft wheat, 95 per cent runs, bulk basis, \$3.40@3.50.

#### Demand Slack, Prices Down

**NORFOLK, VA.**—Flour is in little demand and prices are down, following wheat a part of the way. Inquiry is slack. Quotations, Dec. 11: top springs \$4@4.25, second patents \$3.75@4; Kansas top patents \$3.60@3.70, second patents \$3.40@3.50; top winters \$3.60@3.75, second patents \$3.25@3.50; Virginia and Maryland straights, \$3@3.25.

## NEWS CRIST in BRIEF

E. F. Parree, Washburn Crosby Co., Atlanta office, has returned from a business trip to Jacksonville, Fla.

W. E. Steakley, vice president Blair Milling Co. office, Atlanta, Ga., spent the week end of Dec. 11 in Chattanooga, Tenn.

Clayton H. Perry, traveling representative of Blair Milling Co., Atchison, Kansas, is making a trip through North Carolina.

C. J. Affleck, assistant manager Washburn Crosby office, Atlanta, will spend the Christmas holidays at his home in Winchester, Va.

Lou Collins, Collins Baking Co., Atlanta, is spending the week in Jackson, Miss., on business. He will return to Atlanta Dec. 19.

J. M. Dempster, southeastern representative of Inland Milling Co., Des Moines, Iowa, called on the trade in Atlanta the week of Dec. 7.

Joseph Sheppard, Indiana representative for the Commander-Larabee Corporation, Minneapolis, Minn., was active

among Indianapolis bakers during the past week.

Friends of W. H. "Dock" Lafever, representative of Washburn Crosby Co., Atlanta office, will be sorry to learn of the continued illness of Mrs. Lafever.

Fire recently destroyed the plant of Lewisburg (Tenn.) Milling Co., Inc., causing loss estimated at \$15,000 to \$20,000, mostly covered by insurance. The loss included 200 bbls flour. The warehouse with several thousand bushels of wheat was saved.

Ray Sellers, former manager of the Atlanta plant of the American Bakeries Co., has been transferred to Chattanooga, Tenn. He will assume management of the plant there. Mr. Sellers was succeeded in Atlanta by W. E. Tompkins, formerly of the Charlotte, N. C., plant.

Stocks at Nashville, and comparison with the week before, shown in parentheses, as reported through the grain exchange, Dec. 12: flour, 55,000 bbls (51,000); wheat, 1,435,000 bus (1,508,000); corn, 89,000 bus (69,000); oats, 416,000 bus (413,000). Total receipts of grain at Nashville, 106 cars.

## VOLUNTARY ACREAGE REDUCTION SUPPORTED

Secretary of Agriculture Opposes Compulsory Curtailment in Annual Report—Hoover Asks More Agricultural Credit

**WASHINGTON, D. C.**—Reiteration of the gospel of voluntarily reduced acreage of major crops, opposition to any compulsory form of crop reduction, recommendations to correct abuses in the grain futures market, and a recognition that "we shall need the foreign market indefinitely for some of our products," are some of the highlights of the annual report of Secretary of Agriculture Arthur M. Hyde, which was transmitted to Congress, Dec. 9. Considerable attention also was given to means of improving agricultural credit, particularly to the benefits of agricultural credit corporations to communities where existing local credit facilities are inadequate.

In his annual message to Congress "on the state of the Union," President Hoover likewise dealt, although much more briefly, with certain phases of the agricultural situation. The President confined himself to discussion of some of the financial aspects involved. The President's principal recommendation was that Congress authorize subscription by the treasury of further capital to the federal land banks to be retired as provided in the original act, or when funds are available, and that repayments of such capital be treated as a fund available for further subscriptions in the same manner.

Action of the farm board in granting credits to farm co-operatives saved many of them from bankruptcy and increased their purpose and strength, President Hoover said.

"By enabling farm co-operatives to cushion the fall in prices of farm products in 1930 and 1931, the board secured higher prices to the farmer than would have been obtained otherwise," the President continued, "although the benefits of this action were partially defeated by continued world overproduction. Incident to this action the failure of a large number of farmers and of country banks was averted which could quite possibly have spread into a major disaster."

#### WORLD INFLUENCES

Secretary Hyde devoted the first part of his report to a discussion of "World Influences Upon American Agriculture," ascribing the present condition of American farmers in large part to depressed conditions abroad.

"The agricultural situation," Secretary Hyde said, "has two fundamental requirements. First, the credit and purchasing power of Europe must be restored. This is essential, not only for European welfare but for our own, because we shall need the foreign market indefinitely for some of our products. Second, American agriculture must adjust itself to a declining export trade. As things stand, this need will persist, no matter how favorably matters develop in Europe, because our production is overexpanded in relation to Europe's wants.

"This is not a policy of defeatism, a passive acceptance of declining business. It is a policy of constructive adjustment to a radically changing market situation. What counts in agriculture is not primarily the volume, but the profitability of farm production. It is better to contract the agricultural industry profitably than to overproduce unprofitably. In a market that does not keep pace with the increase in production capacity farmers must adjust their production. If they do this by withdrawing the less productive acres and live stock, they reduce their surpluses and often also their costs of production. Thus they reap a double advantage."

Mr. Hyde warned farmers, however, that a rapid shift to the domestic basis was not practicable. He pointed out that some branches of our agriculture can compete successfully in foreign markets, even against the pressure of world-wide overproduction.

The past year was a disastrous one for wheat growers, Secretary Hyde said,

but the first seeds of the trouble were planted many years ago.  
 "They were wheat seeds," he said, "and led to world-wide overproduction. The main trouble with wheat has not been a declining consumption but a too rapidly mounting production."  
 United States wheat farmers suffered less than those of other countries in the wheat price slump, Secretary Hyde said, because of pegging of prices by the farm board. He added that "no government agency can support wheat prices indefinitely against pressure of the sort that has come against them in the last two years."

Encouragement was seen by the secretary in wheat acreage reduction by Canada, Argentina and Australia, as well as the United States, while Russia's disposition to ignore this tendency was mildly deplored, with a prediction that "no country can continue to export indefinitely at a loss" and that "Russia, too, must eventually count all its costs of production."

"The doctrine that production can be better controlled by law than by the judgment and decisions of producers is probably repugnant to our Constitution and certainly repugnant to the character of our economic system," the secretary said. "Production adjustments are more necessary now than they were a year ago. Appeals made then for voluntary concerted action met with an inadequate response. It has been inferred that voluntary action must fail unless supported by legal action. This does not necessarily follow. Acreage cuts and reductions in live stock breeding were relatively small last year, probably because farmers were not then convinced of their urgent necessity. The situation has changed so much since then that it seems impossible to doubt that they are convinced now. If they are, voluntary action should do what is required. If they are not, legislative action will meet with resistance."

Of course, there are "undeniable difficulties" in the way of voluntary curtailment, Secretary Hyde admitted, but they are "less serious" than the difficulties which would arise from compulsory control. Another objection to compulsory control is that all attempts so far have been regional, while the agricultural problems are "essentially national."

Grain exchanges and grain futures markets play an important part in our marketing system, Secretary Hyde said, though admitting there are "certain abuses" which should be corrected. The recommendations for correcting these abuses were originally set forth in Mr. Hyde's annual report for the fiscal year 1930. In his 1931 report, speaking of grain futures, Secretary Hyde said:

"Legislation to strengthen the present grain futures act seems desirable, to eliminate sharp practices in the handling of customers' orders, and to afford a safe and sure means of control over purely speculative trading of large operators. Under existing conditions the unrestricted opportunity to buy or sell futures enables large traders at times to take advantage of technical situations to the disadvantage, not only of producers and cash handlers of grain, but of the small traders composing the general trading public.

"Small traders are necessary to maintain a liquid futures market. They should be guaranteed fair play and a fair chance against those with larger means. This is said not to encourage speculation but to emphasize the necessity of making the future trading system equitable. It should extend equal opportunity to all traders so that its benefits may flow as directly as possible to the producers of grain and the handlers of actual grain and grain products. Existing legislation does not give the federal government authority to limit excessively large speculative lines or to limit short selling calculated to demoralize prices."

**ARGENTINE BRAN AT NEW YORK**

NEW YORK, N. Y.—Argentine bran is being quoted in New York around \$16 per short ton, delivered. Buyers do not consider this price advantageous in view of domestic quotations.

**ST. LOUIS DISTRICT**  
 ARTHUR F. G. RAIKES, MANAGER  
 513 Merchants Exchange, St. Louis, Mo.  
 Correspondents at Memphis and New Orleans  
 Cable Address: "Palmking"

**Another Light Week for St. Louis Mills**

ST. LOUIS mills had another disappointing week last week with sales very little better than in the previous period, which was characterized as the worst so far this crop. Sales by local mills last week did not amount to 25 per cent of capacity, and it is doubtful if any improvement can be looked for in the next two weeks unless wheat stages a very pronounced rally. Generally speaking, flour buyers seem to have their requirements for the next 90 days fairly well covered, and it is usual, when such is the case, for the last few weeks of the year to be quiet ones for flour millers. The amount of flour on millers' books is probably considerably less at this time than it was at the close of the last calendar year, and there is consequently some hope that 1932 will see improved sales. Some mills reported October and November sales this year ahead of those for the same months last year, but December sales this year will probably compare very unfavorably with the amount booked in December, 1930.

**Milling Wheat Scarce.**—There are so many members of the milling industry and the grain trade who believe that wheat is at its low at present that there is some room to expect an advance in the next few weeks. The main argument in favor of higher wheat prices is the stubborn manner in which farmers seem to be able to hold their wheat so that in spite of the fact that no export business can be done, the grain is scarce enough to cause ordinary cash wheat to sell at a premium over the May option and protein wheat to be so eagerly sought after that its price is almost prohibitive.

**Shipping Directions Slow.**—Millers would certainly welcome an advance in wheat prices, as too much of the flour they now have on their books was contracted for at higher levels, and, consequently, shipping directions are very hard to get. It is true that there has been some improvement in the manner in which specifications are being received, but they are still so slow that mill operations are only kept at their present unsatisfactory rate with great difficulty. The fact that inventory time is approaching is another factor that keeps directions slow, as buyers do not want any more on hand than necessary. Last week saw local mills running at only about one third of capacity.

**Exports Light.**—Export business is

still extremely light, with European business so small in volume that it might be called nonexistent. Even the routine business with Latin America has fallen off and is far below what it should be. Flour exporters can take some encouragement from the fact that wheat prices are too high in this country to permit even wheat to be exported to Europe, but whether they are ever going to experience the active export business that was formerly done in flour begins to become questionable.

Quotations, Dec. 12, basis jute 140's, f.o.b., St. Louis: soft winter short patent \$3.45@3.65 bbl, straight \$2.85@3.15, first clear \$2.35@2.75; hard winter short patent \$3.35@3.60, 95 per cent patent \$3.10@3.30, first clear \$2.55@2.65; spring wheat top patent \$4.30@4.60, standard patent \$4.10@4.25, first clear \$3.45@3.60.

**FLOUR OUTPUT**

Output of St. Louis mills, with a weekly capacity of 51,600 bbls, as reported to The Northwestern Miller:

	Output bbls	Pct. of activity
Dec. 6-12	13,600	26
Previous week	25,000	48
Year ago	41,000	79
Two years ago	42,600	83

Output of outside mills, with a weekly capacity of 44,500 bbls, the product of which is sold from St. Louis:

	Output bbls	Pct. of activity
Dec. 6-12	31,300	68
Previous week	44,000	98
Year ago	32,300	73
Two years ago	46,100	103

**Slow Demand at Memphis**

MEMPHIS, TENN.—Activity in flour in this territory continued limited during the week, aggravated by the holiday period. Desire to have stocks at a minimum for inventory is greater than usual, while consumers are taking only their actual requirements. Unsettled conditions in the wheat market also helped to restrict buying, although expressions generally indicate that nobody is expecting a decline from current levels. Weather has made further picking of cotton difficult, which has lessened the flow of cash into hands that spend it as fast as received and thereby helped make general trade dull. Cotton also has been selling slowly and at prices only a little above the season's lowest.

Memphis flour quotations, Dec. 12, basis 98's, f.o.b., car lots, Memphis: spring wheat short patent, \$5.15@5.35 bbl; standard patent, \$4.45@4.95; hard

winter short patent, \$4.10@4.50; standard patent, \$3.60@4.10; soft winter short patent, \$4.25@4.90; standard patent, \$3.75@4.15; straight, \$3.40@3.50; blended 95 per cent patent, \$3.50@3.60; low protein, \$3.25@3.75.

**Louisiana Buyers Are Bearish**

NEW ORLEANS, LA.—Trading in flour is very quiet in this territory at present. Prices are virtually unchanged. Buyers continue to have little confidence in present levels and seem to be of the opinion that quotations will decline shortly. However, it has been pointed out that wheat is fairly low, and if feed prices should reach the level of about a month ago, flour prices would undoubtedly be from 40c to 50c bbl higher.

It is likely that some of the larger buyers will have to enter the market before the end of the year, according to local brokers.

Family flour trade continues fairly active. Chain stores and other markets for family flour are keeping moderate supplies on hand. Demand from this quarter is taking up, to some extent, the slack in the market due to slow demand from bakers.

Country trading is quiet. Buyers in this section intend using the little flour they have on hand, and await further action of the market.

Flour quotations, Dec. 9, basis cotton 98's: spring wheat short patent \$4.90 bbl, 95 per cent \$4.65, 100 per cent \$4.50, cut \$4.35; hard winter short patent \$3.95, 95 per cent \$3.70, 100 per cent \$3.50, cut \$3.30, first clear \$3, second clear \$2.75; soft winter short patent \$4.70, 95 per cent \$4.20, 100 per cent \$3.95, cut \$3.75, first clear \$3.45, second clear \$3.10.

Only meager sales were reported in the semolina market. Macaroni manufacturers are working off old contracts and are stretching their present stocks as far as possible before re-entering the market. Sales are expected to improve in this market after Jan. 1. No. 2 semolina was quoted on Dec. 9 at \$5@5.25 bbl.

Flour exports show a little improvement. Flour traders in New Orleans have dropped out of the competition completely and business is handled direct from buyer to mill.

During the seven days ended Dec. 9 a total of 22,276 200-lb bags of flour was shipped through this port, of which Latin America took 20,678 and Europe 1,598 bags, as follows: Glasgow, 1,000; Hamburg, 213; Liverpool, 142; Rotterdam, 121, and Antwerp 112.

**ST. LOUIS MILLING FIRM MOVES INTO NEW OFFICES**

St. Louis, Mo.—The Commonwealth Flour Mills, Inc., and its associates, the Hall Milling Co. and the Bernet, Craft & Kauffman Milling Co., all of St. Louis, expect to move into new offices at 517-520 Merchants' Exchange Building here, on Dec. 19. The companies formerly maintained their headquarters in the Cotton Belt Building in this city, but after extensive alterations a suite has been prepared for them in the building of the Merchants' Exchange, of which they are members.

**FEED CONTROL OFFICIALS' ANNUAL BOOKLET AVAILABLE**

The Association of American Feed Control Officials has published the annual announcements of the organization, which are now available for distribution. In addition to listing the officers of the association, the booklet contains the revised definitions of feedstuffs for 1931-32 and the general regulations of the association. The price of the booklet is 20c, and copies may be obtained from L. E. Bopst, secretary-treasurer, College Park, Md.

**INDIANA CO-OP BUYS MILLS**

LINTON, IND.—The Central States Elevator Co., operating under the Federal Farm Board, has become the owner of the Linton and Switz City flour mills. A total of \$25,000 was paid for the two mills, both of which have been inactive for several months. They will be reopened and operated on a large scale. Fuller R. Huffman, of Rockport, Ind., has been selected to have charge of the business in this section.

**NEWS and PERSONAL**

J. F. Wright, of the Chickasha (Okla.) Milling Co., was a recent visitor in New Orleans, calling on P. L. Thomson & Co.

J. L. Walker, of the Red Star Milling Co., Wichita, Kansas, passed through St. Louis last week on his way to the East on business.

Gordon Mainland, of the Kistler Automatic Sampler Co., Sheridan, Wyo., is visiting mills in the St. Louis territory in the interests of his company.

Charles B. Dreyer, of the Dreyer Commission Co., St. Louis, went from St. Louis last week to Kansas City to attend the semiannual meeting of the Southwestern Millers' League.

Its author has withdrawn the proposed bill to levy a tax on chain stores, introduced last week before the Tennessee legislature as part of the effort to bal-

ance the state's budget. The proposed tax met with very strong objection.

The annual meeting of the St. Louis Grain Club will be held at the Hotel Statler, St. Louis, on Dec. 16, starting with dinner at 6:30 p.m. Officers for the ensuing year will be elected at this time.

S. Tate Pease, Jr., whose father has been an active member of the Memphis feed and grain trade for more than 35 years and a member of the Memphis Merchants' Exchange all that time, has been elected to membership. He is associated with the Standard Commission Co.

J. I. Bauman, of the Valier & Spies Milling Corporation, St. Louis, returned last week after a visit to the East. He said that flour buyers seem to have their requirements until about March fairly well covered, but he expects business to pick up after the first of the year or with any advance in wheat.

# EUROPEAN DEPARTMENT

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## The British Wheat Quota

By C. F. G. Raikes

LONDON, ENG.

THE British government has at last announced its intention of introducing the policy of a quota of home-grown wheat to be used in the milling of flour. Beyond the statement made in parliament on Nov. 26, no further information is available. Sir John Gilmore, the minister of agriculture, received a great ovation when he made the announcement to the House of Commons.

In making the announcement, Sir John said in part: "The scheme will be designed to secure for producers a certain market and enable them to obtain an enhanced price, subject to statutory minimum, for wheat of milling quality. No contribution from the exchequer by way of a subsidy will be involved, and it is not intended to encourage the extension of the cultivation of wheat to land unsuitable for that purpose. The government fully recognizes that there are other aspects of the arable situation which demand attention, and problems relating to other crops, including barley, are under close investigation."

At the conclusion of his statement, a Scottish member of parliament asked whether the quota system would apply to oats in Scotland, to which the reply was that the quota system would apply to wheat only.

### FIXED WHEAT PRICE

It is understood that farmers will be guaranteed a fixed price for wheat and that millers will pay the enhanced price and include it in the cost of the flour. The free trade press is giving much prominence to this form of taxation on the British loaf, but government officials argue that as only 15 per cent of home-grown wheat is to be used in the milling mixture the extra cost for so small a percentage in the grist should not increase the price of bread more than one farthing, or half an American cent, per 4-lb loaf. They claim that such a small increase will not be felt and is infinitesimal as compared with the benefit to British agriculture.

According to the leading London papers one of the principal reasons for the unexpected return to Canada of R. B. Bennett, the Canadian prime minister, was the fact that the British government had pledged itself to a wheat quota policy, including a quota from the British Dominions. It is apparent that the government has definitely decided to adopt the wheat quota policy and will put its scheme into effect whether or not it meets with the approval of the trades concerned. It is understood that the millers, bakers and flour importers are all opposed to the scheme, being of the opinion that it is neither workable nor economic.

A quota for home-grown wheat is in operation in numerous European countries, and so far there has not been a single instance of its benefiting these countries that have tried the experiment. It has always resulted in an increase in the price of bread out of proportion to any advantages that may have accrued to the farming industry. However, the scheme seems to be popular with politicians and daily newspapers, none of whom are familiar with the intricacies of the wheat and flour trades.

### IMPORTED FLOUR SITUATION

It is impossible to say how imported flour will be affected, but the majority of the trade seems to think that it is quite likely the importation of non-

Empire flour may be altogether prohibited. Until the imperial conference is held at Ottawa next year it is not likely that any definite action will be taken regarding the Dominion quota, but it should be reasonably safe to assume that when Mr. Bennett discusses the matter with the Canadian cabinet, that body will see the interests of Canadian millers are protected.

There are some importers who fear that regulations will be introduced for the compulsory mixing of a percentage of flour made from home-grown wheat with imported flour, and are of the opinion that any such scheme would have a serious effect upon their business. There are a few others who think the introduction of the quota system will be the death knell of the flour importing trade. It is certain that British millers will leave no stone unturned to protect their own interests. Nowhere is there a more highly organized and efficient industry than British flour milling, and it is possible for British millers to make the sale of imported flour very difficult if they think it is to their interest to do so.

### DOMINION REQUIREMENTS

According to the London Times the term "Dominion wheat flour" is to apply to flour milled entirely from Dominion wheat and shipped from any British

port outside the United Kingdom. It will be noted that this definition of "Dominion wheat flour" would not prevent the flour being manufactured in Buffalo provided the flour was shipped from a British port. This point should be of considerable interest to those milling companies having plants at Buffalo.

The probable percentages of the quota scheme have not definitely been settled, but it is believed that the Empire quota will be between 70 and 75 per cent, leaving 25 to 30 per cent to be competed for by non-Empire countries. There are some who believe that the Empire percentage will be 85 per cent, leaving 15 per cent for non-Empire countries. Any such figures would result in a serious loss of business for certain countries, such as the United States, Argentina and Russia, who hitherto have relied on the United Kingdom taking a large portion of their exportable surplus.

### M. A. TOOMEY RECOVERING

LONDON, ENG.—M. A. Toomey, who underwent an operation in the latter part of the summer, is making steady progress toward recovery, but it will probably be some months before he is well enough to return to the market. Mr. Toomey has been connected with the flour importing trade of London for more than 30 years and is well known in the United States and Canada. His numerous friends at home and overseas will undoubtedly be pleased to hear that his health is gradually improving.

## BRITISH IMPORTERS TALK OVER WHEAT QUOTA SCHEME

LONDON, ENG.—A meeting of delegates of the National Association of Flour Importers was held in London, Dec. 2, presided over by Frank T. Collins, president of the association. The purpose of this meeting was to discuss the situation brought about by the proposed adoption by the government of the wheat quota system, as announced by the minister of agriculture, Sir John Gilmore.

At that meeting, it is understood, a committee was appointed to go before the minister of agriculture during the afternoon, the minister having intimated his desire to meet representatives of the National Association of Flour Importers that day. On the same day he met representatives of the National Association of British and Irish Millers in order to discuss the working of the government's proposed wheat quota scheme. No information has been given out as to what took place at these meetings, as it is understood that all concerned agreed not to divulge the proceedings. It will be remembered that Sir John Gilmore, when making the announcement of the government decision to adopt the wheat quota scheme, said that no legislation would be passed until the various trades concerned had been consulted.

