

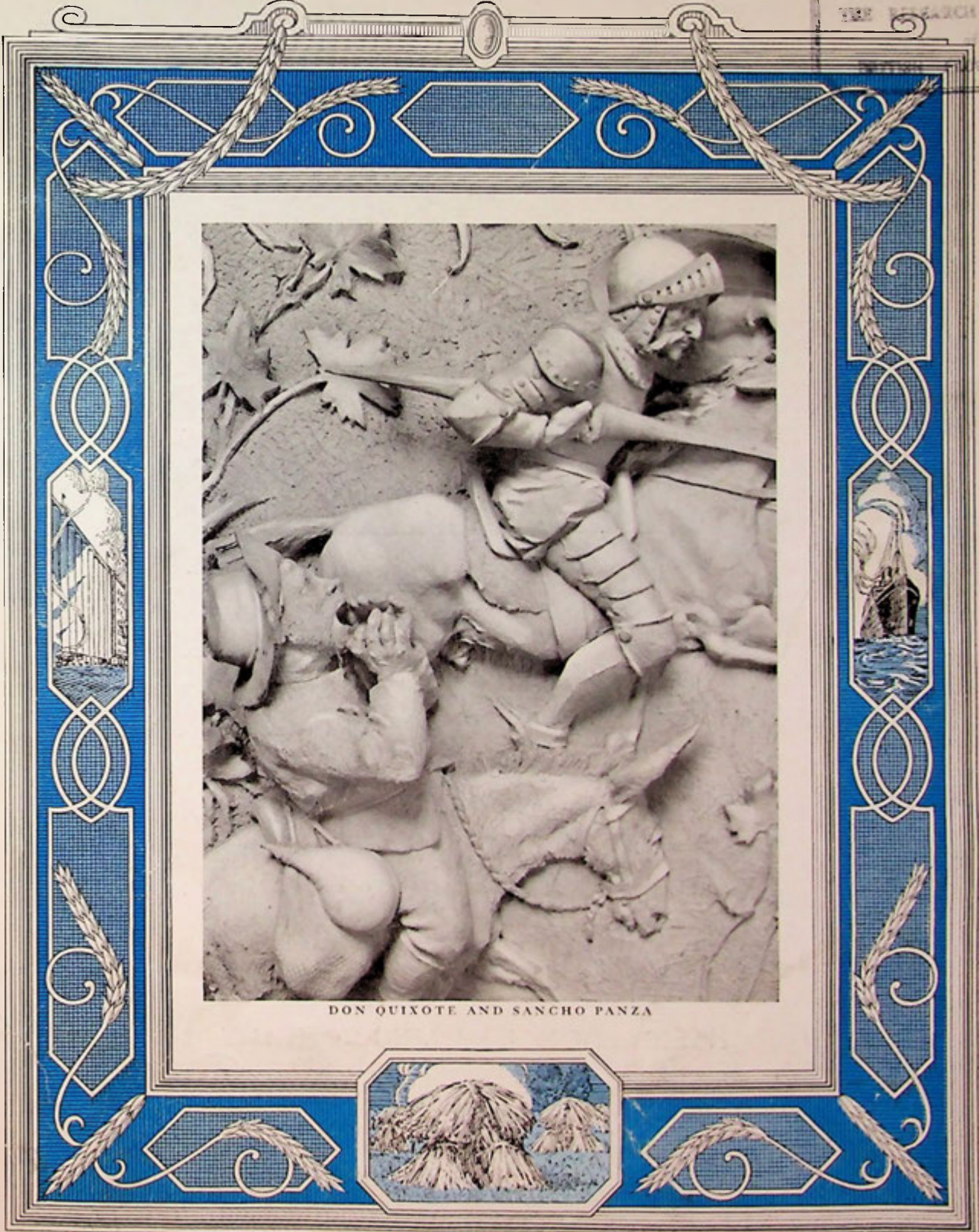
# The Northwestern Miller

22 MAY 1931

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THE RESEARCH ASSOCIATION  
MILLERS



DON QUIXOTE AND SANCHO PANZA



MAY 13, 1931





## Recipe For Making Men

### Ingredients

One Red Blooded Boy	Some Study (not too much)
Parents' Loving Care	Reasonable Amount of Work
Outdoor Exercise	Nourishing Food (plenty of good bread)

### Method

Mix work and play with study. Combine wisely under direction of loving parents. Add muscle building foods—plenty of nourishing bread. Rear with patience and understanding. Turn out at 21, a credit to parents. This recipe makes one man.