Delegates were sent from Glasgow, Aberdeen, Dundee, Liverpool, Bristol and London to attend the meeting of the National Association of Flour Importers, the meeting taking place in the board room of the London Corn Exchange. It is understood that the deputations of millers and importers that waited upon the minister of agriculture were presented, on leaving, with a somewhat lengthy memorandum giving particulars of the proposed wheat quota scheme, which they were asked to study carefully and to report their views regarding the scheme at some later date.

## GOOD QUALITY HOMEGROWN WHEAT SCARCE IN ENGLAND

LONDON, ENG.—Although a great deal is heard of the plight of British agriculture, English farmers are receiving a higher price for their wheat than is paid for any other wheat that comes into the country. At the present time English wheat is worth 10s per quarter (480 lbs) more than German wheat.

Owing to the scarcity of English wheat some of the English country mills are actually using German wheat for the manufacture of soft wheat flours in which they specialize. Many of these mills which used to describe their flour as "English wheat flour" are now labeling it as "English country milled flour," as they are unable to purchase sufficient supplies of sound English grown wheat.

This year's unfavorable summer and wet harvest damaged a large proportion of the English wheat crop, and as a considerable part of it is used for feeding poultry there is an actual scarcity of good quality English wheat.

### SOVIET FARMING CRITICIZED

LONDON, ENG.—It was recently reported in the London Times that at a conference of the central committee of the Communist party of the Soviet Union, held in Moscow, the view was expressed that more attention should be paid to feeding the people and supplying everyday necessities, which would require im-



Continental Vista.—The Harbor at Barcelona, Spain

mediate concentration on light industry at the cost of heavy industry. Delegates who had inspected collective farms attempted to correct the official view that the harvest of 1931 everywhere was good. They explained that it was "varianated," and that miscalculations at the center were largely responsible for the steep decline in grain deliveries in September and October, when not even half the grain collecting plans were fulfilled. Deliveries from the northern Caucasus, the Volga basin, the Urals and western Siberia were especially unsatisfactory. One speaker said they had all made a mistake in "idealizing" the collective farms, as recent events showed they were not as perfect or disciplined as was generally supposed.

**CZECH-HUNGARIAN TREATY**

LONDON, ENG.—Negotiations between Hungary and Czechoslovakia concerning a new commercial treaty have been completed. Although details are not yet known, it is believed that by this new treaty Hungary will again be allowed to send flour and grain into Czechoslovakia. Owing to the license system in Czechoslovakia there is no great prospect of Hungary being able to greatly increase her flour exports to that country.

**M. F. TIERNAN IN LONDON**

LONDON, ENG.—M. F. Tiernan, of the Wallace & Tiernan Co., Inc., Newark, N. J., has arrived in London for a short visit. V. A. Wilmslow, the manager of Wallace & Tiernan, Ltd., London, recently underwent an operation for appendicitis, but is now out of the hospital and is expected back at the office very shortly. It is understood that the illness of Mr. Wilmslow was one of the reasons for Mr. Tiernan coming to London.

**"Blooding the Mill"**

IN some correspondence written to the London Morning Post, an interesting old custom was brought to light, which, although a relic of heathen days, was practiced up to the beginning of the nineteenth century. It was known as the "blooding of the mill," and consisted of killing a cock and sprinkling the machinery of the mill with its blood. As St. Martin has always been considered the patron saint of millers, the ceremony took place on the eve of Martinmas, Nov. 10, and the miller's friends and neighbors were invited to be present, afterwards spending the night in festivity.

The purpose of the ceremony was to insure the safety of the miller from accident during the next 12 months, as a rooted belief prevailed that the mill, in the course of the year, would demand blood. One of the correspondents states that his grandfather, who was born in 1787, and was a miller by descent, told him about the custom.

Another correspondent gave some further interesting details regarding the origin of the custom. He said it evidently came down from the early days of agriculture. The ancients gave the greatest attention to the housing of their dead, first constructing the Dolmen and its entrance passage of huge megalithic stones, then breaking up the surrounding plain for material of the great covering mound of the Dolmen. They carried food for the departed, sheaves of wild wheat or corn; consequently the droppings from these sheaves on the broken soil, in time, came up as corn. This miracle being observed to be only around these graves, they considered that in order to make the earth produce corn they must sacrifice a victim.

**London Flour Arrivals**

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

From—	Nov. 20	Nov. 13	Nov. 21
United States.....	1951	1921	1950
Atlantic.....	4,103	3,283	9,575
Pacific.....	250	.....	.....
Canada—Atlantic.....	7,922	8,508	10,205
Pacific.....	250	.....	.....
Australia.....	6,800	1,400	15,800
Argentina.....	.....	4,921	3,200
Continent.....	10,492	6,975	4,591
Coastwise.....	821	2,312	2,664

**CHICAGO DISTRICT**

SIGURD O. WERNER, CHICAGO MANAGER

166 W. Jackson Boulevard, Chicago, Ill.

Cable Address: "Palming"      Correspondent at Milwaukee

**Chicago Buying Gains on Price Dip**

THE lower wheat market resulted in a little more buying of hard and soft winter wheat flour last week. Prices were lower, and a few fairly good sized sales were made for shipment after Jan. 1. Buying was not general nor active, but came as a pleasant surprise to Chicago brokers and agents. Most buyers, however, showed little interest, and are holding off until after the holidays.

**Spring Wheat Flour.**—Northwestern brands moved slowly last week. Price changes did not influence users of springs to any extent, and sales were scattered and chiefly in smaller lots. One-, two- and a few three-car orders were booked, but they were not numerous enough to cause comment. Complaints about shipping directions are increasing, and mill agents and others are much concerned about the difficulty in reducing old orders.

**Hard Winter Flour.**—There was a little more hard winter business done last week on the breaks in wheat. A few round lots, ranging from 1,000 to 4,000 bbls, were booked, and in addition a fair number of single car orders. The larger sales were for shipment in 1932, and some were made in the East. The market was not active, and only a few buyers contracted for supplies, but the business was rather unexpected. Shipping directions could be much better.

**Soft Winter Flour.**—Locally, demand for soft winters is quiet, and only a small amount of flour is moving. However, during the past week some fairly substantial sales were made outside of Chicago, chiefly to the eastern trade, ranging from 2,000 to 6,000 bbls.

**Durum.**—Demand for semolinias continues quiet, and only occasionally are sales made. Last week, there was one

of 2,000 bbls and a few single cars, but most buyers are holding off. Quotations, Dec. 12: No. 1 semolina, \$5.45@5.55 bbl, bulk.

**Flour Prices.**—Quotations, car lots, basis Chicago, patents in cotton 98's and clears in jutes, Dec. 12: spring top patent \$3.80@4.30 bbl, standard patent \$3.60 @ 4, first clear \$3.50@3.90, second clear \$2.10@2.40; hard winter short patent \$3.25@3.65, 95 per cent \$3@3.40, straight \$2.80@3.15, first clear \$2.60@2.95; soft winter short patent \$3.35@3.70, standard patent \$3@3.35, straight \$2.80@3.05, first clear \$2.70@2.90.

**FLOUR OUTPUT**

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

	Output bbls	Pct of activity
Dec. 6-12.....	20,655	77
Previous week.....	26,894	87
Year ago.....	26,521	67
Two years ago.....	26,386	91

**Milwaukee Sales Light**

MILWAUKEE, Wis.—Very little new flour business was done last week. Dullness brought about by the continual rise and fall of prices, together with the annual holiday spirit, has been keeping buyers out of the market. Although stocks are very low, only enough flour is being taken out to fill urgent needs. As local buyers wish to keep stocks as low as possible for annual inventory, shipping directions on old bookings are hard to obtain. New orders call for shipment within the next 30 to 90 days. Both family and bakery trade are sharing in the little buying now being done.

Prices remained fairly steady. Quotations, Dec. 12, basis Milwaukee, patents in cotton 98's and clears in jutes: spring top patent \$4.30@5, standard patent \$4.05@4.25, first clear \$3.90@4.45,

second clear \$2.15@3.65; fancy pastry flour, in barrels \$5.75, in 100-lb packages \$4.15; soft winter wheat, 95 per cent standard patent \$3.40.

Southwestern flour men are finding it difficult to get shipping directions. A few new orders from both family and bakery trade are being received, calling for delivery within the next 30 to 90 days. Prices have decreased, but this has failed to change the hand-to-mouth buying prevalent for so many months. The current range between northwestern and southwestern offerings has become 60c@\$1.25, compared with 35c@55c in the previous week. Quotations, Dec. 12, basis Milwaukee, patent in cotton 98's and clears in jutes: short patent \$3.70@3.75, standard patent \$4.45@3.50, first clear \$2.95@3.05, second clear \$2.30@2.75.

The semolina field also remains dull and featureless, with price increases of 10c being reported. Quotations, Dec. 12, Milwaukee, No. 1 \$5.70, special \$5.45, No. 3 \$5.30, durum patent \$3.45, macaroni flour \$3.10. All prices for 110-lb jutes, with a 15c discount for bulk.

**CHICAGO COMPANY FORMED TO MAKE CANNED BISCUITS**

CHICAGO, Ill.—A new company has been formed in Chicago to market a new product for this city. The name of the concern is the Frigidole Food Products Co., and its plant will be located at 1115 Ravenswood Avenue. A building has been secured there, which will be remodeled with the latest and most modern equipment for the purpose of producing canned unbaked biscuits. This is an entirely new product and will be manufactured on a large scale.

**GROCERY CONCERN CLOSES BUSINESS**

CHICAGO, Ill.—Franklin MacVeagh & Co., wholesale grocers, Chicago, will cease business as soon as present stock and equipment are sold, after 66 years of continuous operation. This is one of the best known wholesale grocery concerns in Chicago and at one time was an important factor in the distribution of flour. In fact, it has operated a flour department up to the present. Franklin MacVeagh, who with three other Chicagoans founded the business, stated that the firm could go on, but that at the present time it did not seem advisable.

**NEWS OF GRIST in BRIEF**

Dr. J. W. T. Duval, in charge of the Grain Futures Administration, Washington, was in Chicago recently.

Alex Graif, of the King Midas Mill Co., Minneapolis, was in Chicago last week, leaving later on a trip to the central states.

J. D. Kent, general manager, and E. J. Hoagland, sales manager, of the Inland Milling Co., Des Moines, Iowa, were in Chicago last week.

C. F. Hawc, manager of the animal feed department of the Marblehead Lime Co., Chicago, has returned from a business trip to Minneapolis.

The Nebraska Consolidated Milling Co., Omaha, has moved its Milwaukee headquarters from 808 North Third Street to 1560 West Pierce Street.

Herman Steen, secretary of the Millers' National Federation, was in Kansas City last week, attending the meeting of the Southwestern Millers' League.

W. C. Pratt, district sales manager for the Russell-Miller Milling Co., Minneapolis, spent several days in Chicago last week, accompanied by J. J. Crawford, Rockford sales representative.

Directors of the Chicago Board of Trade have voted in favor of a three-day week-end holiday over both Christmas and New Year's Day. The board will be closed from Dec. 25 to Dec. 27,

inclusive, and from Jan. 1 to Jan. 3, inclusive.

A. L. Gilster, of the Gilster Milling Co., Chester, Ill., and S. Yantis, of the S. R. Yantis Milling Co., Fulton, Mo., called at the Chicago office of the Millers' National Federation last week.

Kenneth Fruen, of the credit department of the Washburn Crosby Co., Inc., Chicago, surprised his associates by announcing his marriage, which took place recently. The newlyweds are now living in Chicago.

Milwaukee will harbor 12 steamers during the coming winter. These will be docked at various terminals along the rivers and Jones Island. Eight of the ships are available for grain shipping and have a combined capacity of 2,400,000 bus.

The annual election of officers of the Chicago Board of Trade will be held, Jan. 4. Since the announcement of the "regular" slate by the nominating committee, the name of Louis Sayre has been filed by petition for a place on the directorate.

The Chicago Grain Market Analysts' Club will hold its next dinner meeting on the evening of Dec. 16 at the Hamilton Club. The speaker will be P. S. Hanna, the new editor of the Chicago Journal of Commerce, who will talk on the prospective legislation affecting business during the present session of Congress.

**MILWAUKEE FLOUR CLUB TO MEET**

MILWAUKEE, Wis.—The regular dinner meeting of the Milwaukee Flour Club will be held at the Milwaukee Athletic Club, Dec. 18, at 6:30 p.m. The guest speaker for the meeting will be William L. Coffey, manager of the Milwaukee County Institutes, who will discuss various phases of poor relief work being carried on under his direction. Members have been extended guest privileges.

**The Christmas Cover Artist**

FOR several successive years Christmas numbers of THE NORTHWESTERN MILLER AND AMERICAN BAKER have been embellished by the art of an honorary member of its official family. The current number is no exception. Mrs. A. F. G. Raikes, wife of the Miller Publishing Co.'s St. Louis manager, has contributed the cover picture, a characteristic example of her highly developed craftsmanship and her ability to combine decorative art with warm and significant picture quality. Her work has won much praise—so has her persistence in it despite the imperious claims of the little Raikeses!

**J. M. COOK WITH REA-PATTERSON**

KANSAS CITY, Mo.—J. M. Cook, who formerly was engaged in the milling business in Arkansas and southwestern Missouri, has been appointed assistant to the president of the Rea-Patterson Milling Co., Coffeyville, Kansas. I. V. Sanford, who recently assumed control of the Rea-Patterson company, made the appointment.

# EASTERN STATES

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## New York Buying Apathetic

**T**HE New York flour market last week was entirely seasonal. Buying was of the apathetic, small lot type that is invariable for December, but which, even though it is expected, is disappointing in volume. Doubtless, the origin of dullness during the Christmas month came years ago when buyers bought largely and freely during the fall months, and had comfortable future hookings, so that unless something unusual developed during December, they could give their attention to other things and need not worry over their flour. This year, however, the greater part of the buying has been for comparatively near-by shipment, so that neither current stocks nor future hookings are large, and it has been expected that 30- to 90-day buying would continue steadily. During the past week, this did not prove to be the case, and more brokers reported doing nothing than doing business.

**Confidence Lacking.**—Even at attractive levels, the trade did not seem greatly interested and although a bargain price was necessary to bring any business at all, business did not always result from bargains. Buyers claim to see nothing ahead that may force permanently high levels, and in view of the eccentricities of wheat, regard all increases as temporary and all breaks as but stepping stones to lower levels. This is a difficult attitude for mill agents to fight, particularly when some of these men are of the same opinion.

**Price Situation Featureless.**—Without buyer interest to force prices down, many mills' quotations were only nominal. Ranges were narrow, and most good flours were within 20c of each other. A few, recognized as less valuable, were quoted 10@20c below the average, a position they usually hold. Montana and Pacific Coast high gluters were slightly above those from Minnesota and were reported in no demand. Clears seemed slightly freer, and although some millers still wanted more for them than for their standard patents, other offerings had the more normal differential of 15c. The difference between standard patents and high gluters from the Northwest held many variations, with some mills asking 20c more, and others 7c.

**Texas Flours Not Pressed.**—Texas flours did not press strongly on the market last week. Some mills indicated by their high levels that they had sufficient sales on their books so that they need not turn over any others for a while unless the price suited them. Local representatives of these mills reported that they are running 24 hours a day and expect to continue at this rate.

**Cake Flours.**—Cake flours still offered contradictions. A few Pennsylvania representatives had extremely low prices, while others reported their mills had no flour to offer. Pacific Coast soft winters were about in line with those from the East and Middle West, but with only moderate to quiet interest.

**Flour Prices.**—Quotations, Dec. 13, all in jutes: spring fancy patents and high gluters \$4.80@5.25, standard patents \$4.25@4.60, clears \$4.10@4.40; hard winter short patents \$4@4.80, 95's \$3.70@4; soft winter straights, \$3.30@3.70.

### Seasonal Dullness at Buffalo

**BUFFALO, N. Y.**—The flour trade among mills in this section usually shows a decided let-up, beginning about Dec. 15 and lasting until after Jan. 1. Millers who have had a slow business since early summer were in hopes that the let-up this year would be deferred, but their hopes seem doomed to disappointment, for the recession seems to have

already set in. There is no indication that it will show any change for the remainder of the year.

Apparently bakers want to reduce inventories to as low a point as possible for the annual check-up. The family trade, too, seems to be suffering from a combination of early Christmas shopping and economies imposed by the depression. Both bakers and the family trade are buying much less than normal. The present low price of flour is not acting as a stimulus at all. Possibly if the future could be more clearly seen and defined, better trade would result. The senate and house of representatives has not been in session long enough to afford an inkling as to what action will be taken to fight the depression, and this adds to the uncertainty.

Foreign trade is even duller than domestic. The continued weakness of the pound sterling and low exchange rate of foreign currencies do not make buying attractive to foreign importers, and inquiries are relatively light from those quarters. The lack of trade, both foreign and domestic, is reflected in the production figures, which are the lowest for the last three months. Reports from the field all show a lack of surplus stocks in the hands of the consumers and a return of confidence would enliven all branches of the industry.

The usual crop of New Year business predictions are expected to begin their flow from many different sources in the

near future, and out of these many hope to see straws pointing to a better future. There are quite a few in milling circles who believe that the depression has lasted so long that when confidence returns business will start up with a rush instead of the slow, gradual recovery. Flour prices were somewhat weaker. Semolina showed more strength, but the other grades were off.

Quotations, Dec. 12, in 98-lb cottons: spring fancy patent \$5.10@5.20 bbl, standard patent \$4.70@4.75; hard winter standard patent \$4.30; soft winter straights \$3.20; pastry, \$3.40; semolina No. 1 \$6.25, No. 3 \$5.75.

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

	Weekly capacity bbls	Flour output of mls bbls	Pct. of nc-tivity
Dec. 6-12	273,000	179,847	66
Previous week	273,000	185,176	67
Year ago	273,000	227,354	83
Two years ago	276,000	208,957	76
Three years ago	256,500	185,354	73
Four years ago	253,000	219,310	87

### Prompt Delivery at Baltimore

**BALTIMORE, MD.**—Near-by millers are not disposed to sell for future shipment, as they are holding wheat in sight to cover sales. Sales that are being made are for prompt shipment. Quotations, Dec. 15, in 98-lb cottons: spring first patent \$4.65@4.90, standard patent \$4.25@4.40; hard winter short patent \$4@4.25, 95 per cent patent \$3.75@4; soft winter short patent \$3.75@4; straight \$2.85@3.10.

### Pittsburgh Business Limited

**PITTSBURGH, PA.**—Little business was done in flour last week. Despite the lower prices and the attractive offers made by mills, buying was slow and indifferent. Fluctuations of prices appeared to act as a deterrent to the consuming trade. Shipping directions were only fair.

The light sales were confined chiefly to established brands of springs. Hard winters were slow and unsettled. Neither high nor low protein Kansas flours were in demand. The market for clears was improved, and sales, while of the small lot type, indicated that some bakers were in need of this type. Soft win-

ter flour did not command much attention, even at new record low prices. Most of the larger users of soft winters are well stocked.

Bakers reported a better week for bread sales. The market for cakes and pastries is still slow, even in the face of some very low figures for cakes and the appearance of the 5c slice of pie in restaurants.

Semolina was slightly higher, being quoted at \$6.10 bbl, in 140-lb jutes, Pittsburgh. Sales were light. Quotations, Dec. 12: spring short patent \$4.50@5 bbl, standard patent \$4.25@4.50; hard winter short patent \$4@4.50, standard patent \$3.50@4, low protein standard patent \$3.25@3.50; clears, \$4.25@4.50; soft winters, \$2.75@3, bulk.

### Interest in Flour Low at Boston

**BOSTON, MASS.**—Interest in flour continues at low ebb, as consumers evidently have sufficient on hand to care for their immediate needs. With a declining tendency in wheat in evidence they are disposed to play a waiting game, taking only small lots.

In spring wheat flours, sales have been exceedingly slow. Dribbles of business are reported at around \$1.75 for choice flour and at \$1.60 for good flour, while standard patents have ruled about 25c less.

High protein southwestern short patents have been sold mostly at \$4.30@4.45, with standard patents at \$3.85@4.

Soft winter patents have been slow, with some business around \$4, but most good flours held at \$4.10@4.15. Straights have been sold moderately at \$3.35@3.85. Clears are relatively dear at \$3.40@3.50.

Quotations, car lots, 98-lb cottons, Boston rates, Dec. 12: spring special patents \$5.10@5.50, short patents \$4.60@5, standard patents \$4.30@4.40, first clears \$4.30@4.60; hard winter short patents \$4@4.50, standard patents \$3.70@4.10; soft winter first patents \$3.85@4.25, straights \$3.35@3.85, clears \$3.25@3.60.

### Philadelphia Sales Small

**PHILADELPHIA, PA.**—Trade in flour last week was quiet, and prices generally favored buyers. Local jobbers and bakers generally had ample supplies for near requirements and were holding off, awaiting more settled conditions. Not many clears were offered, and values of these were well maintained, demand absorbing the offerings. Semolinas were quiet and ruled weak and lower. With the advancing season macaroni was moving a little more freely into consuming channels, manufacturers showed no disposition to purchase except to satisfy well-assured requirements. There was very little doing for export. Quotations, Dec. 12: spring wheat short patent \$4.60@5 bbl, standard patent \$4.40@4.60, first clear \$4.20@4.50; hard winter short patent \$4.10@4.50, 95 per cent \$3.80@4.10; soft winter straight, \$3.25@3.50; No. 1 semolina, \$6@6.25.

### RECIPROCAL TREATIES URGED

**NEW YORK, N. Y.**—The following resolution was passed on Dec. 3 by the board of the exchange: "Resolved, That the board of managers of the New York Produce Exchange hereby approve and recommend the enactment by Congress of a bill proposed by the American Exporters' and Importers' Association, entitled, 'A bill to increase the foreign commerce of the United States through the negotiation of treaties and reciprocity,' submitted to us by that association with their letter of Nov. 2, 1931." The association is anxious that reciprocal arrangements be made so that anything grown or manufactured in the United States may be sent under advantageous terms to other countries whose produce is needed here.

Members of the New York Produce Exchange have been asked to vote on a resolution that the control of traffic in liquor be abandoned by the federal government and left with the several states to deal with as they respectively deem proper, and that the eighteenth amendment be promptly and unconditionally repealed. This vote is taken on recommendation of the law committee and by direction of the board of managers of the exchange.

## BREVITIES in the NEWS

The Baltimore Chamber of Commerce will be closed, Dec. 25-26, and Jan. 1-2.

Howard P. Mitchell, of the Washburn Crosby Co., Inc., Buffalo, was in Detroit last week.

T. M. Power, of the Bay State Milling Co., Winona, Minn., was in Pittsburgh recently.

W. E. Pittsley, sales manager for the H. H. King Flour Mills Co., Minneapolis, was in New York last week.

David G. Page, president of Thomas Page Mill Co., Topeka, Kansas, has been in New York on a business trip.

H. C. Veatch, of Buffalo, eastern manager for the Kansas Milling Co., Wichita, made a trip through central states last week.

Boyd Knell, advertising manager for the International Milling Co., Minneapolis, made a brief visit to Baltimore recently.

Cars of flour at railroad terminals last week amounted to 801, in comparison with 1,141 cars a year ago and 698 in the preceding week.

Richard Swartz, manager of the New Ulm (Minn.) Roller Mill Co., spent Dec. 8 in New York, where he called on the Broenniman Co., Inc.

John F. Diefenbach, president of the Amber Milling Co., Minneapolis, left New York for Boston, Dec. 9, after a visit with the Frank R. Prina Corporation.

Dean K. Webster, Jr., of the J. K. Webster Co., grain and feed, Lawrence, Mass., and son of the first president of the Boston Grain & Flour Exchange,

has applied for associate membership in the Exchange.

Clarence S. Chase, sales manager for the Lukens Milling Co., Atchison, Kansas, who is on an eastern trip, recently visited New York, Pittsburgh and Philadelphia.

Arthur S. Roberts, of Cowing & Roberts, New York flour jobbers, is expected back at his desk next week following his recovery from a sudden appendix operation.

John W. Cain, vice president and general manager of the Milland Flour Milling Co., Kansas City, visited the New York trade last week. Later, he went to Boston.

The Baltimore Flour Club did not hold its regular monthly meeting in November, so the matter of the inauguration of a credit bureau for the time being has been postponed.

Charles F. Lingham, vice president of the Federal Mill, Inc., Lockport, N. Y., recently visited the New England representative of the company, George B. Allen, of Boston.

James J. Rodgers, James L. King, Fred S. Griffin, George M. Warner and W. T. Riley have been elected a nominating committee to name officers and directors of the Philadelphia Commercial Exchange to be voted upon at the annual election, Dec. 26.

Fred Uhlmann of the Uhlmann Grain Co., Chicago, visited the New York Produce Exchange last week with a guest, J. A. Benjamin. Other grain men introduced on 'change during the week were Herbert Hall and Paul Bartlett of Kansas City, J. H. White of Lamson Bros. & Co., Chicago, and B. S. Bennett, of Baltimore.



# PACIFIC COAST

WALTER C. TIFFANY, SPECIAL REPRESENTATIVE

P. O. Box 726, Seattle, Wash.

Correspondents at Los Angeles, Ogden, Portland and San Francisco

Cable Address: "Palmking"

### Little Activity in Pacific Northwest

THERE was very little activity last week in north Pacific Coast flour markets, the weakness in wheat discouraging buying. Most bakers have sufficient stocks to carry them into the new year, and lower wheat prices have removed any incentive to commit themselves at present flour price levels.

**Bakery Situation.**—A healthier tone to the baking trade is a promising feature. A considerable number of the larger bakers who have suffered through bread price cutting have gotten together in an agreement to desist from that practice. While not attempting to fix prices at any particular figure, they are determined not to sell at a price which does not show a fair profit. Unable to meet the competition of chain store prices, which are made possible by the production economy of bakers who have adopted an exclusively one-pound loaf output, bakers whose buying trade demands all sizes of loaves are determined not to add to the price demoralization caused by chain store prices by price cutting among themselves.

**Export Trade.**—There has been no revival of Chinese demand for American flour, Chinese and Australian flours being too low in price to be met by the coast mills. South America shows no interest in Pacific flour, and the United Kingdom very little.

**Flour Prices.**—Washington flour quotations, car lots, coast, Dec. 11: bluestem family short patents, \$1.70@5.20, 49's; standard patents, \$3.90@4.35, 98's; pastry flour, \$3.30@3.65, 98's; blends, made from spring and Pacific Coast hard wheats, \$4.50@5.15, 98's. Spring wheat patents, car lots, coast, arrival draft terms: Dakota, \$5@5.80; Montana, \$4.40@5.30.

#### FLOUR OUTPUT

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

	Output bbls	Pct. of activity
Nov. 29-Dec. 5	27,810	55
Previous week	26,977	57
Year ago	28,631	61
Two years ago	29,337	64
Three years ago	31,776	67
Four years ago	29,130	63
Five years ago	25,992	55

Output of Tacoma mills, with weekly aggregate capacities of 67,000 bbls, as reported to The Northwestern Miller:

	Output bbls	Pct. of activity
Nov. 29-Dec. 5	47,770	83
Previous week	46,310	81
Year ago	26,937	61
Two years ago	50,104	87
Three years ago	61,230	90
Four years ago	62,739	92
Five years ago	32,062	56

#### Ogden Trade Light

OGDEN, UTAH.—Extremely light business was reported by Ogden mills last week, although shipping was sufficiently heavy to warrant operations at 80 per cent of capacity, with country mills of Utah and southern Idaho operating at 40 per cent of capacity. Southern California took the major portion of the output, although intermountain dealers and bakers secured some of the shipments, particularly in mixed cars. Mills report future orders sufficient to guarantee operations far into February, anticipating heavier shipping instructions immediately after Jan. 1. Prices were reduced to all markets.

Quotations, Dec. 12: to southeastern states, 15c bbl lower, first patents \$3.70@4.10, straights \$3.60@3.80 and second grades \$3.40@3.65 bbl, car lots, f.o.b., Memphis and other lower Mississippi River common points; to California dealers, 20c bbl lower, family patents \$4.60@4.80, second patents \$4.10@4.40, straights \$4@4.30 and second grades

\$3.70@4.10 bbl, car lots, f.o.b., San Francisco and other California common points; to Utah and Idaho dealers, 30@40c lower, fancy patents \$4.50@5, second patents \$4.50@5, straights \$4.40@4.60 and stuffed straights \$3.80@4 bbl, car lots, f.o.b., Ogden.

#### Sales Slow at Los Angeles

LOS ANGELES, CAL.—There was little activity in flour last week. Mill representatives have been active in their continued problem of effecting regular deliveries on contracts. Family flour business has continued brisk, but buying is principally confined to near-by delivery periods. Little spread has been noticed in the price quoted by retail distributors on private and locally and nationally advertised brands of flour, which is indicative of close selling and insistent demand for business. Bakery organizations have taken a fresh breath due to recent advances of 1@3c per loaf on bread. There has been no indication of price cutting on bread since the rise.

Quotations, Dec. 11, car lots, sight draft terms: Montana spring wheat patents \$5.80@6; Utah-Idaho family patents \$4.80@5, stuffed straights for Spanish draft \$3.90@4.30, hard wheat patents \$4.35@4.60; Pacific Northwest bluestem patents \$4.60@4.80, hard wheat patents \$4.75@5, pastry \$4@4.20; California bluestem patents \$4.60@4.80, pastry \$4.10@4.30, family patents \$4.60@5.

#### San Francisco Prices Lower

SAN FRANCISCO, CAL.—Mill quotations have been reduced 20c bbl, resulting in no additional interest. With the continued weakness of the market, bakers are assuming a bearish attitude, and refuse to anticipate requirements. Contract deliveries are fairly active, with sales confined to scattered small lots for fill-in requirements. Quotations, car lots, draft terms, San Francisco, Dec. 11: eastern family patents, \$4.60@4.80; California family patents, \$4.50@4.70; Ore-

Pacific Coast wheat shipments to the Orient this season have been 9,707,300 bus; last season, 3,704,413.

Claude E. Farr, of Ogden, divisional sales manager for the Sperry Flour Co., has returned from a business trip to Denver and other Colorado cities.

P. G. Ostroot, of Portland, manager of the northwest grain division of the Sperry Flour Co., was a recent visitor on the San Francisco Grain Exchange.

Wheat shipments by water from Washington and Oregon for the season to Dec. 1 (flour included) were 28,459,623 bus, compared with 26,997,396 the season before.

W. S. Allen, export manager for the Fisher Flouring Mills Co., Seattle, who has been visiting the markets of China, Hongkong, the Philippine Islands, French Indo-China and the East Indies, will arrive at Seattle early in January.

E. R. Alton, Ogden manager for the Globe Grain & Milling Co., was named a member of the special drought relief committee for the central western shippers' advisory board, which held a meeting recently at Pocatello, Idaho. This committee is seeking special drought relief freight rates for wheat and hay ship-

gon-Washington bluestem blends, \$4@4.30; northern hard wheat patents, \$4.30@4.50; northern pastry, \$3.30@3.50; Dakota standard patents, \$6.25@6.50; Montana standard patents, \$5.40@5.60; Idaho hard wheat patents, \$4.20@4.40; California bluestem patents, \$4.20@4.40; pastry, \$3.60@3.80.

#### WAX PAPER SIMPLIFICATION

The division of simplified practice of the National Bureau of Standards has just announced that the simplified practice recommendation covering waxed tissue paper has received the required degree of support from the industry and may be considered effective from Nov. 1, 1931. Waxed paper covered by this recommendation is paper treated with paraffin wax in order to fill the pores of the paper to make it resistant to moisture and to odors. Its principal use is to protect food products from dust and vermin. The familiar bread wrapper is a typical example. The program will establish uniform qualities of raw stock for this material and will eliminate many sizes of sheets and lengths of household rolls. Of special interest is the recommended elimination of the 400 sheet ream which has been in use in at least one section of the country.

#### IDLE LONDON FLOUR MILL REOPENED FOR BUSINESS

LONDON, ENG.—For some time past the plant of the Sun Flour Mills, London, one of the mills in the group known as the Associated London Flour Millers, Ltd., has been closed. However, on Nov. 16 it was restarted, as the lower currency exchange is helping the export of English milled flour to Scandinavia and the Continent, and there has been considerable improvement of late in the milling business generally. Therefore, there is every prospect of the mill disposing of its output without difficulty.

#### PANAMA RAIL ROAD PURCHASES

NEW YORK, N. Y.—The Panama Rail Road Co.'s purchases, Dec. 11, consisting of 2,400 sacks of unbleached 95 per cent hard winter wheat flour, for delivery on the isthmus during January, were made from the Wichita Mill & Elevator Co., Wichita Falls, Texas, at \$3.20. The 785 sacks of unbleached spring wheat flour, 70 per cent short patent, were purchased from the Duluth-Superior Milling Co., Duluth, at \$4.27, delivery New York.

## NEWS and PERSONAL

ments between various Utah and Idaho communities.

The San Francisco Flour Dealers' Association will hold its annual Christmas party, Dec. 18, at the California Golf Club, San Francisco. The program calls for golf during the afternoon, to be followed by a dinner and other activities in the evening.

Twenty interior mills of Washington, Oregon and northern Idaho, with monthly aggregate capacities of 256,800 bbls, made 250,510 bbls flour in November, according to the North Pacific Millers' Association, or 87 per cent of capacity. Washington interior mills operated at 94 per cent of capacity; Oregon, 102; northern Idaho, 115.

Waterborne shipments of flour from the Pacific Northwest for the season, July 1, 1930, to Dec. 1, 1931, were 2,179,636 bbls, compared with 2,739,924 for the same period the previous season, as follows: to the Orient, 1,021,922 bbls, against 1,599,457; South and Central America, 116,813, against 95,114; Europe, 78,989, against 100,838; Hawaii, 60,498, against 50,857; British Columbia, 3,232, against 7,142; Alaska, 35,000, against 16,862; Atlantic and Gulf ports, 239,485, against 265,525; California, 633,297, against 604,140.

## LETTERS TO THE EDITOR

#### A NOTE FROM THE "PHILANTHROPIST"

BOSTON, MASS.  
EDITOR THE NORTHWESTERN MILLER: You may imagine how surprised and gratified I was to see myself, in your issue of Nov. 18, resurrected from those days of the eighties when I was besieging Minneapolis with my employees' elevator. Only the old-timers will know me, but the third generation now riding the elevator may like to see who was responsible for the contraption. And you certainly did give my reminiscences of the early days "Following the Prairie Frontier," a generous welcome. Well, I always did have a soft spot for THE NORTHWESTERN MILLER—ever since Edgar as a peppy young man gave me the glad hand and my first publicity.

I gather that the flour business is suffering from too much capacity. This reminds me that when I first began milling, just 50 years ago this month, we were being told that the industry was hopelessly overbuilt and every fire was a godsend. For a while we had godsenders rather often—but a dozen booms and breaks have happened since then. That's our crazy way of doing business. So now let's cheer up; within a few months we may be riding along on a great wave of prosperity—everybody happy and hell-bent for the next panic. Please remember me to any old-timers who happen in.

Cordially yours,  
SERRI K. HUMPHREY.  
9 Pinckney Street.

#### BREAD PRICES ADVANCED BY 'FRISCO WHOLESALERS

SAN FRANCISCO, CAL.—Following the action of chain stores, which raised their 5c bread to 7½c a week ago, the Oakland and East Bay wholesale bakers advanced prices on their so-called "cheap" bread, Dec. 14. Previous prices to the independent grocers ranged 4½c for the 1-lb loaf and 7½c for the 1½-lb loaf, sliced or unsliced. The new schedule takes into consideration the sliced element and calls for 6c for the 1-lb loaf and 9c for the 1½-lb loaf, with 1c added to each for the sliced feature. Advertised brands of bread remain the same, 8c and 12c, no reduction ever having been made.

Much credit for this improved condition in the bakery business goes to the San Francisco Flour Dealers' Association which initiated the movement through active committees working in conjunction with William M. Foley, secretary of the California Master Bakers' Association.

Another committee of flour men is now meeting with the Retail Bakers' Association of San Francisco in an effort to bring order out of the chaos of prices existing among the many small retail community bakers, who in many cases are selling bread at 4c and 5c.

#### ITALIAN FARMERS START TARIFF PROTECTION DRIVE

ROME, ITALY.—At the annual meeting of the Italian council of agricultural societies the introduction of protectionist import duties on agricultural products was urged. It was argued that the Italian market is being inundated with Jugoslavian products and, as a result, prices are lower than during the pre-war period. Signor Tassinari, president of the Italian Farmers' League, declared that free trade in Italy would mean suicide. The opinion was pronounced that Italian corporations should refuse to buy foreign products as long as Italian products of equal quality are obtainable at equal prices. The council decided that an intensive propaganda will be started for the use of domestic products in Italy.



## Falling Off in Spring Trade at Toronto

IN domestic circles spring wheat flour trade at Toronto has fallen off. It is practically on a holiday basis now. Buyers did a lot of booking ahead in October and November so are not now in a position to call for more. Of course, there is the usual trade among small bakers and dealers which keeps travelers moving around and sales departments moderately active. While there are a good many transactions the total volume of this business is not large. It is not expected that domestic trade will show any new activity until after the holidays. Prices are unchanged. Quotations, Dec. 12: top patents, \$5; patents, \$4.75; second patents, \$4.40; bakers grade, \$4.30; graham and whole wheat flour, \$4.40; all per bbl, in 98's, jute, mixed cars, delivered, less 10c bbl for cash, plus cartage if used.

**Ontario Winters.**—Ontario winter wheat flour is offering more plentifully at somewhat lower prices. Country mills report a better delivery movement of wheat from farms which they attribute to demand for ready cash for Christmas shopping, taxes and such things. The tight situation of a few weeks ago pushed prices for this flour up to a point where exporting trade fell off but biscuit factories, domestic bakers and retail dealers all kept up their normal volume of buying. During the week prices declined about 20c bbl. Quotations, Dec. 12: 90 per cent patents, in bulk, sea-board, \$2.85@2.90 bbl; in second-hand jute bags, Montreal freights, \$3.

**Exporting.**—Mills all report slack times in this department. The better demand of a few weeks ago has entirely disappeared. The falling off is attributed partly to instability of sterling exchange. Another factor is the general uncertainty arising out of discussion as to whether or not Britain will establish control of her exports of wheat and flour. Neither buyers nor sellers care to operate under these handicaps. There is always a certain amount of booking for United Kingdom account but at present this is smaller than usual in volume and applies mostly to established brands for which there is a steady trade. Since a week ago prices have declined 1s. Quotations, Dec. 12: export patent springs, 25s per 260 lbs, jute, c.i.f., London, December-January loading; Glasgow, 6d over.

There is no demand for winter wheat flour for export to the United Kingdom, but some sales have been made to the West Indies and other similar markets. British importers are unable to pay Canadian prices in face of competition of flours from other sources of supply. Quotation, Dec. 12: 25s 6d per 260 lbs, jute, c.i.f., Glasgow.

**Ontario Wheat.**—Farmers are delivering wheat more freely and the market is easier. The street price now for wagon lots at mill doors is 60c bu; car lots, 62 @ 63c bu, country points.

### Slack Export Trade at Montreal

**MONTREAL, QUE.**—New export business in flour fell to a low ebb during the past week. The dislocated exchange situation, with sinking spells again being witnessed in the value of the pound sterling, continued to militate against business. Uncertainty as to what tariff or quota action might be taken by the new British Nationalist government seemed also an important overhanging factor restricting business. The decline in wheat markets and a somewhat less favorable sentiment as regards any substantial recovery being in sight, in view of generally unsatisfactory world financial con-

ditions, added to the picture. Navigation has closed at Montreal and exports must now go out of Atlantic ports, which may be another influence. The trade generally was anxiously awaiting definite information as to what was planned as regards quotas or tariffs by the British government.

Domestic business in flour remained about the same, a fairly good volume being done. Prices held unchanged, as follows, ex-track, Montreal rate points, per bbl, less 10c for cash: first patents, \$5; second patents, \$4.40; bakers patents or straights, \$4.30.

Winter wheat flour prices were unchanged also, remaining \$3.40@3.50 bbl, car lots, and \$3.90@4.10 for broken lots. Offerings continue light, but demand is only of moderate nature.

### Vancouver Reports Light Trade

**VANCOUVER, B. C.**—Export flour trade continued very quiet during the past week. Oriental buyers continue to hold off, due to political conditions in Manchuria. The principal item of interest during the week was the discussion of proposals being made by United Kingdom millers to the nationalist government in regard to a tariff on Canadian flour and wheat. At first it appeared that Canadian wheat might suffer very little from the proposed taxation measures urged by British millers, but latest advices indicate that flour exports from this coast will be hit severely. At present shipments are fairly irregular, due mainly to cheaper Australian offerings as a result of the exchange situation. Should the request of British millers, however, be granted by the government, it would cut shipments from this port very considerably and the damage would be even greater to eastern Canadian millers.

In the Orient, Canadian offers are still out of line with Chinese buyers' ideas and Australian offerings. Odd shipments of established brands continued to find a market in Hongkong, but the North China trade, for long the principal outlet for Canadian flour, is now almost entirely controlled by Shanghai mills grinding cheap Australian wheat. In reply to cabled offers from this side, Chinese importers exhibit no interest at present levels, but continue to express the hope that business can be done in January or February. Exporters here, however,

declare that even this prospect is not very bright.

Domestic flour sales are reported fairly slow. The usual Christmas rush has failed to materialize, and with bakers continuing to offer bread at 5c a loaf in the cash-and-carry stores and 7c for the delivered 16-oz loaf, housewives are not buying baking flour to make their holiday requirements.

Quotations, Dec. 11: first patents, \$4.85, cash car, 98-lb jutes; first bakers, \$4.70; second bakers, \$4.55; export patents, \$4.45. Pastry remains at \$5.50, cash car, 98-lb jutes or cottons, with a certain amount of Australian, American and Ontario pastry brands being offered in this market. The United States product is about on the same price level as local brands due to the drop in the Canadian dollar. Ontario is just slightly

less, but Australian offerings range from \$1 to \$1.10 bbl under. The Antipodes flour is not the same quality as other offerings, being about half way between a bread and a pastry flour.

### No Export and Slow Domestic Trade

**WINNIPEG, MAN.**—Western flour mills had a very slack time the past week, with practically no export business developing and domestic demand considerably less than it has been. At least one of the large mills did not operate and others were on very short time. The forward bookings are disappointingly small. Quotations, Dec. 12, were: top patent springs, for delivery between Fort William and the Alberta boundary, \$4.45 bbl, jute; seconds \$4.15; cottons 5c more; second patents to bakers \$4.15, car lots, basis jute 98's.

## The Canadian View of British Flour Imports

By A. H. Bailey

CANADIAN daily papers of Dec. 7 had a cable dispatch from London giving text of a letter written by the president of the National Association of British and Irish Millers to Premier Ramsay MacDonald, in which the subject of Canadian flour imports into Great Britain is discussed. Mr. Westcott wants Canadian and Australian flour to be made dutiable under the impending customs act. This is natural on his part, and could provoke no complaint from Canada had the argument upon which his letter was based been sound as to its facts. This it was not. Practically every statement Mr. Westcott made was inaccurate and some had the added fault of being insincere.

Above all things the Canadian milling industry wishes to avoid controversy with the British milling trade over this matter. Great Britain has the indisputable right to frame any customs tariff her parliament may wish to adopt without advice, criticism or interference from outside. Canada acts on that assumption herself and, therefore, must concede the same privilege to others.

Nevertheless, it is desirable that all information supplied to the British government for its guidance in reaching tariff decisions should be sound as to its

facts and fair in its bearing upon all interests concerned. In neither of these respects does the British millers' association argument, as published, measure up to standard. It compares the incomparable and mistakes prejudice for proof. The facts of the matter are simply that Canada has an established export flour trade with Great Britain which she wishes to retain. There is a certain amount of vested interest in that trade which belongs equally to the British flour importers who fostered it and the Canadian millers who supply the flour. This business is vastly more valuable to Canada than a corresponding volume of trade in wheat would be and, therefore, its perpetuation is desired.

Without the presence of pure Canadian flour from Canadian mills in British markets to set a standard for competitive products Canadian wheat would undoubtedly be depreciated in price and would shortly lose the benefit of the premium it has for years commanded. If left to their own devices in this regard British flour mills would certainly refuse to recognize in the form of higher prices the superior quality of Canadian hard spring wheat. It was the greater value of imported flour from Canadian mills that forced them to concede a premium on Canadian wheat in the first place, and nothing but the continuing presence of Canadian flour in their markets will insure the perpetuation of that premium.

For this and other good reasons Canada desires to retain freedom of entry for her flour into the markets of Great Britain, and will not allow arguments that are based on false or unsound premises to rob her of that privilege.

## NOTES on the TRADE

R. J. Pinchin, manager, Copeland Flour Mills, Ltd., Midland, Ont., visited Toronto last Friday.

W. W. Hutchison, Montreal, who is so widely known in the Canadian flour trade, was in Toronto on Dec. 11.

In the three months of crop year ending October Canadian mills produced 5,498,998 lbs corn flour and meal.

Canadian cereal mills produced 3,099,830 lbs oatmeal and 37,523,976 lbs rolled oats in the three months of crop year ending with October.

In a review of the world wheat situation issued by the Royal Bank of Canada it is stated that the surplus this year is 192,000,000 bus larger than the importers' requirements of 776,000,000 bus, but when allowance has been made for reduced quantities and grain of poor

quality, a closer equilibrium exists between the demand for wheat and the supplies available than has existed for several years.

Production of flour in Canada in October was 1,693,925 bbls, making that the best month of this crop year. The total for three months to October was 4,512,825 bbls as against 5,010,749 in that quarter of last year.

In October Canada exported 476,487 bbls flour as against 792,271 a year ago. Great Britain took 187,449 bbls against 275,085 in 1930. In same month wheat exports were 27,472,000 bus as against 31,217,000 in 1930.

One of the flour mills belonging to D. C. Thompson, Orillia, Ont., burned on Dec. 6. The loss is estimated at \$25,000 to \$30,000 and is partly covered by insurance. Mr. Thompson owns another mill on a different site at Orillia.

## RETAIL BAKERS WOULD STOP SUNDAY SALE OF BREAD

**VANCOUVER, B. C.**—At a recent meeting of retail bakers in Vancouver, B. C., it was decided to appoint a committee to co-operate with the Lord's Day Alliance Association with a view to seeing what steps could be taken to stop the sale of bakery products on Sundays. A number of complaints were received by the meeting to the effect that Saturday business was being considerably damaged as the result of so many bakery shops selling products on Sunday. It was claimed that as the result of this the Saturday sales which formerly had reached such a high peak in the trade were gradually being seriously diminished.

# The Bumper Crop Year

*Sweet are the uses of adversity,  
Which, like the load,  
Ugly and venomous,  
Wears yet a precious jewel  
In his head.*—Shakespeare

"In my opinion," recently said a young but intelligently observing miller, "the chief enemy of flour milling prosperity is the bumper wheat crop and the ideally favorable milling condition. I have seen this proved over and over again. In May and June millers see a great crop coming to harvest and begin extraordinary preparations to secure their share of the prospective big demand for flour. There is, of course, no reason at all to assume that a generous supply of raw materials means exceptional demand

for its products, but millers are so accustomed to thinking it does that whenever they see a big wheat crop coming to harvest they invariably count on a big demand for flour.  
"So they get set—

*One for the money, two for the show,  
Three to make ready and four to go.*

"Then, when both consuming and distributing flour buyers, impressed by the ample supply of wheat back of the mills, take their time about buying, millers promptly become panicky and start to bludgeoning their customers with absurd prices and their competitors with accusations and hard names. In no time at all, the bumper crop year has been turned into a disastrous rout. They fight the year through, meanwhile watching the

new wheat crop condition with deep concern and a heart full of hope for another bumper crop.

"It is, so far as I can see, the year of hard and trying conditions, the year when wheat is hard to get and cash premiums a certainty, when production is cut down and every sale has to be made to count, that brings out the ability and sanity and energy in millers. Then it is that they trim ship, see that every man is on the job, watch their wheat supplies, fight for a profit in every order and squeeze the last cent out of by-products sales. Year after year, in our business as well as in that of our competitors and of this whole flour milling section, I have seen this thing work out—the prospective bumper year turned into a debacle and the promised thin and

hard year turned to account for a sound profit.

"I do not undertake to account for this. I only know that it is true, so true that I have come to look upon a great wheat crop in this section as certain fore-runner of something approaching disaster for flour milling. It seems foolish to wish for short crops and hard conditions, but, unless we could be assured of just moderate wheat crops and fairly steady conditions year after year, I am not so sure I would not rather take my chances with a series of tough years than with an endless procession of fat, easy times. Not as a prediction but as a mere suggestion of possibilities, I think a long enough period of bumper crop years would bust the whole milling business."

## LARGE EXPANSION IN CANADIAN DAIRYING

**Low Feed Prices Have Stimulated Hog Raising, Also—Bright Future Forecast in Export Markets**

MONTREAL, QUE.—Cheaper feed prices in Canada have induced a much larger hog production. With only four weeks of the calendar year remaining, total hog marketings in Canada in 1931 to date have been 2,411,845, as compared with 2,150,323 for the same period in 1930.

Lower prices naturally have followed. Hogs dropped to 4½¢ lb at Montreal during November. Prices even under that have been witnessed on other markets.

A silver lining, however, is that bacon products have been exported in increasing quantities as the year advanced. In October, the last month for which official figures are available, Canada's meat exports were the best of any month in 1931, and bacon products were the major item.

Even though prices are low, Canadian farmers are being advised to continue feeding grain to hogs as an important means of revenue in the future, the official publication of the Canadian Association of Live Stock Packers giving such advice in its latest issue.

Particular encouragement is felt from efforts now going on to increase trade within the British Empire, it being considered that preferences are likely to come to Canada in the matter of bacon imports into the United Kingdom.

The same attitude is taken with respect to dairy products. The swing to butter production in Canada was particularly noticeable in 1931, enabling a revival of exports to the United Kingdom, the 1931 season's total exports to England from Montreal being 152,878 boxes of 85 lbs each, compared with 163 boxes last year. This was the largest total of exports in five years.

Latest official estimates place the increase in butter production for 1931 to date for the whole Dominion at 15.7 per cent over the same period last year. This increase is fairly evenly distributed between the maritimes, Ontario and the prairie provinces.

That there is plenty of room for development in the export of butter is shown by figures with respect to the requirements of the British market alone, which last year took a total of 761,783,824 lbs—over 27,000,000 more than Canada's total exports of butter since 1868. British buyers prefer Canadian butter and cheese as is shown in the premium these bring in the old country market. And with export prices ruling the market again there seems to be no limit to the practical expansion of the dairy industry throughout Canada on a thoroughly sound basis.

### CANADA CONSIDERS TURNOVER TAX

MONTREAL, QUE.—Faced with the need of increasing revenue, Canada is engaged in exploring the most feasible

methods of doing this, and the latest rumor is that the sales tax is to be abandoned, to be substituted by a turnover tax. Revenue from the sales tax has been disappointing, owing to the depression, and it is estimated that one year's imposition of a turnover tax would pour about \$80,000,000 into the treasury.

The federal government is facing a deficit on current account of nearly \$100,000,000, plus expenditures for the Canadian National Railways of \$115,000,000; plus unemployment relief of \$40,000,000; plus other small items running the total deficiency of the administration to perhaps \$300,000,000.

The National Service Loan, just so successfully launched, \$150,000,000 being asked and \$215,000,000 being subscribed, has prevented what would have been a serious matter in Dominion finance—some say a crisis—but it will enable the government to carry on for only a few months.

### HEAVY EXPORTS MAY PRODUCE SMALL CANADIAN CARRY-OVER

WINNIPEG, MAN.—Exports of Canadian wheat during November were the highest of any month this season, with a total of 19,153,000 bus cleared in the four weeks ending Nov. 27. This compares with 18,892,950 bus in the preceding five weeks, and brings the total for the 17 weeks, Aug. 1 to Nov. 27, up to 60,686,699 bus, or a weekly average of about 3,500,000 bus.

At this rate Canada would export 185,000,000 bus for the season ending July 31, 1932, an amount which would leave a very much smaller carry-over in

the Dominion than has been the case for several years.

Vancouver and other Pacific ports are scheduled to export large quantities of Manitobas in December and January, and with Montreal closed for the winter, it is expected that the western route will be the most active in the next three months.

Deliveries of wheat from farms in western Canada have slumped and the visible supply will steadily decrease from now on. Country elevators in the three prairie provinces are storing about 82,000,000 bus of wheat at the moment while a further 42,000,000 bus are held at the Fort William and Port Arthur terminals.

### NEW POOL PRESIDENT

WINNIPEG, MAN.—L. C. Brouillette was appointed president of the Saskatchewan Wheat Pool last week to succeed the late A. J. McPhail. R. J. Moffat, who had been managing director of this organization since 1926, failed to gain re-election to the board and was therefore disqualified from holding this important office.

Mr. Brouillette, who for a number of years held the position of vice president, has always been regarded as the leader of the "left wing" of the pool movement in Saskatchewan. He is a strong advocate of compulsory pooling and his efforts in this connection were largely responsible for the big campaign for legislation in the early part of this year.

Six members of the last board of directors failed to secure re-election this year.

*New York City  
December 4, 1931*

*Editorial Staff,  
THE NORTHWESTERN MILLER,  
Minneapolis, Minn.*

*Gentlemen: With the approach of 1932 we have decided to double our space in THE NORTHWESTERN MILLER, and it seems a timely occasion to write you a line of appreciation.*

*You are without a doubt one of the very finest publications in America. THE NORTHWESTERN MILLER shows shrewd insight combined with fine literary style in its editorial make-up. Your covers are invariably interesting and well printed and you use a quality of paper that does justice to advertisements.*

*Long live THE NORTHWESTERN MILLER!*

*Very truly yours,  
LORENZO BENEDICT,  
President, Worcester Salt Co.*

## TRADING IN COTTON DULL; PRICES WEAKER

**Far Eastern Buying of American Cotton Continues—Russian Production Larger—Burlap Prices Hit Low**

Remis Bro. Bag Co.'s cotton goods index, a composite figure reflecting wholesale prices of principal cotton cloth used in bag making, expressed in cents per yard of cloth, is 3.11 as compared with 4.45 a year ago. The Remis composite figure reflecting duty paid early shipment prices of heavy and lightweight Calcutta burlap, expressed in cents per pound of cloth, is 6.98 as compared with 7.82 a year ago.

New York, N. Y.—Trading in cotton was dull last week. Prices, on the whole, were weak, and there was little interest, with no particular feature. There was trade buying on scale-down orders, and according to reliable sources, the Far East continues to buy American cotton, probably because of the light shipments of Indian cotton and the favorable relation between it and American goods.

The trade feels that in view of grain and stock markets, cotton is holding up well, and it is felt that general improvement in conditions will also help this market considerably. Advice from London showed higher markets for Indian cotton, based, it was said, on reports of further reductions in the Bengal crop. The crop reporting board of the Department of Agriculture, in its December forecast of the United States cotton crop, estimated 16,918,000 bales, the second largest crop ever produced. The production per acre is the highest on record and the estimated acreage picked was placed at 10,951,000. Ginnings from the crop to Dec. 1, amounted to 15,923,451 running bales compared with 12,837,000 last year. The average weight of running bales this year will be the highest on record, the department indicated.

Russian production is expected to be around 2,000,000 bales compared to 1,550,000 bales last year. The Chinese crop is expected to be lower and looks now as if it would be about 20 per cent below the 2,250,000 bales of last year. In Egypt, also, a decrease of about 43,000 bales is expected.

Inquiry on burlap was light. Spot burlaps have reached the year's low price, and months will be required to bring the large stocks to more normal figures.

### MACARONI WORKERS STRIKE

New York, N. Y.—In the strike of macaroni workers which has closed down most of the factories in New York, Brooklyn, Jersey City and Long Island City, it is now reported by the Amalgamated Food Workers' Union, which called the strike, that in a few individual instances settlement has been made and the men have gone back to work, but nothing has been done by owners who are members of the macaroni men's association.







Quotations appearing in these columns are of Tuesday, the day preceding publication, and are per ton, car lots, 100-lb. lots, at points indicated. Readers interested in feed markets other than those covered here are invited to subscribe to *Feedsuffs*, a feed newspaper issued every Saturday by the publishers of *The Northwestern Miller*, the subscription price being \$1.00 per year, or 50c per year to the regular subscribers of *The Northwestern Miller*.

### Irregular Trend in Feed Prices

PRICES for leading feeds fluctuated irregularly last week, the average being slightly higher in spite of lower grain markets. The feed price index compiled by the bureau of agricultural economics advanced from 52.9 per cent of the basic 1926 level on Dec. 2 to 53.3 per cent on Dec. 5 and 54 per cent on Dec. 8. The November average was 57.3, compared with 83.4 a year ago.

Although winter weather now covers most of the northern half of the United States, feed demand in all sections is quiet. Farm income for dairy products, cattle and hogs has been declining recently, and this has influenced the volume of feed business adversely. In addition, there is a natural tendency in the last few weeks of any year to restrict purchases and liquidate stocks as much as possible prior to the taking of annual inventories.

#### WHEAT MILLFEED

Recent developments in the millfeed markets have been remarkable, in that shorts and middlings, selling a month or so ago at premiums of \$3@4 ton over bran, are now practically on a parity with the latter. This has resulted largely from the sharp contraction in demand from hog feeders, following the drop in hog prices to the lowest levels in many years, and the consequent reflection of this lesser buying in the activities of dealers and the smaller distributors. Mixed feed manufacturers also are normally heavy buyers of shorts and middlings at this time of the year, but, with little outlet for their rations, they are now taking a greatly reduced volume. Bran is in light demand, but is more active than the heavier offals. Price movements are irregular, spring wheat bran being unchanged from a week ago, while flour middlings and red dog are 50c@51 ton lower. Hard winter wheat bran and brown shorts show an advance of 50c@51, and gray shorts a rise of \$1.50. The soft winter wheat feeds also are higher. The principal strength underlying the millfeed market is the light production in all of the important milling areas of the country. With recent flour sales the smallest for the season to date, and shipping directions on old orders slow, an even further drop in output is anticipated in the next few weeks. Thus, even though demand is limited, it is sufficient to absorb most of the current offerings.

#### LINSEED MEAL

Linseed meal prices also moved irregularly, strength being shown in some markets and weakness in others, depending on local conditions. Crushers generally quoted prices unchanged to \$1 lower than a week ago, but resellers were active in offering at a decline of fully \$1 ton. Feed manufacturers are buying little, and demand is slow. Light output and prospect for further curtailment is the main bullish influence.

#### COTTONSEED MEAL

Cottonseed cake and meal strengthened somewhat early last week when the government cotton report failed to show an expected increase in the estimate of the crop. This strength later was lost and prices declined irregularly, going as much as \$1.25 ton under a week ago in some markets, and being virtually unchanged in others. Continued mild weather over much of the South permitted use of pastures and reduced demand for concentrates, and buying for export was very slow. Mixers took only scattered small lots.

#### CORN BY-PRODUCT FEEDS

Corn gluten feed and meal quotations have been advanced 50c ton for January shipment, December prices remaining unchanged. Production is fairly heavy, and buying slow to fair. Demand for hominy feed is fair in the Middle West, but quiet in the East, resulting in slightly higher markets in the former and slightly lower prices in the latter. Production is moderately heavy.

#### ALFALFA MEAL

Alfalfa meal prices are unchanged except on the Pacific Coast where declines of as much as \$2 ton were registered, due to lower hay values. New business in most territories is extremely slow, with many feed manufacturers and distributors unable to order out old bookings and showing virtually no interest in fresh purchases.

### Wheat Trend Unsettled

THE marked weakness in stocks and bonds was an influence which the wheat market, for the most part, was unable to shake, and prices slumped considerably before a rally brought a sizable recovery. However, the Chicago market was the strongest in the world, and values gained on other domestic and foreign markets. Chicago prices are now nearly the same as those at Liverpool, and one market commentator points out that, considering exchange rates and comparative grades, Winnipeg prices are nearly 12c under Chicago.

With European economic and financial conditions in such a distressed state, the outlook for export business is not good, especially in the United States, where prices are so much out of line, although it is possible for the farm board to sell their monthly quotas. Sales to Europe last week were small. World shipments amounted to 11,180,000 bus, of which North America supplied 5,839,000 bus. Russian shipments have fallen off, but the Danubian countries continue to export much more than a year ago. The supply of wheat on ocean passage decreased 4,016,000 bus for the week, making the total 29,736,000 bus, compared with 37,504,000 a year ago.

The possibilities of a small winter wheat crop remain important. Moisture was received over part of the belt last week. With winter wheat acreage reduced 15 per cent to the smallest total in 18 years and the condition of the crop much below

average, the chances for a small crop are large. However, light winter killing and ideal growing conditions would produce a good winter wheat crop next year.

Clear weather prevailed in Argentina lately, but there has been much rain in that country, and Broomhall reports that it is now certain that the movement will be delayed. Fears of damage to quality also have been expressed.

The domestic cash wheat situation is about unchanged. Movement to market is considerably smaller than a year ago, despite the larger crop. The visible supply declined 4,145,000 bus, compared with 1,621,000 a year ago. The total now is 214,509,000 bus, compared with 189,620,000 a year ago. The Canadian visible increased 759,000 bus, making the total 74,528,000 compared with 89,685,000 a year ago. Country markets in Canada are moderate now, and stocks in farmers' hands are thought to be small.

Dullness in flour sales led to somewhat less active mill demand for wheat, and offerings were a little more liberal than in the previous week. As a result, premiums were generally lower. At Minneapolis, spring wheat premiums dropped about 2c bu, despite light receipts. Demand at Kansas City was less urgent, and premiums on hard winters were lower. Soft winter premiums also were soft, declining fractionally at St. Louis.

#### CORN

Interest in the corn market has dwindled considerably, which is unfavorable for prices. The trend of the market was lower, and prices failed to rally much on shipping in wheat. Offerings continue light, with demand very dull, especially from shipping interests. Speculators fear that the country will become discouraged waiting for higher prices and begin to sell freely. However, the holding tendency still is strong. The visible supply increased 400,000 bus, making the total 10,024,000 bus, compared with 9,862,000 a year ago.

#### OATS

Changes in oats prices were only fractional, and the market was dull. Marketings continue very light, last week's primary receipts being slightly more than half those of a year ago. Demand remains moderate. A small export business was reported from Canada. The visible supply declined 114,000 bus, making the total 15,976,000, compared with 28,137,000 a year ago.

#### RYE

The rally in wheat brought a sizable upturn in rye prices. Offerings continue light, and mills absorb high quality rye at steady premiums. There has been no important export business from the United States, but Canada sold a little last week. The world situation remains bullish, with Russia shipping smaller quantities. The visible supply declined 115,000 bus, making the total 9,510,000 bus, compared with 15,788,000 a year ago.

#### BARLEY

Prices of barley were steady last week, only fractional changes in price occurring. There is a fairly good cash demand for both malting and feed types. Offerings are not large. There is a small export trade being done in Canada. The visible supply declined 152,000 bus, making the total 4,365,000, compared with 11,594,000 a year ago.

#### FLAXSEED

There was not much change in flaxseed prices during the past week. Crusher inquiry for cash seed continues dull, despite very light receipts. Deliveries on December contracts were light. Argentine news is less bearish. Weather was less favorable for harvest and damage to quality is feared. Stocks at Minneapolis and Duluth declined 97,000 bus, making the total 988,000 bus, compared with 1,214,000 a year ago.

### Millfeed Markets in Detail

#### CENTRAL WEST

*Chicago.*—Demand slow; supplies are rather limited; trend firmer. Spring bran \$14.50, hard winter \$13.75; standard middlings \$14, flour \$14.25; red dog, \$15.

*St. Louis.*—Demand very quiet; supplies lighter; trend steady to easier. Bran \$11.75@12.05, pure bran \$13; brown shorts \$11.80@12, gray \$12.05@12.30.

#### THE NORTHWEST

*Minneapolis.*—About the only outstanding feature is continued weakness in the heavier grades. The spread between bran and red dog is now only \$1 @1.50. Low prices on pork, combined with unfavorable credit conditions in the South, restrict demand for red dog. Absence of snow throughout the country, combined with unseasonable temperatures, is curtailing consumption. Were it not for the fact that production is light, prices undoubtedly would go lower. However, spring wheat mills have little to offer, particularly of bran and standard middlings, and, with shipping directions on flour light, they look for continued limited output. After Jan. 1 they rather look for improved consumption, and ask 50c over spot for January shipment, and \$1 over for February. Buyers, temporarily, are not inclined to pay a premium for deferred delivery. Bran and standard middlings are held at \$12.50@13; flour middlings, \$13@14; red dog, \$13.50@14.50; wheat mixed feed, \$14@14.50; rye middlings, \$9.

*Duluth.*—Demand fair; supplies small; trend steady; mills timid about selling ahead beyond what they already have contracted for. Bran, \$14.50; standard middlings \$15.50, flour \$16.50; red dog, \$17.50.

*Des Moines.*—Demand considerably improved; supplies adequate; trend slightly downward. Bran, \$14@16; shorts, \$15; standard middlings \$17, gray \$18, flour \$20; red dog, \$17@22.

#### THE SOUTHWEST

*Kansas City.*—Demand negligible, and mainly confined to spot and immediate;

production has increased, due to slightly better shipping directions on flour contracts; prices receded with the increased offerings. Bran, spot and immediate shipment, \$10.50@11; gray shorts \$10.50 @11, brown \$9.50@10. The latter are weak, in spite of the small supplies available; mills are not making any.

*Atchison.*—A decline in price is resisted on account of limited milling operations. Bran, \$11.40; mill run bran, \$11.70; gray shorts, \$12.

*Oklahoma City.*—Demand slightly better; very little change in prices—probably 5c. Bran, per 100 lbs, 65c; mill run, 70c; shorts, 75c.

*Omaha.*—Demand fair; supplies light; trend steady on bran and middlings, higher on shorts and lower on red dog. Standard bran \$11, pure \$11.50; brown shorts \$11.50, gray \$12; flour middlings, \$13.50; red dog, \$18.

*Denver.*—Demand fairly steady; supplies ample; trend steady. Red mill run bran \$16, white \$23; gray shorts \$22, white \$24.

*Wichita.*—Demand only fair; trend is steady; prices unchanged. Bran, \$11; mill run, \$12; shorts, \$13.

*Salina.*—Demand moderate; supplies scarce; bran and shorts \$1.50 higher; some round lots bran moving to the Pacific Coast and Missouri River; some shorts being sold to western states for immediate shipment; future delivery call extremely quiet. Bran \$10.75@11.50, shorts \$11@11.50, basis Kansas City.

*Dallas.*—Demand fair; supplies ample; trend steady. Delivered Texas points, 100-lb bags; bran, 70@72c; brown shorts 85@88c, white \$1.13@1.15.

*Fort Worth.*—Demand poor; supplies ample; trend fairly steady. Wheat bran \$12, gray shorts \$14, white \$18@19, delivered group 1.

#### THE EAST

*Buffalo.*—Demand light; supplies low; trend firm; lower quotations from western mills keeping prices to present levels. Standard bran, \$15.50; standard

middlings \$15.50, flour \$17; second clear, \$20; red dog, \$17.50; heavy mixed feeds, \$18.

**New York.**—Demand light for future business; supplies not pressing; Buffalo mills offerings cheaper; with Minneapolis offerings; also some re-selling by jobbers. Bran, \$19.30@19.80; middlings, \$19.80@23.30; red dog, \$23.30@23.80.

**Boston.**—Demand moderate; supplies fair; trend firmer. Spring bran \$19.50@20, winter \$19.50@20; middlings, \$19.50@20; mixed feeds, \$22@24; red dog, \$22@22.50.

**Baltimore.**—Demand based on actual needs; supplies have increased; trend is weaker; the heavier offal is relatively weaker than bran; spread between light and heavy feeds has narrowed. Spring wheat bran \$19, winter \$19.50@20; standard middlings \$19, flour \$20; red dog, \$20.50@21.

**Philadelphia.**—Demand slow; supplies adequate; trend downward. Bran, standard spring \$19@19.50, pure \$20, pure hard winter \$20@20.50, soft winter \$20.50@21; middlings, standard \$20@20.50, flour \$21.50@22; red dog, \$23@23.50.

**Pittsburgh.**—Demand fair; supplies normal; trend unsettled. Spring wheat bran, \$18@18.25; standard middlings \$18.25@18.50, flour \$19.25@20.50; red dog, \$22.50.

**CENTRAL STATES**

**Toledo.**—Demand lighter; prices, particularly of middlings, firmer; trend more steady. Soft winter wheat bran, \$14@15; mixed feed, \$14.50@15; flour middlings \$14.50@15.25, standard \$13.25.

**Cleveland.**—Demand quiet; supplies ample; trend firm. Hard winter wheat bran \$16.25@17, soft winter \$16.50@17.50, spring \$16.50@17.80; standard middlings \$16.50@17.50, flour \$17.50@18.80; red dog, \$20.45.

**Cincinnati.**—Demand improved; supplies ample; trend steady to strong. Bran, soft winter wheat \$15.50@16, hard winter \$15.50@16; middlings, standard spring wheat \$16.50@17, flour \$18@19, soft winter \$17@18; gray shorts, \$16@17; red dog, \$19@20; wheat mixed feed, \$16@17.

**Indianapolis.**—Demand inactive; supplies fair; prices about steady to unchanged. Soft winter wheat bran \$16@16.50, standard middlings \$16.75@17, mixed feed \$17@17.50, flour middlings \$18@18.50; spring wheat bran \$14@14.50, standard middlings \$14.75@15, mixed feed \$16@16.50, flour middlings \$17@17.25, red dog \$18@19.

**Columbus.**—Spring wheat bran, \$17.50@18, hard winter bran \$16.50@17, soft winter bran \$17@17.50; standard middlings \$17.75@18, flour middlings \$18.75@19; red dog, \$19.25@19.50.

**Louisville.**—Demand fair; supplies ample; trend easy. Bran, \$14.50@15; mixed feed, \$15@16; middlings, brown \$15.50@16, gray \$16@19.50, standard \$15.50; red dog, \$19@20.50.

**Detroit.**—Demand fairly brisk; supplies abundant; trend much easier; prices down \$1 on all items. Winter wheat bran \$18@18.50, spring wheat \$17@17.50; fancy flour middlings \$19@19.50, standard \$17@17.50; red dog, \$20@20.50.

**THE SOUTH**

**Memphis.**—Demand light, especially for gray shorts; offerings ample; trend steady. Wheat bran, 100-lb burlaps, \$13.50; gray shorts, \$14.50.

**Birmingham.**—Demand light; supplies heavy; trend steady. Standard grade bran \$17@18, pure wheat \$18@19; gray shorts in burlaps, unstamped, \$18.50.

**Nashville.**—Demand fair to slow; supplies only fair; \$1@1.50 lower. Wheat bran, \$16@17; standard middlings, \$17.50@18; f.o.b., Ohio River stations, soft wheat bran \$11@15, standard middlings \$12@17.

**PACIFIC COAST**

**Seattle.**—Market a little softer than a week ago. Washington standard mill run, \$21, coast; Montana mixed feed, \$21; Washington white bran, \$20@22.50; Kansas bran, \$19.50; Canadian bran, \$19.

**Ogden.**—Demand slow in California and intermountain states; supplies normal; trend downward. To California, red bran and mill run \$21, blended \$22, white \$23, middlings \$32, f.o.b., San Francisco and other California points; to Utah and Idaho, red bran and mill run \$17, blended \$18, white \$19, middlings \$28, f.o.b., Ogden.

**San Francisco.**—An unusual movement of Kansas bran to California has satisfied immediate demand, due to cheapness compared with other feeds; approximately 1,000 tons have been sold; offerings from other sections light and firmly held. Kansas bran, \$20@20.50; Ogden white mill run \$26@27, blended \$23.50@24.50, red \$23@23.50; northern red and standard mill run \$23@23.50, white bran and mill run \$23@25, middlings \$25.50@26, shorts \$24.50@25; Montana bran and mill run \$22@23, low grade flour \$27@28.

**Los Angeles.**—Demand steady; supplies ample; trend firm. Local and Utah-Idaho mill run, in 80-lb white bags, red \$22@23, blended \$22@24, white \$24@25; northern standard mill run, \$22@23, dock, Wilmington; Kansas bran, \$23@24, delivered California points.

**CANADA**

**Toronto.**—Demand good; supplies are promptly taken; mixed car lots absorb most of the production of big milling companies; prices have declined \$1.50. Bran \$19.50, shorts \$20.50, middlings \$28.50, mixed cars, net cash, delivered Toronto territory.

**Montreal.**—Demand not so good; supplies ample; trend lower. Bran \$19.75,

shorts \$20.75, middlings \$28.75, less 25c for cash.

**Winnipeg.**—Demand moderately good; supplies not abundant; trend steady; domestic sales fairly good, substantial supplies moving to the Atlantic and Pacific seaboard, with the United Kingdom taking liberal quantities. Manitoba, Saskatchewan and Alberta, bran \$14, shorts \$15, middlings \$22; small lots ex-country elevator warehouses, \$2 extra.

**Vancouver.**—Demand fair to good; some mills short of supplies; some dairymen are inclined to stock up for the winter at the present levels; local mills have reduced the spread between shorts and middlings from \$7 to \$5. Bran \$21, shorts \$22, middlings \$27, and feed flour \$31.

**FARMERS' NATIONAL DEFENDS ROLL OF SALARIES IN REPORT**

A committee of the board of directors of the Farmers' National Grain Corporation has forwarded a report to Senator Charles L. McNary, chairman of the Senate committee on agriculture and forestry, setting forth the position of the corporation on the question of salaries, which drew so much attention at the recent farm relief hearing before the committee.

The report declares that, as a national co-operative association, the board does not recognize any obligation on the part of the corporation to make public its business transactions, but foregoes this right, in this instance, in the interest of a clearer understanding on the part of the public of the corporation's aims and purposes.

Maintaining that the burden of a large portion of the criticism of the salaries paid by the corporation rests upon the theory that the funds are dispensed by the farm board out of the public treasury, the report points out that the farm board has nothing to do with the payment of the corporation salaries or with determining the amounts to be paid. No part of the revolving fund has been drawn upon for payment of salaries, the report states, and the total cost for salaries and wages of employees has amounted to not more than one fifth of a cent per bushel on all the grain handled by the corporation. During the first two years of its existence the corporation claims to have handled 390,000,000 bus of grain, which would mean salaries during the period of \$780,000.

**GRADE APPEALS AND BAKING TESTS KEEP BUREAU BUSY**

WASHINGTON, D. C.—A new record was established during the last fiscal year in the number of appeals handled by the several field offices of the Department of Agriculture under the grain standards act, according to the annual report of Nils A. Olsen, chief of the bureau of agricultural economics. The report covered the year ended June 30, 1931.

Appeals were carried to the department for final grading and certification on 86,608 lots of grain which had been graded by inspectors licensed under the grain standards act, Mr. Olsen said. This was an increase of about 8 per cent over the preceding year.

Of the total number of appeals handled, the federal grain supervisor sustained the grade assigned by the licensed inspector in 71 per cent. The grade was raised in 10.1 per cent and lowered in 18.9 per cent of the cases.

"Complex administrative problems have presented themselves during the year because of the large surplus of wheat carried over from previous years and because of the activities of agencies operating under the Agricultural Marketing Act," Mr. Olsen said.

In its study to obtain information on what constitutes wheat quality the milling, baking and chemical laboratory of the bureau made tests on 1,300 samples of wheat of different quality, grade or condition for the purpose of noting differences in characteristics.

Using the milling, baking and chemical characteristics of country run wheat as a standard of excellence a tentative scoring system was established. Comparative tests were made with terminal market outturn wheat (milling as well as contract type) and export wheats from different areas. The same scoring system was applied.

From this study it was possible to follow the variation in the milling and baking quality of wheat as it moved from the country through the terminal markets and on into export channels. Furthermore, Mr. Olsen said, as the studies were made on a scoring basis, it was possible to state the degree of variation numerically.

**CONFLICTING REPORTS ON RUSSIAN WHEAT OUTPUT**

The Soviet government has announced that grain collections for 1931, meaning the total stocks after rural needs have been filled, exceeded the amount for last year, when 800,000,000 bus reached government storehouses. No figures accompanied the report. It also was announced that the collections had reached 84.4 per cent of the plan on Dec. 10, and that the whole program would be fulfilled by the end of December. This is in direct contradiction to most of the reports regarding the Russian crop which have been circulating for several weeks.

Another sensational statement regarding the failure of the Russian wheat crop this year was made in St. Louis recently by V. T. Wilson, president of the Blue Diamond Fox Farms, Seattle, Wash., who recently returned from Finland. Mr. Wilson declared that his own observation, while in Russia, supplemented by reports of American engineers who came to Finland for vacations, indicated that the Russian wheat crop this year was practically a total failure.

The potato crop also was a failure, he says, and millions of Russians will starve this winter. In November, he says, Russia shipped into Leningrad four boatloads of wheat originally shipped out of the Odessa territory.

**NEW TEXAS FEED MILL TO BE IN OPERATION JAN. 1**

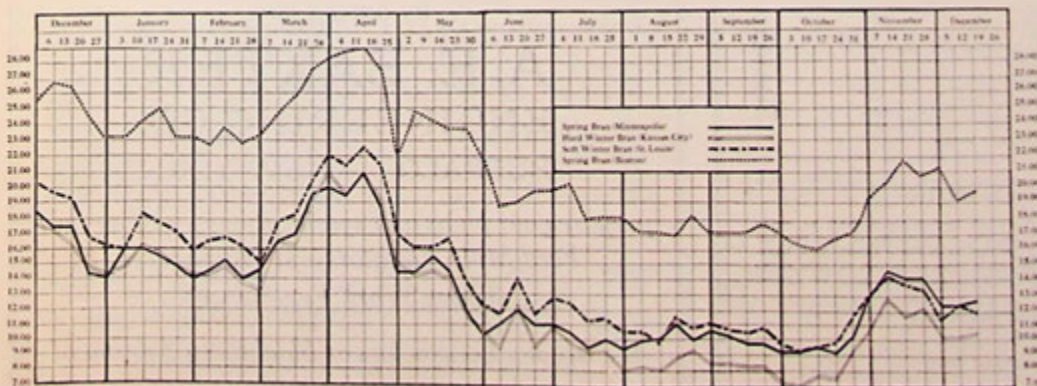
FORT WORTH, TEXAS.—The new feed mill of the Diamond Mill & Elevator Co., Sherman, Texas, will be ready to begin operations about Jan. 1. It will have a daily capacity of 200 tons of poultry and sweet mixed feeds. The Diamond firm is one of the units of the Kimbell Milling Co., Fort Worth.

**SUMMARY OF MILLFEED QUOTATIONS**

Millfeed quotations reported by wire Tuesday, Dec. 15, based on carload lots, prompt delivery, per ton, packed in 100-lb sacks:

	Chicago	Minneapolis	Kansas City	St. Louis	Baltimore
Spring bran	\$11.50	\$12.50@13.00			\$12.00
Hard winter bran	13.75		10.50@11.00	11.75@12.05	
Soft winter bran					19.50@20.00
Standard middlings*	14.00	12.50@13.00	9.50@10.00	11.50@12.00	19.00
Flour middlings†	14.25	13.00@14.00	10.50@11.00	12.05@12.30	20.00
Red dog	15.00	13.50@14.50			20.50@21.00
	Buffalo	Philadelphia	Boston	Columbus	Nashville
Spring bran	\$15.00	\$19.00@19.50	\$19.50@20.00	\$17.50@18.00	\$
Hard winter bran					
Soft winter bran		20.00@21.00	19.50@20.00	17.00@17.50	18.00@17.00
Standard middlings*	15.50	20.00@20.50	19.50@20.00	17.75@18.00	17.50@18.00
Flour middlings†	17.00	21.50@22.00		18.75@19.00	
Red dog	17.50	23.00@23.50	22.00@22.50	18.25@19.50	
	Toronto	Spring bran	Shorts	Middlings	
	\$19.50	\$19.50	\$20.50	\$25.50	
	Winnipeg	\$11.00	\$15.00	\$22.00	
	*Brown shorts. †Gray shorts. ‡Fort William basis.				

**Range of Bran Prices**









# 100 Years of Progressive Milling



New 2,000-Bbl Daylight Mill—One of Three Plants

## IDEAL FACILITIES

### ACME-EVANS COMPANY, Indianapolis

# A Favorite Prescription



Many a worried cracker baker has found relief and new life for his cracker business in the use of KISMET Flour. Leading cracker bakers choose it because it makes a better cracker, and it is absolutely dependable in uniformity and quality.

Why not try this favorite prescription for your cracker business?

**Noblesville Milling Company**  
Noblesville, Indiana, U. S. A.

Elevator Capacity 750,000 Bushels      Mill Capacity 1,200 Barrels Daily

## A New Whole Wheat—Made From Washed Wheat!

We are offering you an improved Whole Wheat Flour, milled from No. 1 Dark Northern high protein Spring wheat, every bushel of which is thoroughly scoured and then washed in crystal pure water.

And this genuine 100 per cent Whole Wheat Flour is stone-ground!

You owe it to yourself to write us for free samples of this unparalleled Whole Wheat Flour.

**Lawrenceburg Roller Mills Co.**  
LAWRENCEBURG, IND.




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

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

Domestic and Export      Ask for Prices

Write for Samples and Prices  
Cable Address "Igleheart"



Established 1850

Soft Winter Wheat Flour

Soft Winter Wheat Flour

**MERCHANT MILLERS—Evansville, Ind.**



**MORE** than one hundred ships, led by such famous liners **IVL** as the *Majestic* (world's largest ship), *Olympic*, *Homerie*, *Belgenland*, etc., in transatlantic service, and big **NEW** electric liners *Pennsylvania*, *Virginia* and *California* in Coast-to-Coast service.

Special facilities for the expeditious handling of flour.

### When You Travel

Frequent sailings to England, Ireland, France and Belgium by steamers of the *White Star*, *Red Star* and *Atlantic Transport Lines*. Largest, fastest ships from Coast-to-Coast through Panama Canal. Attractive rates—luxurious accommodations.

### Principal Freight Offices

A. C. Fetterolf, Vice-President, 1 Broadway, New York.  
J. D. Roth, Western Traffic Manager, Chicago, Ill.  
T. O. Nervig, W. F. T. M., 180 N. Michigan Ave., Chicago, Ill.  
George P. Corfino, Mgr., 137 So. 7th St., Minneapolis, Minn.  
R. J. Griffiths, S. W. M., 1100 Locust St., St. Louis, Mo.

For information regarding passenger accommodations, etc., apply to

### INTERNATIONAL MERCANTILE MARINE CO.

No. 1 Broadway, New York City  
Our offices elsewhere, or authorized agents

WHITE STAR LINE • RED STAR LINE  
ATLANTIC TRANSPORT LINE • PANAMA PACIFIC LINE  
WHITE STAR CANADIAN SERVICE • LEYLAND LINE

## SCANDINAVIAN-AMERICAN LINE

REGULAR DIRECT SAILINGS FROM

### New York to Oslo, Copenhagen, and Baltic Ports

Also from Boston, Philadelphia, Baltimore, New Orleans, Galveston and Houston to Copenhagen and Baltic Ports

Special attention given to prompt forwarding of Flour to all Scandinavian Ports

For freight and particulars apply:  
At New York, to Funch, Edie & Co., Inc.  
At Philadelphia, to S. L. Burgess & Co., 92 Lafayette Building.  
At Baltimore, to Ramsey, Scarlett & Co., Inc., Keyer Building.  
At Boston, to A. C. Lombard & Sons.  
At Galveston and Houston, Wilkens & Biehl.  
At Chicago, Messrs. Johnson, Phelps, Inc., 95 N. Michigan Ave.  
At New Orleans, to American Baltic Chartering & Shipping Co., 230 American Bank Bldg.

## 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, N. W. Agent, 316 Corn Exchange, Minneapolis, Minn.

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

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

**SOFT WHEAT FLOURS of UNUSUAL QUALITY**  
Sims Milling Co.  
FRANKFORT, IND.

**Holland-America Line**  
Regular Services from North Atlantic, Gulf and Pacific Coast Ports to Rotterdam and Amsterdam.  
For rates and other information, apply to  
**HOLLAND-AMERICA LINE**  
24 State Street, New York, N. Y.  
Also to  
**TEXAS TRANSPORT & TERMINAL CO.**  
at  
New Orleans, La., Whitney-Central Bldg.  
Galveston, Tex., 934 U. S. National Bank Bldg.  
Houston, Tex., 601 Cotton Exchange Bldg.

**MARTHA WAYNE**  
FANCY CAKE FLOUR  
Specially Milled from Choicest Soft Red Wheat.  
Something DIFFERENT and BETTER.  
MAYFLOWER MILLS, Ft. Wayne, Ind.

# The "Jo" Family of Flours

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

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



**WABASHA ROLLER MILL CO.**

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



## Mother Hubbard FLOUR

*An Insurance of High Quality  
Worth the Difference*

**HUBBARD MILLING CO.**  
Mankato Minnesota

### RYE PRODUCTS

**Chicago.**—Single cars make up the moderate business in rye flour, and only occasionally is a sale of greater amount reported. Last week in addition to the single car lots, there was one sale of 1,500 bbls. The local output totaled 7,313 bbls, compared with 6,294 the previous week. Mill asking prices, Dec. 12: patent white, \$3.40@3.60 bbl, jute; medium, \$3.15@3.40; dark, \$2.25@2.85.

**Minneapolis.**—Rye flour millers are marking time until after the holidays. Buying is at a minimum. Pure white rye flour, \$3.55@3.65 bbl, in 98-lb cottons, f.o.b., Minneapolis; pure medium, \$3.15@3.30; pure dark, \$2.75@3. Four northwestern mills last week made 10,495 bbls, compared with 7,756 in the previous week.

**Philadelphia.**—Demand for flour slow, and confined to small lots; market weak, with the outside figure extreme. White, \$1.10@1.40 bbl, in 98-lb cottons; medium, \$3.75@4; dark, \$3.25@3.50.

**Boston.**—Demand for flour limited. Choice white patents \$1.15@1.25, standard patents \$1@1.10; medium light straights \$3.80@3.90, medium dark \$3.70@3.80, pure dark rye \$3.60@3.70; rye meal, \$3.30@3.40.

**New York.**—Demand for flour light. White patent from western mills, \$1@1.35 bbl.

**Pittsburgh.**—Demand light; supplies ample; trend unsettled. Pure white flour, \$3.50@4; medium, \$3.25@3.75; dark, \$2.75@3.

**Buffalo.**—Demand light; supplies ample; trend steady. White, \$1.35 bbl; dark, \$3.70.

**St. Louis.**—Flour in very slow demand. Pure white, \$3.95 bbl; medium, \$3.60; pure dark, \$3.30; rye meal, \$3.40.

**Indianapolis.**—Demand for flour light; supplies plentiful; prices declining. Pure white, \$4.10@4.15 bbl, in cotton 98's; medium, \$3.75@3.80; dark, \$3.45@3.50.

### CORN PRODUCTS

**St. Louis.**—Cream meal, \$1.30 per 100 lbs; standard meal, \$1.15.

**Indianapolis.**—Very little interest on part of buyers; prices lower. Cream meal, per 100 lbs, \$1.25@1.30.

**Minneapolis.**—On Dec. 15, yellow and white corn meals were quoted at \$3.60@3.20 per 200 lbs.

**Pittsburgh.**—Demand light; supplies normal; trend steady. Fancy kiln-dried yellow and white meal, \$1.60@1.65 per 100 lbs.

**Memphis.**—Demand limited; trend is steady; stocks being reduced to minimum. Cream meal, basis 2 1/2's, \$1.90@2.30.

**Philadelphia.**—Trading quiet, but supplies small and market steady. Fancy kiln-dried meal, yellow \$1.52, white \$1.65; pearl hominy and grits, \$1.65.

**Nashville.**—Cream meal in fair demand; range narrow. Per 96-lb bag, \$1.30@1.40.

**Detroit.**—Demand fair; supplies plentiful; trend slightly easier. Yellow and white cream meal, \$2.75@2.85 bbl; yellow and white granulated, \$2.75@2.85.

#### J. J. HEBERT, PROMINENT RICE MILLER, IS DEAD

BEAUMONT, TEXAS.—Joe James Hebert, widely known rice miller, rancher and capitalist of this city, died Dec. 9 from pneumonia, following an operation for appendicitis. He was the major stockholder in the Beaumont Rice Mills, Inc., and with his father, Ben C. Hebert, and J. E. Broussard, president of that company, was extensively interested in rice lands and cattle ranches in southeastern Texas. Born in Abbeville, La., 57 years ago, Mr. Hebert was brought to Texas by his family when three years old. Besides his father, he is survived by his wife, three daughters and a son.



## This Mill

at the wheat cross-roads of the West  
can fill your needs for any type of quality bread flour.

Our location permits the milling of choice Northern Spring Wheat or of strong Turkey Hard Wheat. There is none better obtainable.

**INLAND MILLING COMPANY**  
DES MOINES, IOWA



The standard that others strive to reach

## White Swan Flour

SPRINGFIELD MILLING CO.  
SPRINGFIELD MINNESOTA

Established 1886



*After all,*  
 "There is  
 No Substitute  
 for Quality"



"Old Doc" ROSEN RYE

"IT'S THE ROSEN RYE FLAVOR THAT WINS THEIR FAVOR"

LET  
 "OLD DOC"  
 PRESCRIBE  
 FOR YOU

## BAY STATE MILLING CO.

HARD SPRING WHEAT & RYE FLOURS

WINONA, MINNESOTA

DAILY CAPACITY  
 FIVE THOUSAND BARRELS

For Over Forty Years...

KING'S GOLD

KING'S BEST

GOLD MINE

EXCELSIOR



...Made in Minnesota

H. H. King Flour Mills Company

Daily Capacity 3,000 Barrels  
 MINNEAPOLIS, MINNESOTA

## CAPITAL FLOUR MILLS

INCORPORATED



HIGH GRADE  
 DURUM WHEAT  
 SEMOLINA

MINNEAPOLIS ~ ST. PAUL  
 MINNESOTA

*The Standard of Standards*

# "CERESOTA"

*Pure, Wholesome, Not Bleached*

MADE BY

The Northwestern Consolidated Milling Co. Minneapolis, Minn.

H. P. GALLAHER, President  
 R. H. GALLAHER, Vice-President

**E-A-CO**

Guaranteed Always All Right  
**E-A-CO**  
FLOUR  
98% Digestible

*For  
Top of the World  
Baking Quality*

EVERETT, AUGHENBAUGH & CO.  
General Offices  
MINNEAPOLIS, MINN.

Guaranteed Always All Right  
**E-A-CO**  
FLOUR  
98% Digestible

**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.

**ATKINSON MILLING CO.**  
MINNEAPOLIS, MINNESOTA

**CHRISTIAN MILLS**  
*Matchless Quality Flours*

SEMOLINAS AND RYES

MINNEAPOLIS, MINN.

Capacity:  
1,200 Barrels Spring  
1,000 Barrels Durum  
250 Barrels Rye

Cable Address:  
"CHRISMILLS"

**Crown Milling Co.**  
Chamber of Commerce  
MINNEAPOLIS  
Brokerage Connections Wanted

**CLARO MILLING COMPANY**  
MINNEAPOLIS, MINNESOTA

**"Ethan Allen"**

The Ideal Flour  
Fancy Minnesota  
Patent  
Strong  
Uniform  
Reliable

**Wells Flour Mills**  
MINNEAPOLIS, MINN.



**THE HEDONIST**

*Executioner* (to condemned man in the chair): "Is there anything you want before I turn the juice on?"

*Condemned*: "Yeah, loosen the laces on my left shoe; my corns are aching!"

*Judge* (after charging jury): "Is there any question that any one would like to ask before considering the evidence?"

*Juror*: "A couple of us would like to know if the defendant boiled the malt one or two hours, and how does he keep the yeast out?"

A high flying hen and a basket of eggs have successfully demonstrated, according to newspaper accounts, the practicability of a new parachute designed to



drop articles from airplanes without damage. Tests were recently made at the Moscow airdrome by Soviet aviation experts. The hen, strapped to a basket filled with eggs, dropped 1,000 meters. It survived, clucking vigorously, and not a single egg was broken.

**A BIT MIXED**

*Teacher*: "Name the vitamins, Robert."

*Bobby*: "A, B, C, D, E, and sometimes W and Y."

*Doctor*: "Your husband must have absolute quiet. Here is a sleeping powder."

*Patient's Wife*: "And when do I give it to him?"

*Doctor*: "You don't give it to him—you take it yourself."

*Young Wife*: "Oh, I feel so miserable. My husband has been out all evening, and I haven't the faintest idea where he is."

*Wife*: "My dear, don't worry. You'd probably be twice as miserable if you did know."

*Employer*: "Biggs, you have now been in our service for 40 years."

*Biggs* (expectantly): "Yes, sir."

*Employer*: "To mark our appreciation of your length of service and unswerving loyalty, you will henceforth be addressed as 'Mr. Biggs.'"

"Yes, sir, I spent \$25,000 on my daughter's education, and now she's gone and married a fellow with \$1,500 a year! What d'you think of that?"

"Oh, well, it's 6 per cent on your money, what!"

*Nit*: "My youngest boy is troubled with halitosis."

*Wit*: "Too bad. How did he get it?"

*Nit*: "He hasn't got it. He just can't spell it."

*Repeaters...*

**"KOMO" and  
"PACEMAKER"**

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

Daily Capacity  
1,000 Bbls

**SAINT PAUL MILLING COMPANY**  
SAINT PAUL MINNESOTA

Use

**GOLDRIM**

Superlative Quality  
Spring Wheat Patent

**WESTERN FLOUR MILLS**  
Davenport, Iowa

Dakota Maid.....Dakota Pride.....Dakota Warrior  
 PURE SPRING WHEAT FLOURS FOR BAKERS

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



**STATE MILL & ELEVATOR**  
 GRAND FORKS

- SANDS, TAYLOR & WOOD CO.,  
Boston, Mass.—for New England.
- FRANK R. PRINA CORP., 442 Produce Exchange,  
New York City, N. Y.—Greater New York.
- WM. A. FUERST, 2905 Stratford Avenue,  
Cincinnati, Ohio.
- CLARENCE M. STICKELL, Stickell Bldg.,  
Hagerstown, Md.
- WILKINS-ROGERS MILLING CO.,  
Washington, D. C.
- W. S. JOHNSON & CO.,  
441 West Grand St., Chicago, Ill.
- KOTVIS BROS., 887 30th St.,  
Milwaukee, Wis.
- CHAS. KOCH & CO., 11th and Pike Sts.,  
Pittsburgh, Pa.—Pittsburgh representative.
- J. K. MONTROSE & SON, 1425-1631 Market St.,  
Denver, Colo.—Representative for the Rocky  
Mountain District.

**CORNER STONE**

*A Short Patent*

The mainstay of home baking for over fifty years.

Now also the dependable flour from which the baker makes his best quality bread, the bread that meets the housewife's discriminating favor.

Milled at RED WING, MINNESOTA, by  
**LA GRANGE MILLS**



**EAGLE ROLLER MILL CO.**  
 NEW ULM, MINN.  
 MILLERS OF HIGHEST GRADES OF  
**SPRING WHEAT**  
*and*  
**RYE FLOURS**

*Daily Capacity 5,000 Barrels*

**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. 1"**

Highest Quality  
 Hard  
 Spring Wheat  
 Flour

**ROBINHOOD and MYSTIC FLOUR**

BLACKHAWK MIXED FEEDS

MYSTIC MILLS  
 INTERNATIONAL MILLING COMPANY  
 SIOUX CITY, IOWA

THE HIGHEST PRICED FLOUR IN AMERICA AND WORTH ALL IT COSTS

*King Midas Flour*

Carries the assurance of success to the baker striving to materialize his ideal in the quality of his product.



**KING MIDAS MILL CO. MINNEAPOLIS**

**Red Wing Special**  
Choice Short Patent

**Cream of West**  
Fancy Medium Patent

Laboratory Controlled.  
Scientifically Milled.

**Bixota**  
Strong Standard Patent

**The Red Wing Milling Co.**  
Millers of High Grade Flours  
RED WING, MINN.

Choice  
No. 2 Semolina  
Fancy  
Durum Clears

AMBER MILLING  
COMPANY  
Flour Ex., Minneapolis, Minn.

**COMMANDER  
LARABEE  
QUALITY FLOURS**  
MINNEAPOLIS  
Telephone - Atlantic 1521

**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"*

"Golden Loaf"  
That's Our Brand—  
The Flour with the Doubt and  
Trouble left out

TENNANT & HOYT COMPANY  
Lake City, Minn.

"CREMO"  
Just the Cream of Hard Wheat

CROOKSTON MILLING CO.  
CROOKSTON, MINN.

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.

"PRIDE of MINNESOTA"  
Fancy Short Patent

NORTHWESTERN MILLING CO.  
General Offices: 814 Chamber of Commerce  
Mills at: MINNEAPOLIS,  
Little Falls, Minn. MINN.



**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.

**STOKES MILLING CO.**  
Watertown, S. D.

**GARLAND—SUNSHINE**  
Capacity 1200 bbls. daily

**FARGO MILL COMPANY**

Millers of Hard Spring Wheat Flour made from the famous Red River Valley Wheat.

FARGO, N. D.

**ORIENTAL RYE FLOUR**  
RYE MEAL

We want some live buyers who will pay for quality. New Rye Mill.

**ORIENTAL MILLING CO.** Established 1850  
Manitowoc, Wisconsin

"SNOW WHITE" flour, a high quality spring patent.

"PIONEER" Rye flour.

"PIONEER" Whole Wheat flour. Split cars a specialty

MINOT FLOUR MILL COMPANY  
Minot, North Dakota

**PURE RYE FLOUR**

We make a high-grade pure winter rye flour

Ask for sample and quotations.

**FISHER & FALLGATTER**  
WAUPACA, WIS.

**Pure Wisconsin Rye Flour**

Samples and quotations sent on request

**THE PAGEL MILLING COMPANY**  
Stevens Point, Wis.

**Wedding Invitations**  
Announcements

Finest Hand Cut Engraved Plates

**BUSHNELL** SOCIETY STATIONER  
94 So. 11th Street MINNEAPOLIS

**Wisconsin Rye Flour**

We Specialize in Dark Varieties

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

**ERNST & ERNST**  
ACCOUNTANTS AND AUDITORS  
SYSTEM SERVICE

OFFICES IN ST. PAUL, MINNEAPOLIS, KANSAS CITY, CHICAGO, ST. LOUIS, DALLAS AND FORTY-NINE OTHER CITIES

**Mason, Fenwick & Lawrence**  
Patent and Trade-Mark Lawyers.  
Practice before the United States Courts.  
Complete Files of Registered Flour Brands.

Established 1861 Trade-Marks Registered  
726 Woodward Bldg. Washington, D. C.

**Brabender Corporation**  
Flour Exchange Minneapolis, Minn.

**The Brabender Farinograph**  
(Flour and Dough Testing Machine)

**MILL-O-CIDE**  
Positive eradication of flour moths, weevils and all other insect pests

SAFE AND EASY TO USE

MIDLAND CHEMICAL LABORATORIES, Inc.  
DUBUQUE, IOWA, U. S. A.

**PAUL, PAUL & MOORE**  
PATENT ATTORNEYS and SOLICITORS

Patents Procured and Trade-Marks Registered in All Countries

854 Security Building MINNEAPOLIS



**THE CAUSE OF STALENESS**

AN advertising journal asked five men this question: "When a man goes stale what causes it and how can it be prevented?"

Most of the men said that staleness was the consequence of being dragged out in the evening to a social function when they wanted to stay home to read or loaf.

Yet many men go stale from lack of social activity. I am never so stale as when I have been home four or five nights in succession. I believe in breaking routine. Although it can be easily overdone, I believe that a man's work often improves after a night in which he gets less than six hours sleep.

Staleness is chiefly caused by too much concentration on one activity. That is why varied activity is necessary. Suppose a man is doing a job that required hard thinking for a stretch of four months. He will not speed his production by locking himself in a room. He must break training occasionally.

Moderation is the golden rule: Not too much work, or golf, or night life, or bridge, or reading, or motoring, or loafing. Let a man lead a healthful, varied life—which includes moderate submission to the whims of wives—and he will probably get as much productive work out of himself as is humanly possible.—Bagology.

**Center of Population Moves**

The center of population of the United States moved westward 22.3 miles and southward 7.6 miles during the decade from 1920 to 1930. Computations based on the 1930 census figures place the pivotal point 2.9 miles northeast of Linton, Ind., which is about 31 miles southeast of Terre Haute. The 1920 center was located 8.3 miles southeast of Spencer, in southwestern Indiana. The greatest movement west, the census bureau states, was during the decade from 1850 to 1860, when the center advanced 80.6 miles, and the shortest movement was from 1910 to 1920, when it advanced only 9.8 miles. The total westward movement from 1790 to 1930 was 689 miles. The term, "center of population," as used by the census bureau, means that point which might be considered the center of gravity of the United States if each person were assumed to have equal weight and to exert an influence on a central point in proportion to his distance from the point.

**Five-Day Week Gaining**

The five-day week is reported gaining. Seventy-two industries report a showing of 2.4 per cent in 37,857 establishments as having permanently adopted the five-day week for all or part of their employees, and that 5.6 per cent of all employees in this showing are on that basis. The automobile industry shows 44.3 per cent of its workers on the five-day week; the radio industry 34.4 per cent; dyeing and finishing textile industries 27 per cent, and the aircraft industry 24.9 per cent. The automobile industry shows the highest percentage.

A stock control system has been used by a chain of stores in New York City as a valuable aid in studying the psychology of prices, in addition to its regular use in controlling stock, according to the National Retail Clothier and Furnisher. This chain finds, logically, that \$1.95 is a far better price than \$2, but not so logically that \$1.38 is a far better price, from the standpoint of attracting business, than \$1.35 and that 53c hose moves very much better than the same hose at 50c.

**HARD - SOFT - BLENDED -**

**AND SELF RISING FLOURS**

MILLED BY **GLOBE MILLS**  
OGDEN . . . . . UTAH

GENERAL OFFICES - LOS ANGELES

**FIVE MILLS IN CALIFORNIA**

**WASCO WAREHOUSE MILLING CO.**

MILLERS OF

*Bluestem Patents - Montana Hard Wheat Patents  
Pastry Flour - Cake Flour*

Cable Address: "WASCO." All Codes  
Daily Capacity, 2,000 Barrels

THE DALLES, OREGON, U. S. A.

**Preston-Shaffer Milling Co.**

*Soft White Winter Wheat Flour  
a Specialty*

*Also Choice Blue-stem and Hard Spring Patents*

Cable Address: "Preston." All Codes  
Capacity, 2,000 Barrels

WAITSBURG, WASH., U. S. A.

**Fisher's FOR UNIFORM FLOURS**

The largest and most modern flour mill and elevators on the Pacific Coast with storage capacity as our mills of 2,500,000 bushels, together with more than one hundred elevators and warehouses in the choicest milling wheat sections of Montana, Idaho and Washington, insure the uniformity of all Fisher's Flours.

FISHER FLOURING MILLS CO., SEATTLE, U.S.A. - Domestic and Export Millers


Cliff H. Morris, Eastern Representative, 431 Produce Ex., New York City

**COLLINS FLOUR MILLS**

PENDLETON, OREGON

Millers of Export and Domestic Flours

Daily Capacity, 1,000 Barrels  
Correspondence Solicited



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

Cables "CENTENNIAL" All Codes

We have Mills in the Wheatfields and Mills on Tidewater

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

**SPOKANE FLOUR MILLS, SPOKANE, WASHINGTON**

Soft Winter and Blue-Stem Wheat Flours

**Western Milling Company**

*Specializing High Grade Bakers' and Pastry Flours*

MILLS AT  
Pendleton, Oregon Salt Lake City, Utah

**HT PHOSPHATE**

80 STRENGTH  
Uniformly 98% Purity

**PROVIDENT CHEMICAL WORKS**


Established 1876—St. Louis  
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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**

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Affiliated with  
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*Export Flour Insured ALL RISKS by*

**The Sea Insurance Co., Ltd.**

of LIVERPOOL

U. S. Branch Assets . . . . . \$2,922,372  
Capital Deposited in U. S. . . . . 200,000  
Surplus for Protection of Policyholders . . . . . 883,109

ORIGINATORS OF ALL RISKS  
Insurance on Flour  
Policies of this Company are held by all leading millers

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MUTUAL FIRE PREVENTION BUREAU  
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Service to Exporting Millers

Steamship Service—Marine Insurance—Including "All Risks" and Special Coverages—Routing and Supervision—Trade Information—A Complete Service for Every Miller Who Exports Flour

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**FULTON BAG & COTTON MILLS**

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**Marsh & McLennan**  
INCORPORATED

Chicago New York  
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*Transportation Insurance on Flour Against All Risks*

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Policies arranged by us include the services of the Millers' Export Inspection Bureau

WE ARE HERE TO SERVE YOU

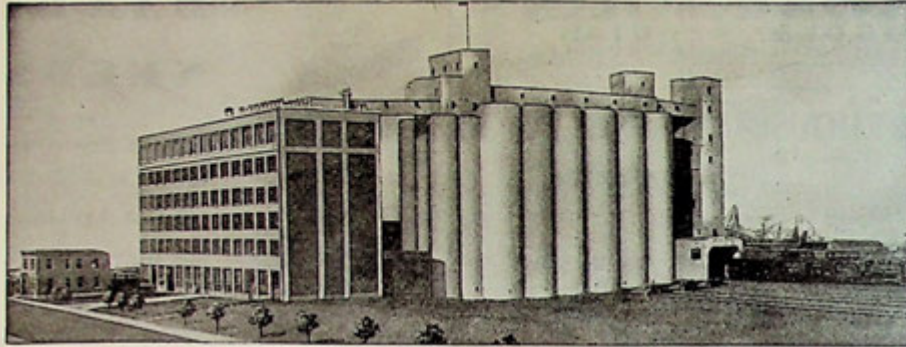
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on GRAINS, FLOURS, FEEDS

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COMPETITION ONLY STIMULATES OUR SALES

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CANADIAN  
HARD SPRING  
WHEAT  
AND  
PERFECT  
MILLING  
FACILITIES  
HAVE  
PLACED  
OUR  
PRODUCTS  
IN THE  
VAN



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MILLS  
MONTREAL  
HAMILTON  
BRANTFORD  
Capacity, 8,000 Bbls  
Cable Address:  
"DOMFLOUR"  
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OUR SEABOARD MILL AT MONTREAL

The Dominion Flour Mills, Ltd.

Branch Offices at HALIFAX, QUEREC and TORONTO

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Export Flour  
INSURANCE  
"All Risks"

Special Service to Flour Mills on  
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Twenty-Five Years' Experience in  
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GRAIN... FLOUR..... FEED  
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Canadian Hard Spring  
Wheat 340 Elevators in Manitoba,  
Saskatchewan and Alberta.  
High Test United Grain Growers, Ltd.  
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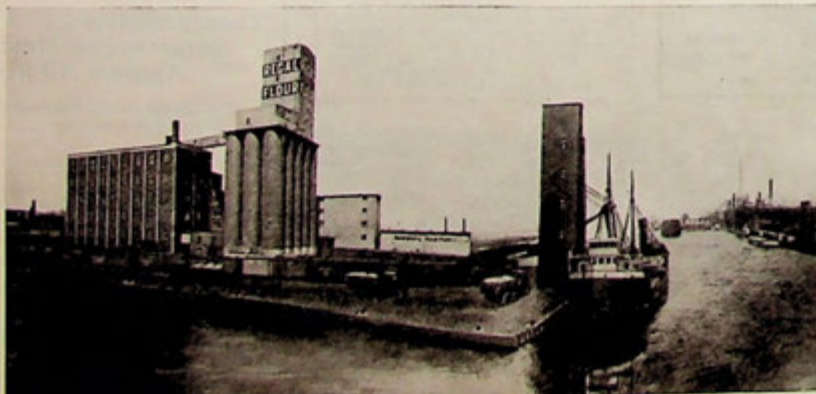
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Flour, Feed and Grain  
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Building Correspondence Invited  
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The St. Lawrence Flour Mills Co., Limited

MONTREAL

CAPITAL, \$1,800,000

CAPACITY, 3,000 BARRELS DAILY



Brands:

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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



# WESTERN CANADA FLOUR MILLS CO., LIMITED

*Mills at*

WINNIPEG - GODERICH - BRANDON - CALGARY - EDMONTON - VICTORIA

*Head Office: TORONTO, CANADA*

BRANDS

## PURITY - THREE STARS - BATTLE

*Daily Capacity, 10,000 Barrels Flour - 800 Rolled Oats and Oatmeal*

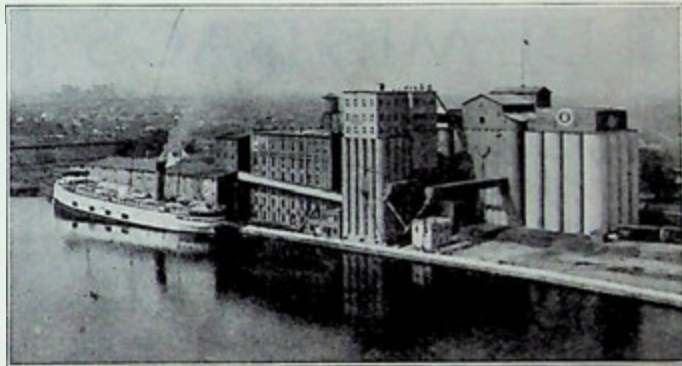
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BY APPOINTMENT TO HIS MAJESTY THE KING

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 22,750 BARRELS

ELEVATOR CAPACITY 10,325,000 BUSHELS

WAREHOUSE CAPACITY 377,000 BARRELS

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# THE MAIN LINK



# WOODS MANUFACTURING CO., LTD.

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Total Daily Capacity  
24,500  
Barrels Flour



TORONTO MILLS

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Toronto,  
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## Maple Leaf Milling Co. Limited.

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KENORA, ONTARIO      MILLS AT      TORONTO, ONTARIO  
BRANDON, MANITOBA      THOROLD, ONTARIO  
PETERBORO, ONTARIO      MEDICINE HAT, ALBERTA      PORT COLBORNE, ONTARIO



Established 1857

### James Richardson & Sons, Ltd.

#### GRAIN MERCHANTS

Owners and Operators of Public Terminals, Private Terminals and Country Line Elevators  
Grain Receivers—Grain Shippers  
Grain Exporters

If you are interested in Canadian Grain we would be glad to hear from you. We make a specialty of Millers' Trade.

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Port Arthur  
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*Eastern Branches:* Toronto  
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Private Wire Connections  
From Coast to Coast

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In far-away India the work of guarding the quality of Bemis Burlap Bags is begun. Up the River Hooghly, at Bhradreswar, the Bemis Burlap Mill is located. Here at the source of the burlap for Bemis Bags the Bemis Standard of Quality First is firmly maintained.

### BEMIS BRO. BAG CO.

JUTE, BURLAP, COTTON  
PAPER BAGS. TWINE  
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FERGUS, ONTARIO, CANADA  
MANUFACTURERS OF  
Rolled Oats, Oatmeal, Pot Barley,  
Pearl Barley and Feeds  
Correspondence solicited.

### TORONTO ELEVATORS, LTD.

JAMES PLAYFAIR, President; GORDON C. LEITCH, General Manager  
Capacity 2,000,000 Bushels  
Canadian and United States grain shippers will find our storage and service equal to the best on this continent.  
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Issued in 1923 Per Copy, \$12.50  
Discount for Quantities  
For sale by all its branches and by  
THE NORTHWESTERN MILLER  
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QUALITY      UNIFORMLY      MAINTAINED      SINCE      1887

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Codes  
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*Makers of CANADIAN HARD SPRING WHEAT Flour*

*Owning and Operating*  
125 Wheat-Receiving Elevators in Manitoba,  
Saskatchewan and Alberta

*Mills at*  
Montreal, Brantford, Keewatin, Portage la Prairie,  
Medicine Hat

*Daily Capacity, 40,000 Bags of 98 lbs.*

HEAD OFFICE: MONTREAL

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*Offices:*

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# Robin Hood Mills

LIMITED

## Western Canadian Spring Wheat Flour Rolled Oats and Oatmeal

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VANCOUVER MILLING and GRAIN CO. Limited

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*"Clothes make the man" and Quality  
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CANADIAN HARD SPRING WHEAT FLOURS  
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## WOLVERTON FLOUR MILLS CO., LTD.

Canadian Spring and Winter Wheat Flour

**"SILVERKING" "GREAT STAR" "WOLF" "KEYSTONE"**

Mills at—New Hamburg, Seaforth, St. Mary's  
Cable Address: "WOLMAC" ST. MARY'S, ONTARIO, CANADA

### "DIAMOND D"

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

### Cascade Milling & Elevator Co.

Cascade, Montana

**CASCADE GIANT**  
*Fancy Patent Standard Patent*  
High Gluten flours of out-standing quality

If you need strong spring wheat flour to "carry the load" we can supply it—pure Montana—  
SAPPHIRE—JUDITH—GOLD CROSS

## MONTANA FLOUR MILLS COMPANY

Great Falls, Montana

4,000 Barrels Daily Capacity 3,500,000 Bushels Grain Storage

COUNTRY OFFICES:  
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TERMINAL OFFICES:  
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Operating Alton Elevator, Kansas City, Mo., and the Wellington Terminal Elevator, Wellington, Kansas.

## WOLCOTT & LINCOLN, INC.

Members Chicago and Kansas City Board of Trade.

### MILLING WHEAT and All Grains

Our own wires to Wichita, Salina, Hutchinson, Dodge City and Wellington.  
KANSAS CITY, MO.

## E. S. Woodworth & Co. AND Concrete Elevator Co.

MINNEAPOLIS

Shippers of Corn, Oats, Barley, Rye,  
Flaxseed and Millfeed

### Offer Their Combined Facilities

and nearly thirty years' experience to country mills, to buy wheat for their account in open market, or sell on Guaranteed protein content basis.

Low Protein Hard.....MILLING WHEAT.....Soft Wheat

## CHECKERBOARD ELEVATOR COMPANY

Capacity, 2,000,000 Bushels  
Merchants' Exchange ST. LOUIS, MO.

## THE VAN DUSEN HARRINGTON CO.

WHEAT RYE BARLEY  
FLAX GRAIN DEALERS CORN  
MINNEAPOLIS Business Founded 1852 OATS  
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## Rosenbaum Grain Corporation

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CHICAGO, ILLINOIS  
Cash and Futures Private Wires

## Milling Wheat

Selected from Current Offerings  
Out of Store or On Grade

Service Direct to Millers

Moore-Seaver  
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KANSAS CITY, MO.

## MONARCH Elevator Company

312 Chamber of Commerce

Operating the Monarch and Republic Terminal Elevators at Minneapolis, Minn.

Operated in Connection With Country Elevators in Minnesota and the Dakotas.

Selected Milling Wheat a Specialty

MILLING WHEAT  
Direct to Mills  
THE WESTERN TERMINAL  
ELEVATOR CO.  
HUTCHINSON KANSAS

Hallet & Carey Co. Futures, Receivers, Shippers  
MINNEAPOLIS MILLING WHEAT

## CONTEMPORARY COMMENT

### The World War Father of the Depression

THE immediate cause of the present distressful condition in the United States was the shock which the World War gave to the economic structure of the world. In his book on "American Agriculture and European Markets," Dr. E. G. Nourse says, "In 1914 the United States was approaching an agricultural and industrial balance, with supplies abundant enough to make a prosperous industry and trade and farm prices high enough to make a prosperous agriculture."

When suddenly all of Europe became

engaged in a colossal warfare, America was the only practical source of agricultural supplies. In consequence, and with American participation in the war, agricultural production in this country was accelerated to a degree which was wholly undreamed of prior to that time. Not only did we expand our agricultural plant, but we vastly increased our productive efficiency. When the armistice suddenly ended the war in November, 1918, we found ourselves with productive machinery working overtime and producing at a rate that was far beyond our national requirements.

On the other hand, the cessation of the war released vast stores of agricultural products which had accumulated in Argentina, Australia, Egypt, India and elsewhere throughout the globe, and the availability of shipping released from carrying troops and ammunition from America to Europe made it possible to place supplies of agricultural commodities in Europe at prices far below the cost of producing them in America. Within a year there resulted a collapse of agricultural prices in this country, frequently alluded to as "the deflation of agriculture."

The view that the primary cause of the present distress in agriculture was the World War is borne out by a statement printed in a bulletin of the National City Bank of New York in June, 1931, as follows: "Current discussion of the existing depression is largely based on the assumption that the business world is in one of the downward swings of the business cycle, to which it is said our industrial system is subject. In our opinion, this is far from a correct analysis. A more adequate explanation is to be found in the economic arrangement of industry, trade and finance the world over caused by the great war. The conditions out of which the present situation has developed could not possibly have arisen except as results of the war."

Other causes of overproduction which might be cited serve only to accentuate the increase in agricultural production in relation to remunerative, consumptive demand. Moreover, they have acted continuously up to the present day. Actually, the farm problem in 1920 was as it is now; the question of what to do with nonremunerative surpluses of agricultural commodities.—F. B. Bomberger, Assistant Chief, Division of Co-operative Marketing, Federal Farm Board.

### Jackass Competition

INDICATIONS are that there is already an upward turn in industry. Some textile mills are taking on labor, tobacco factories are expanding their activities, and some millers even claim that they can discern a faint upward trend. Good news if true, and we hope it is true. We know some millers who, two years from now, or even before, will look back on the drear months of 1931 and regret bitterly their failure to take advantage of the opportunities offered them then. This has been a good year for money making for those millers who have been in a position to buy cheap wheat and still get fairly good prices for their flour; but WHERE is the mill getting fair prices for its products? In other words, it may as well be admitted that the majority of Piedmont millers have sold their flour at deplorably low prices when often there was no necessity for them to do so. To meet competition? Yes! but WHAT competition? Perhaps that of a little 2x4 coffee pot mill not able to affect any territory worth mentioning. However, the asinine tactics of such a little fellow immediately set a glowing example for larger millers who should have judged conditions better and had more business sense. The situation has reached the point where few millers are profiting on their flour because of jackass competition.—S. F. Poindexter, secretary Piedmont Millers' Association.

### Pfeffer Milling Company

Manufacturers of Pure High-Grade  
Winter Wheat Flour  
Brands Lehanon Bell, LEBANON ILL.  
Ethereal, Jewel Member Millers'  
Capacity: 1,000 bbls National Federation

### Hezel Milling Company

EAST ST. LOUIS, ILL.  
Established 1861  
Manufacturers of hard and soft  
Wheat Flour

### GILSTER MILLING CO.

CHESTER, ILLINOIS  
Manufacturers of  
Gilster's Best and Featherlite  
Plain and Self-Rising Flour

### Hanover Star Milling Co.

GERMANTOWN, ILL.  
Manufacturers of High Grade  
Soft Winter Wheat Flour

### DECATUR MILLING CO.

DECATUR, ILLINOIS  
Manufacturers of  
White and Yellow Corn Products  
Table Grits Cream Meal  
Corn Flour Bakers Dusting Flour  
Ask for Samples and Prices

GEORGE A. AVILSWORTH, President.

## Milling Wheat

Ask us for our survey  
of cash wheat and  
premium conditions.

### Great Western Elevator Co.

KANSAS CITY, MO.  
Capacity, 1,000,000 bushels.

## Bartlett Frazier Co.

### GRAIN MERCHANTS

Receivers, Buyers, Shippers and Exporters

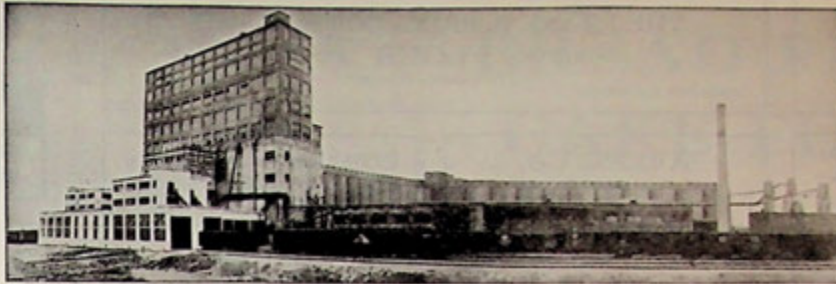
We Specialize in Milling Wheat

MEMBERS OF ALL LEADING  
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111 W. Jackson Blvd., CHICAGO

*America's  
Finest*



*Terminal  
Elevator*

**THESE GREAT FACILITIES ARE FOR YOUR USE—**

And our organization is prepared to give you the best it has in supplying you **MILLING WHEAT** by grade, sample, car-lot selections or *any way you like.*

**DAVIS-NOLAND-MERRILL GRAIN CO**

*Operating Elevator "A"*  
Capacity 10,200,000 bushels

KANSAS CITY, MISSOURI

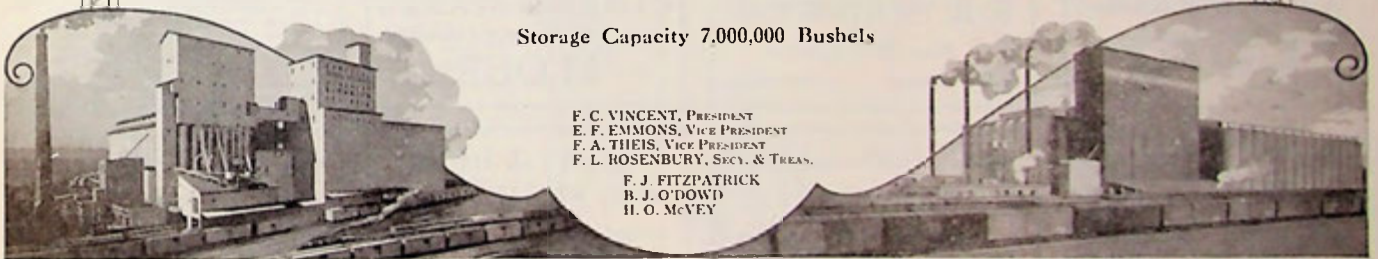
**SIMONDS SHIELDS LONSDALE GRAIN CO.**

**KANSAS CITY MISSOURI**

WE CANNOT GUARANTEE PREMIUM PROFITS

but all observation suggests the wisdom of protecting your flour sales with actual well-selected wheat in your own bins—or in ours for your account—on the present friendly market.

Storage Capacity 7,000,000 Bushels



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CHICAGO, ILL.

KANSAS CITY, MO.

*Operating... KATY  
and... WABASH  
ELEVATORS*

Total Capacity 7,200,000 Bushels

Members of the following Exchanges:

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- 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
- New York Cotton Exchange
- New York Cocos Exchange

OFFICES:

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- Chicago, Ill.
- Kansas City, Mo.
- Oklahoma City, Okla.
- Fort Worth, Texas
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**Low Grades and Millfeed**  
I. S. JOSEPH CO., INC.  
MINNEAPOLIS, MINN.

**THE FRANK R. PRINA CORPORATION**  
DOMESTIC FLOUR EXPORT  
PRODUCE EXCHANGE LIVE WIRES—CONNECT! NEW YORK

Always in the market. All grades of  
**FLOUR - Wheat - Rye - Corn**  
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Established for 40 Years  
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**AREESE CO.**  
Specializing in  
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Established 1887  
Correspondence and samples solicited  
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**QUALITY FLOUR**  
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We are always in the Market for  
Hard and Soft Wheat Flours  
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Feb. 1-2—Potomac States Bakers' Association, annual midwinter meeting, Lord Baltimore Hotel, Baltimore, Md.; secretary, L. L. Robinson, 232 Woodward Building, Washington, D. C.

Feb. 8-12—Retail bakers' week; annual meeting at Hotel Jefferson, St. Louis, of the Associated Bakers of America and the Missouri Master Bakers' Association; secretaries, John M. Hartley, 360 North Michigan Avenue, Chicago, and Frank Jungewaller, 2127 South Jefferson Avenue, St. Louis.

Feb. 16-17—Indiana Bakers' Association, annual meeting at Claypool Hotel, Indianapolis; C. P. Ehlers, 2233 East Michigan Street, Indianapolis, secretary.

Feb. 17-18—North Dakota Bakers' Association, annual conference, Minot; C. E. Ward, secretary, Delendrecht Building, Fargo.

March 14-17—American Society of Bakery Engineers, annual meeting at the Edgewater Beach Hotel, Chicago; secretary, Victor E. Marx, 1541 Birchwood Avenue, Chicago.

March 22-23—Kansas Bakers' Association, annual meeting at Hotel Jayhawk, Topeka; secretary, J. S. Chaso, P. O. Box 413, Topeka.

April 7-9—Oklahoma Bakers' Association, annual meeting at Huckins Hotel, Oklahoma City; secretary, John Wallen, 401 East Fifth Street, Oklahoma City.

April 19-20—Associated Bakers of Illinois, annual meeting at Hotel Abraham Lincoln, Springfield; secretary, George Chusler, Jr., 360 North Michigan Avenue, Chicago.

May 9-11—Iowa Bakers' Association, annual meeting at Fort Des Moines Hotel, Des Moines; secretary, C. O. Schweickhardt, 1623 South Main Street, Durlington.

May 16-17—Associated Bakers of Minnesota, annual meeting at St. Paul Hotel, St. Paul; secretary, J. A. Janovec, 3723 Third Avenue South, Minneapolis.

May 16-19—Southern Bakers' Association, annual meeting at White House, Biloxi, Miss.; assistant secretary, Robert P. Catlin, 191 Whitehall Street S. W., Atlanta.

June 19-21—New England Bakers' Association, annual meeting at the Rockmere Hotel, Marblehead, Mass.; secretary, Horace D. Likins, 737 Statler Building, Boston.

June 20-22—Potomac States Bakers' Association, summer meeting Hotel Henlopen, Rehoboth Beach, Delaware; secretary, L. L. Robinson, 232 Woodward Building, Washington, D. C.

June 27-30—American Society of Bakery Engineers, junior national convention at the Ambassador Hotel, Los Angeles; president, Ross Anderson, 1705 West Eighth Street, Los Angeles.

**Spring Wheat by States**

Department of Agriculture estimate of the 1931 spring wheat acreage and production, based on condition Oct. 1, compared with the final production figures for 1930, and giving the 10-year average 1920-29 (000's omitted):

	DURUM		OTHER SPRING WHEAT	
	Acres	Bushels	Acres	Bushels
Minnesota	1931 1920-29	1931	1931 1920-29	1931
North Dakota	120	3,350	3,400	1,692
South Dakota	2,351	61,270	35,720	12,460
Montana	1,036	12,210	17,760	6,387
Totals	36	372	225	90
Totals	3,543	67,243	57,105	19,629

	OTHER SPRING WHEAT	
	Acres	Bushels
Illinois	85	3,128
Wisconsin	74	1,313
Minnesota	846	17,404
North Dakota	5,492	63,134
South Dakota	2,400	17,474
Nebraska	140	2,896
Montana	2,542	46,502
Idaho	400	16,382
Wyoming	120	2,645
Colorado	192	5,542
Utah	70	2,841
Washington	889	20,837
Oregon	167	4,709
Other states	167	2,588
Totals	13,434	207,445

	TOTAL SPRING WHEAT	
	Acres	Bushels
Illinois	85	3,128
Wisconsin	74	1,313
Minnesota	946	20,784
North Dakota	7,753	114,454
South Dakota	3,436	29,684
Nebraska	140	2,896
Montana	2,578	46,874
Idaho	400	16,382
Wyoming	120	2,645
Colorado	192	5,542
Utah	70	2,841
Washington	889	20,837
Oregon	167	4,709
Other states	167	2,588
Totals	16,930	274,688

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### A

Acme-Evans Co., Indianapolis, Ind. 711  
Acme Flour Mills Co., Oklahoma City, Okla. 652  
Allen & Wheeler Co., Troy, Ohio 725  
Allis-Chalmers Manufacturing Co., Milwaukee, Wis. 710  
Amber Milling Co., Minneapolis 710  
American Bakers Mach. Co., St. Louis, Mo. 652  
American Bakery Materials Co., Monmouth, Wis. 724  
American Flour Corporation, New York 724  
American Machine & Foundry Co., New York, N. Y. 684  
Anheuser-Busch, St. Louis, Mo. 684  
Annan-Burg Grain & Milling Co., St. Louis, Mo. 684  
Ansted & Burk Co., Springfield, Ohio 725  
Aresco Co., New York, N. Y. 724  
Arnold Milling Co., Sterling, Kansas 684  
Associated Flour Mills Co., Baltimore, Md. 714  
Atkinson Milling Co., Minneapolis 714  
Atlantic Seaboard Flour Mills Co., Philadelphia, Pa. 681  
Aurora Flour Mills Co., Junction City, Kansas 651  
Austin, Coward & Co., Minneapolis 681

### B

Ballantine, P., & Sons, Newark, N. J. 657  
Baltic Co., Copenhagen, Denmark 725  
Bang, Flemming, Copenhagen, Denmark 725  
Barnett & Record Co., Minneapolis 722  
Bartlett Frazier Co., Chicago, Ill. 683  
Barton County Flour Mills Co., Great Bend, Kansas 683  
Baur Flour Mills Co., St. Louis, Mo. 713  
Baxter, A. E., Engineering Co., Buffalo, N. Y. 710  
Bay State Milling Co., Winona, Minn. 713  
Bemis Bro. Bag Co., Minneapolis, St. Louis, etc. 728  
Bemis Bro. Bag Co., Winnipeg, Man. 720  
Bernet, Craft & Kaufmann Milling Co., St. Louis, Mo. 685  
Beysch Engraving Co., Minneapolis 685  
Bjornstad, Asbjorn P., Oslo, Norway 682  
Black Bros Flour Mills, Beatrice, Neb. 681  
Blackburn Milling Co., Omaha, Neb. 683  
Blaine-Mackay-Lee Co., North East, Pa. Blair Milling Co., Atchison, Kansas 683  
Blake, J. H., New York, N. Y. 714  
Bliss Milling Co., Seymour, Ind. 716  
Blodgett, Frank H., Inc., Janesville, Wis. 724  
Bogert & Greenbank, New York, N. Y. 724  
Boonville Mills Co., Boonville, Mo. 685  
Bowman, E. & W., Rotterdam, Holland  
Bouwin Flour Mills Co., Independence, Kansas 684  
Bowersock Mills & Power Co., Lawrence, Kansas 716  
Brabender Corporation, Minneapolis, Minn. 724  
Bray, John L., New York, N. Y. 724  
Brey & Sharpless, Philadelphia, Pa. 687  
Broenniman Co., Inc., New York, N. Y. 725  
Brooks Paper Co., St. Louis, Mo. 724  
Brown, A. H., & Bros., Boston, Mass. 724  
Brown Co., Portland, Maine 724  
Brownold, M. S., Co., New York, N. Y. 724  
Bruce & Wilson, Glasgow, Scotland 687  
Brun, Jorgen, Aarhus, Denmark 687  
Buckeye Cereal Co., Massillon, Ohio 725  
Buhler Mill & Elevator Co., Buhler, Kansas 683  
Bulsing & Hoeslenfeldt, Amsterdam, Holland 687  
Bureau of Elevating, Inc., Minneapolis 687  
Bushnell-Dahlquist Press, Minneapolis 716  
Buttiffant, A. G., London, England 686  
Byrne, Mahony & Co., Dublin, Ireland 650

### C

Cameron, John F., & Co., Aberdeen, Scotland 721  
Canadian Bag Co., Ltd., Montreal, Toronto, Winnipeg 721  
Canadian Flour Export Co., Toronto, Can. 720  
Canadian Mill & Elevator Co., El Reno, Okla. 682  
Cannon Valley Milling Co., Minneapolis 682  
Cape County Milling Co., Jackson, Mo. 713  
Capital Flour Mills, Inc., St. Paul, Minn. 713  
Cargill Commission Co., Minneapolis 722

## INDEX of ADVERTISERS

Carson, Robert & Co., Ltd., Glasgow, Scotland 656  
Carter-Mayhew Mfg. Co., Minneapolis 710  
Cascade Milling & Elevator Co., Cascade, Mont. 721  
Centennial Mill Co., Seattle, Wash. 717  
Central Bag & Burlap Co., Chicago, Ill. 682  
Central Kansas Milling Co., Lyons, Kansas 724  
Challengo, Edgar O., New York, N. Y. 724  
Chase Bag Co., New York, Chicago, St. Louis, Kansas City, Buffalo, Cleveland, Milwaukee, Minneapolis, Memphis, Toledo, Goshen, Philadelphia, Dallas, New Orleans, Chagrin Falls, Ohio 675  
Chatfield & Woods Sack Co., Cincinnati, Ohio 725  
Checkerboard Elevator Co., St. Louis 722  
Chelsea Milling Co., Chelsea, Mich. 685  
Chicago & Illinois Midland Railway Co., Springfield, Ill. 711  
Chicago and North Western Line, Chicago, South Shore & South Bend Railroad, Chicago, Ill. 682  
Chickasha Milling Co., Chickasha, Okla. 682  
Chinski Trading Corporation, New York 724  
Christian Mills, Minneapolis 714  
Chubb & Son, New York, N. Y. 717  
Clare Milling Co., Minneapolis 714  
Cochrane & Black, Glasgow, Scotland 650  
Coleman, David, Inc., New York 724  
Collins Flour Mills, Pendleton, Oregon 717  
Columbus Laboratories, Chicago, Ill. 717  
Commander-Larabee Corporation, Minneapolis, Minn. 716  
Commercial Milling Co., Detroit, Mich. 685  
Concrete Elevator Co., Minneapolis 722  
Consodina, J. C., Co., Indianapolis, Ind. 725  
Consolidated Flour Mills Co., Wichita, Kansas 683  
Continental Export Co., St. Louis, Mo. 710  
Copeland & Elliott, Toronto, Can. 718  
Copeland Flour Mills Ltd., Midland Ont. 721  
Corn Products Refining Co., New York 717  
Coventry, Sheppard & Co., London 686  
Cowan, Wm., & Co., Chicago, Ill. 721  
Cowling & Roberts, New York, N. Y. 721  
Craig, R. Hunter, & Co., Ltd., Glasgow, Scotland 686  
Crawford & Law, Glasgow, Scotland 686  
Cream of Wheat Corp., Minneapolis 717  
Crooks Terminal Warehouses, Chicago 683  
Crookston Milling Co., Crookston, Minn. 716  
Crown Milling Co., Minneapolis 714

**D**

Davey, Edwin, & Sons, Pyrmont, Sydney, N. S. W., Australia 723  
Davis, Jacques A., New York 723  
Davis-Noland-Morrill Grain Co., Kansas City, Mo. 723  
Dawson-Davis Co., Boston, Mass. 722  
Decatur Milling Co., Decatur, Ill. 722  
Denver Alfalfa Milling & Products Co., Lamar, Colo., St. Louis, Mo. 724  
Deutch & Slickert Co., Milwaukee, Wis. 686  
Devoto, V. & A., Dublin, Ireland 686  
Diamond Crystal Salt Company (Inc.), St. Clair, Mich. 724  
Dilworth, C. W., Chicago, Ill. 724  
Dodge City Flour Mills, Dodge City, Kansas 681  
Domestic & Foreign Commission Co., Copenhagen, Denmark 687  
Dominion Flour Mills, Ltd., Montreal 718  
Donahue-Stratton Co., Milwaukee, Wis. 724  
Doughnut Machine Corp., New York 685  
Douglas Chemical & Supply Co., Kansas City, Mo. 685  
Dreyer Commission Co., St. Louis, Mo. 721  
Duluth-Superior Milling Co., Duluth, Minn. 679  
Duluth Universal Milling Co., Duluth, Minn. 714  
Dunlop Mills, Richmond, Va. 687  
Dunlop, Thomas, & Sons, Glasgow, Scotland

**E**

Eagle Roller Mill Co., New Ulm, Minn. 715  
Ebeling, John H., Milling Co., Green Bay, Wis. 716  
Eberle-Albrecht Flour Co., St. Louis, Mo. 681  
Eckhart, B. A., Milling Co., Chicago, Ill. 727  
Eckhart, John W., & Co., Chicago, Ill. 724  
Edwards, S. T., & Co., Inc., Chicago 686

Electric Power Maintenance Co., Minneapolis 686  
El Reno Mill & Elevator Co., El Reno, Okla. 682  
Enns Milling Co., Inman, Kansas 685  
Ernst & Ernst, Minneapolis 716  
Evans Milling Co., Indianapolis, Ind. 711  
Everett, Aughenbaugh & Co., Minneapolis 714

**F**

Fairchild Milling Co., Cleveland, Ohio 725  
Fargo Mill Co., Fargo, N. D. 716  
Farquhar Bros., Glasgow, Scotland 686  
Farrel-Birmingham Co., Inc., Ansonia, Conn. 687  
Farwell & Rhines Co., Watertown, N. Y. 687  
Feast, C. E., & Co., London, England 686  
Federal Mill, Inc., Lockport, N. Y. 687  
Fernando Valley Milling & Supply Co., Los Angeles, Cal. 725  
Fisher & Fallgatter, Waupaca, Wis. 716  
Fisher Flouring Mills Co., Seattle, Wash. 717  
Fischmann's Diarrhoal, New York, N. Y. 686  
Fleischmann's Yeast, New York, N. Y. 686  
Florellus & Ulstoen, Oslo, Norway 686  
Fode, Troels, Copenhagen, Denmark 718  
Ford Garry Fl. M. Co., Ltd., Montreal 718  
Friedler, R. L., New York, N. Y. 718  
Fulton Bag & Cotton Mills, Atlanta, Ga. 717  
Dallas, New York, New Orleans, St. Louis, Minneapolis 717  
Fuerst, Wm. A., Cincinnati, Ohio 724

**G**

Gallatin Valley Milling Co., Bozgrade, Mont. 687  
Garland Milling Co., Greensburg, Ind. 687  
Garnham, A. & Co., London, England 687  
Golber's Handelsmaatschappij (N. V.), Rotterdam, Holland 688  
General Baking Co., New York, N. Y. 724  
General Mills, Inc., Minneapolis, Conn. 717  
Gilchrist, Wm., & Co., Glasgow, Scotland 686  
Gilster Milling Co., Chester, Ill. 722  
Gjertson, H. H., Oslo, Norway 716  
Globe Milling Co., Watertown, Wis. 716  
Globe Mills, Los Angeles, Cal. 717  
Goetz Flour Mills Co., Newton, Kansas 683  
Goehel Milling & Elevator Co., Lincoln, Neb. 685  
Goodhue Mill Co., Minneapolis 715  
Graham, Don C., Kansas City, Mo. 725  
Great Lakes Transit Corp., Buffalo, N. Y. 722  
Great Western Elevator Co., Kansas City, Mo. 722  
Green & Gowllett, London, England 687  
Grippingel & Verkey, Amsterdam, Holland 687

**H**

Habel, Armbruster & Larson Co., Chicago 724  
Haffenberg, James, New York 724  
Hafstad, Henrik, Bergen, Norway 686  
Hall Milling Co., St. Louis, Mo. 682  
Hallett & Carey Co., Minneapolis 722  
Halstead Milling & Elevator Co., Newton, Kansas 681  
Ham, Frank B., & Co., Ltd., Toronto, Ont., Canada 680  
Hamilton, Archibald, & Sons, Glasgow, Scotland 680  
Hamilton, Wm., & Co., Glasgow, Scotland 683  
Hamm, J. M. & C. M., London, England 722  
Hanover Star Mfg. Co., Germantown, Ill. 722  
Hardesty Milling Co., Dover, Ohio 722  
Harding, W. T., Inc., New York, N. Y. 686  
Harris Bros. & Co. (Grain), Ltd., London, England 686  
Hatenboer & Verhooff, Rotterdam, Holland 687  
Hays City Flour Mills, Hays City, Kansas 681  
Hayward & Co., Baltimore, Md. 722  
Hecker-Jones-Jewell Mfg. Co., New York 722  
Hezel Milling Co., East St. Louis, Ill. 716  
Hiltunen, W. J., Helsinki, Finland 687  
Hogan Milling Co., Junction City, Kansas 687  
Holboll, Torben, Copenhagen, Denmark 687  
Holland-America Line, New York, Chicago and San Francisco 711

Holland Engraving Co., Kansas City 681  
Hobbs, H. J., Philadelphia, Pa. 724  
Howard Wheat & Flour Testing Laboratory, Minneapolis 717  
Hoyland Flour Mills Co., Kansas City, Mo. 683  
Hubbard Milling Co., Mankato, Minn. 712  
Hubbard Portable Oven Co., Chicago, Ill. 683  
Hunter Milling Co., Wellington, Kansas 683  
Hurst, Adolph, & Co., Inc., New York, N. Y. 716

### I

Igleheart Bros., Inc., Evansville, Ind. 711  
Imbs, J. F., Milling Co., St. Louis, Mo. 682  
Imperial Flour Mills Co., Wichita, Kansas 685  
Inland Milling Co., Des Moines, Iowa 712  
International Mercantile Marine Lines, New York, N. Y. 711  
International Milling Co., Minneapolis 685  
Ismert-Hincke Milling Co., Kansas City 678

### J

Jaeger, Frank, Milling Co., Danville (P. O. Astico), Wis. 716  
Jansson & Willemsse's Handelsmaatschappij N. V., Amsterdam, Holland 725  
Jeschke & Luchsinger, Amsterdam, Holland 687  
Johnson, Anth., & Co., Oslo, Norway 724  
Johnson, W. S., & Co., Chicago, Ill. 724  
Jones-Hoteltwater Construction Co., Kansas City, Mo. 710  
Joseph, I. S., Co., Inc., Minneapolis, Minn. 721  
Justesen, Brodr., Copenhagen, Denmark 687

### K

Kalamazoo Vegetable Parchment Co., Kalamazoo, Mich. 681  
Kansas Mill & Elevator Co., Arkansas City, Kansas 680  
Kansas Milling Co., Wichita, Kansas 681  
Kelly-Brickman Co., Omaha, Neb. 720  
Kelly Flour Co., Chicago, Ill. 714  
Kelly, Wm., Milling Co., Hutchinson, Kansas 687  
Kennedy, John, Toronto, Canada 681  
Keystone Milling Co., Larned, Kansas 681  
Keystone Warehouse Co., Buffalo, N. Y. 710  
Kilthau, Raymond F., New York, N. Y. 721  
King, H. H., Flour Mills Co., Minneapolis, Minn. 713  
King Midas Mill Co., Minneapolis 715  
Kipp-Kelly, Ltd., Winnipeg, Canada 721  
Knighton, Samuel, & Sons, Inc., New York, N. Y. 724  
Kooner, John E., Co., New Orleans 724  
Kosnack, M., & Co., Glasgow, Scotland 686  
Kruuse, Hans, Copenhagen, Denmark 686

### L

La Grange Mills, Red Wing, Minn. 715  
Lako of the Woods Milling Co., Ltd., Montreal, Que. 720  
Lakeside Milling Co., Ltd., Toronto, Can. 721  
Lambco Label & Wrapper Co., Kalamazoo, Mich. 681  
Lane, J. V., & Co., Inc., New York 725  
Larowe Milling Co., Mills Co., Lawrenceburg, Ind. 711  
Lee, H. D., Flour Mills Co., Salina, Kansas 686  
Le Guo & Bolle, Rotterdam, Holland 686  
Leonhard & Johansson, O. Y., Helsinki, Finland 687  
Lewis, Chas. E., & Co., Minneapolis 682  
Lexington Mill & Elevator Co., Lexington, Neb. 682  
Lightburne, R. W., Jr., Kansas City, Mo. 717  
Lindberg (Kansas) Milling & Elev. Co. 681  
Löken & Co., A/S, Oslo, Norway 686  
Long, W. E., Co., Chicago, Ill. 681  
Lovebury, Fred J., Co., Columbus, Ohio 681  
Luchsinger, Jack, Amsterdam, Holland 681  
Luchsinger, Meurs & Co., Amsterdam 681  
Ludwigen & Schjolderups Eft., Oslo, Norway 681  
Lukson Milling Co., Atchison, Kansas 685  
Lyon & Greenleaf Co., Ligonier, Ind. 711  
Lyons Flour Milling Co., Lyons, Kansas 682  
Lyle, J. C., Milling Co., Leavenworth, Kansas 683



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Madsen, Rud, Copenhagen, Denmark..... 687
Majestic Milling Co., Aurora, Mo. .... 681
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Maney Milling Co., Omaha, Neb. .... 681
Maple Leaf Milling Co., Ltd., Toronto, Ont., Canada..... 720
Mardorf, Peach & Co., London, England..... 680
Marsh & McLennan, Inc., New York..... 717
Mason, Fenwick & Lawrence, Washington, D. C. .... 710
Mayflower Mills, Fort Wayne, Ind. .... 711
Medill, T. S. & Sons, Ltd., London, England..... 686
Mennel Milling Co., Toledo, Ohio..... 723
Mercator, A/S, Oslo, Norway..... 680
Meurs Pz., P., Amsterdam, Holland..... 682
Meyer Milling Co., St. Louis, Mo. .... 682
Middleby-Marshall Oven Co., Chicago, Ill. .... 716
Midland Chemical Laboratories, Inc., Dubuque, Iowa..... 716
Midland Flour Milling Co., Kansas City, Mo. .... 686
Mid-West Laboratories Co., Columbus, Ohio..... 725
Miller Publishing Co., Minneapolis..... 687
Miner-Hillard Milling Co., Wilkes-Barre, Pa. .... 687
Minnesota Specialty Co., Minneapolis, Minn. .... 687
Minot Flour Mill Co., Minot, N. D. .... 722
Monarch Elevator Co., Minneapolis..... 716
Monarch Milling Co., Kansas City, Mo. .... 721
Montana Flour Mills Co., Great Falls, Mont. .... 683
Moore-Lowry Flour Mills Co., Kansas City, Mo. .... 722
Moore-Seaver Grain Co., Kansas City, Mo. .... 686
Morrison, Wm., & Son, Ltd., Glasgow, Scotland..... 687
Morrison, John F. & Co., St. Louis, Mo. .... 687
Moseley & Motley Milling Co., Rochester, N. Y. .... 687
Moundridge Milling Co., Moundridge, Kansas..... 682
Multi Metal Wire Cloth Co., Inc., New York, N. Y. .... 717
Mutual Fire Prevention Bureau, Chicago, Ill. .... 715
Mystic Mills, Sioux City, Iowa..... 715

N

- Nebraska Consolidated Mills Co., Omaha, Neb. .... 683
Neill, Robert, Ltd., Glasgow, Scotland..... 680
New Century Co., Chicago, Ill. .... 680
New Era Milling Co., Arkansas City, Kansas..... 680
New Jersey Flour Mills, Clifton, N. J. .... 687
New Richmond Roller Mills Co., New Richmond, Wis. .... 685
Newton Milling & Elevator Co., Newton, Kansas..... 685
New Ulm Roller Mill Co., New Ulm, Minn. .... 711
Nobleville Milling Co., Nobleville, Ind. .... 686
Norenberg & Belshelm, Oslo, Norway..... 687
Northern States Power Co., Minneapolis, Minn. .... 687
Northwestern Consolidated Milling Co., Minneapolis..... 713
Northwestern Elevator & Mill Co., Toledo, Ohio..... 723

O

- Northwestern Milling Co., Little Falls, Minn. .... 716
Northwestern National Bank, Minneapolis..... 684
Norton, Willis, Co., Topeka, Kansas..... 684
Nott, W. S., Co., Minneapolis..... 687
Novadel - Agene Corporation, Newark, N. J. .... 3
Ogilvie Flour Mills Co., Ltd., Montreal, Que. .... 719
Oklahoma City Mill & Elevator Co., Oklahoma City, Okla. .... 682
Oldach, William H., Inc., Philadelphia, Pa. .... 721
Oriental Milling Co., Manitowoc, Wis. .... 710
Orth, Ph. Co., Milwaukee, Wis. .... 687
Osleck & Co., Amsterdam, Holland..... 687

P

- Pago, Thomas, Mill Co., North Topeka, Kansas..... 681
Pagol Milling Co., Stevens Point, Wis. .... 710
Papendick, Inc., St. Louis, Mo. .... 681
Parrish & Helmbecker, Ltd., Winnipeg, Canada..... 716
Paul, Paul & Moore, Minneapolis..... 717
Peacock Mill Co., Freewater, Oregon..... 717
Pearlstone, H. S., New York, N. Y. .... 686
Peak Bros., Little Rock, Ark. .... 724
Peterson Bros. & Co., Chicago, Ill. .... 686
Peterson, Georg, Oslo, Norway..... 722
Pfeifer Milling Co., Lebanon, Ill. .... 687
Pheips & Co., Minneapolis..... 687
Philadelphia Milling Co., Philadelphia, Pa. .... 650
Pillman & Phillips, London, England..... 650
Pillabury Flour Mills Co., Minneapolis..... 683
Plant Flour Mills Co., St. Louis, Mo. .... 683
Postel, Ph. H., Milling Co., Mascoutah, Ill. .... 720
Preston-Shaffer Milling Co., Watsburg, Wash. .... 717
Prins, Frank R., Corp., New York..... 724
Procter & Gamble, Cincinnati, Ohio..... 687
Products Protection Corporation, New York, N. Y. .... 717
Provident Chemical Works, St. Louis..... 717

Q

- Quaker City Flour Mills Co., Philadelphia, Pa. .... 687
Quaker Oats Co., Chicago, Ill. .... 687

R

- Radial Warehouse Co., Kansas City, Mo. .... 655
Randall, A. H., Mill Co., Tekonsha, Mich. .... 651
Rea-Patterson Milling Co., Coffeyville, Kansas..... 651
Red River Milling Co., Fergus Falls, Minn. .... 715
Red Star Milling Co., Wichita, Kansas..... 673
Red Star Yeast and Products Co., Milwaukee, Wis. .... 716
Red Wing Milling Co., Red Wing, Minn. .... 721
Richardson, James, & Sons, Ltd., Winnipeg, Man. .... 725
Riegel Paper Corporation, New York, N. Y. .... 657
Riverside Code..... 657
Robin Hood Mills, Ltd., Moose Jaw, Sask. .... 721
Robinson Milling Co., Salina, Kansas..... 683
Rodney Milling Co., Kansas City, Mo. .... 721
Rogers, William, New York, N. Y. .... 721

S

- St. Lawrence Flour Mills Co., Ltd., Montreal, Que. .... 719
St. Paul Milling Co., St. Paul, Minn. .... 714
Sands, Taylor & Wood Co., New York, N. Y., and Boston, Mass. .... 681
Sauer, N., Milling Co., Cherryvale, Kansas..... 681
Saxony Mills, St. Louis, Mo. .... 681
Scandinavian-American Line, New York..... 711
Schmidt, H. P., Milling Co., Inc., Oshkosh, Wis. .... 683
Scott County Milling Co., Sikeston, Mo. .... 683
Security Flour Mills Co., Abilene, Kansas..... 683
Serfaty, Vudá De E., Gibraltar..... 710
Shaffer, J. C., Grain Co., St. Louis, Mo. .... 680
Shaw, Pollock & Co., Ltd., Belfast, Ireland..... 680
Shellabarger Mill & Elevator Co., Salina, Kansas..... 680
Sheridan Flouring Mills, Inc., Sheridan, Wyo. .... 721
Shelove, J. J., Newark, N. J. .... 721
Short, J. R., Milling Co., Chicago, Ill. .... 721
Siebel Institute of Technology, Chicago, Ill. .... 680
Siggerud, Thor, Oslo, Norway..... 680
Silbert, David F. & Co., Inc., Boston, Mass. .... 723
Simons - Shields - Lonsdale Grain Co., Kansas City, Mo. .... 711
Sims Milling Co., Frankfort, Ind. .... 687
Skandinavisk Mel-Import, Copenhagen, Denmark..... 687
Smith, J. Allen, & Co., Inc., Knoxville, Tenn. .... 711
Smith, Philetus, New York, N. Y. .... 680
Smith, Sidney, London, England..... 680
Smyth, Ross T., & Co., Ltd., London, England..... 680
Société D'Avances Commerciales, Alexandria, Egypt..... 680
Southwestern Milling Co., Inc., Kansas City, Mo. .... 724
Sparks, Clark H., New York, N. Y. .... 721
Spillers, Ltd., Calgary, Alta. .... 721
Spillers, Limited, The No. 1 Milling Group Export Co. Branch, London, England..... 717
Spindler, L. G., New York, N. Y. .... 717
Spokane Flour Mills, Spokane, Wash. .... 712
Springfield Milling Co., Springfield, Minn. .... 682
Stannard, Collins & Co., London, Eng. .... 680
State Mill & Elevator, Grand Forks, N. D. .... 715
Stevens Brokerage Co., Detroit, Mich. .... 710
Stickell, Clarence M., Hagerstown, Md. .... 680
Stokes Milling Co., Watertown, S. D. .... 680
Stolp & Co., Ltd., Trading Co., Amsterdam, Hamburg..... 680
Stott, David, Flour Mills, Detroit, Mich. .... 724
Striak, S. R., Co., New York..... 724
Stuhr-Seldi Co., Minneapolis..... 680
Swift & Co., Chicago..... 680

T

- Tanner-Gross, W. P. & Co., Inc., New York, N. Y. .... 724
Taylor, Andrew, & Co. (Glasgow), Ltd., Glasgow, Scotland..... 680
Tennant & Hoyt Co., Lake City, Minn. .... 715
Thomas, A. Vaughan, London, England..... 683
Topska Flour Mills Corporation, Topeka, Kansas..... 683
Toronto Elevators, Ltd., Toronto, Ont. .... 720
Treleven, W. E., Lucknow, Ont., Can. .... 687

U

- Uhlmann Grain Co., Kansas City, Mo., and Chicago, Ill. .... 723
Union City Milling Co., Union City, Mich. .... 683
Union Machinery Co., Joliet, Ill. .... 680
United Grain Growers, Ltd., Winnipeg, Man., Canada..... 718
Urban, George, Milling Co., Buffalo..... 687

V

- Valtameri Osakeyhtiö, Helsingfors, Finland..... 721
Vancouver Milling & Grain Co., Ltd., Vancouver, B. C. .... 721
Van Den Bergh, Gebroeders, Rotterdam, Holland..... 722
Van Dusen Harrington Co., Minneapolis and Duluth, Minn. .... 722
Van Evera, Reynier, Co., Kansas City, Mo. .... 723
Vannatter & Co., Ltd., Toronto, Canada..... 718
Victor Chemical Works, Chicago, Ill. .... 685
Via, P. C., & Co., Amsterdam, Holland..... 685
Voigt Milling Co., Grand Rapids, Mich. .... 685
Vreeswijk, Gebroeders, Utrecht, Holland..... 685

W

- Wabasha Roller Mill Co., Wabasha, Minn. .... 712
Wallace & Tiernan Co., Inc., Newark, N. J. .... 3
Wall-Rogalsky Milling Co., McPherson, Kansas..... 682
Walnut Creek Milling Co., Great Bend, Kansas..... 681
Walter Milling Co., Inc., Buffalo, N. Y. .... 725
Warwick Co., Massillon, Ohio..... 717
Wasco Warehouse Milling Co., The Dalles, Oregon..... 686
Watson & Phillip, Ltd., Leith, Scotland..... 714
Wells Flour Mills, Minneapolis..... 718
Western Assurance Co., Toronto, Ont. .... 710
Western Canada Flour Mills Co., Ltd., Toronto, Ont. .... 711
Western Flour Mills, Davenport, Iowa..... 711
Western Milling Co., Pendleton, Oregon, and Salt Lake City, Utah..... 687
Western Star Mill Co., Salina, Kansas..... 712
Western Terminal Elevator Co., Hutchinson, Kansas..... 722
Weyauwega Milling Co., Weyauwega, Wis. .... 724
White, Harry E., Co., New York, N. Y. .... 684
Whitewater Flour Mills Co., Whitewater, Kansas..... 684
Wichita Flour Mills Co., Wichita, Kansas..... 680
Williams Bros. Co., Kent, Ohio..... 725
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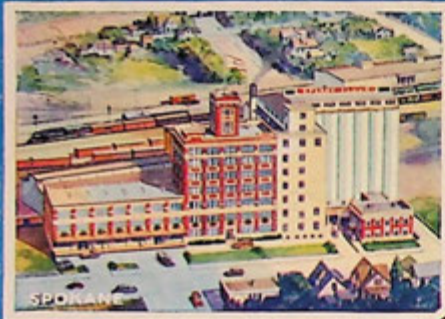
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