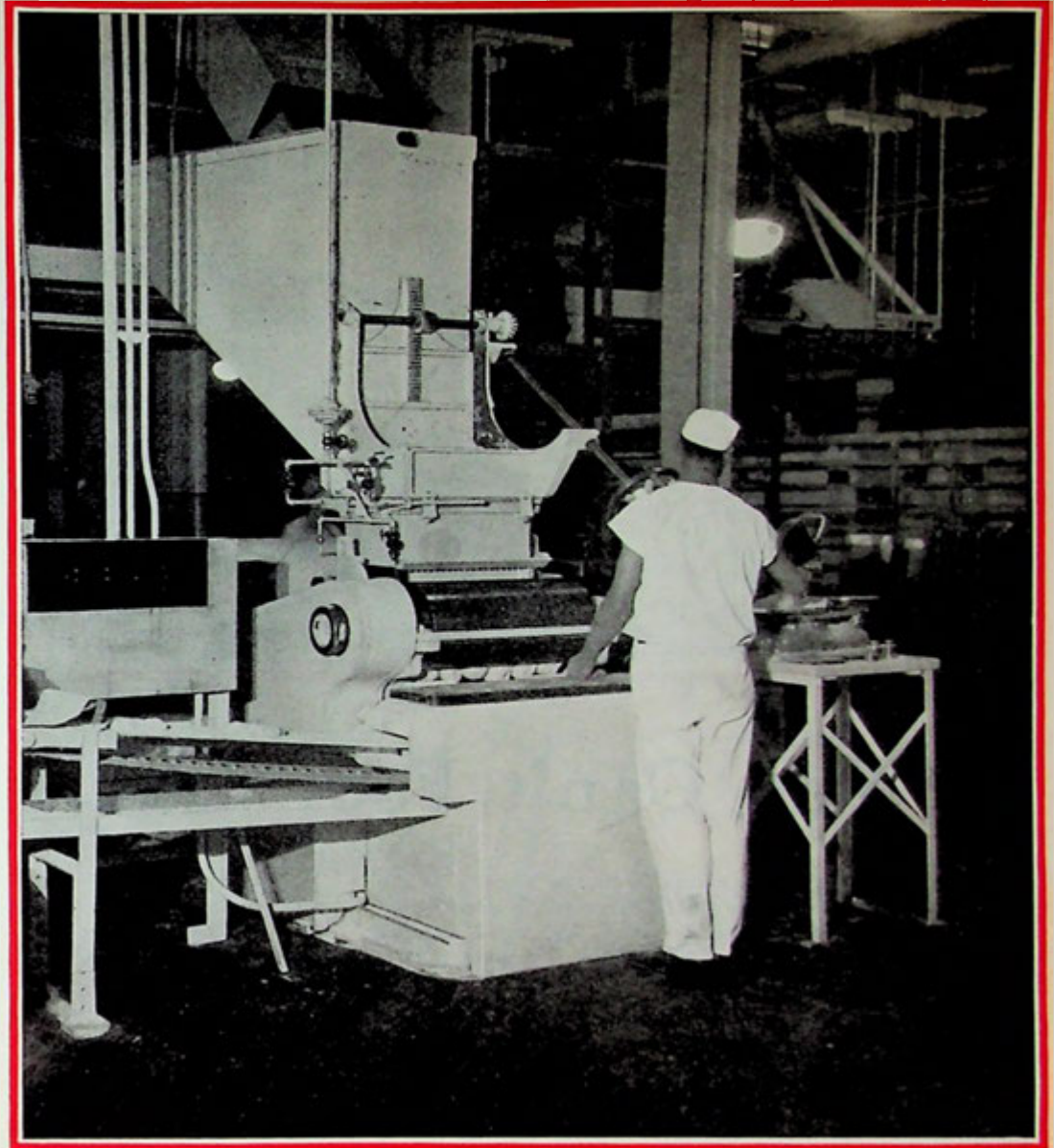
Only a mother knows the painstaking care required to raise a boy right. Good bread and plenty of it is a great help. Is it any wonder that smart mothers patronize bakers who make good bread?

INTERNATIONAL MILLING COMPANY  
 Minneapolis, Minnesota                      Buffalo, New York



# SEAL OF MINNESOTA

FLOUR      MILLED      FROM      TESTED      WHEAT



**\$20.00**

## Saved Every Day—

*There is a useless loss at the divider!*

**I**N MANY bakeries where the divider is not properly controlled, from three to four cents is lost for every dollar's worth of dough that goes through. This loss can be reduced to less than 1/2c per dollar. In the average three-oven shop, better control of the divider should save about twenty dollars a day. A mighty good salary is thrown away in many dividers every year!

But you cannot control your divider unless your dough is uniform throughout the run. You lose at the divider if the dough is too slack, and you lose if it is too stiff. Your doughs *must* be uniform, and the only way to get them uniform is to use a uniform flour.

Many mills produce good flour, but not every mill produces a flour that is uniform. Buy from a miller

who produces a flour that is both uniform and of highest quality. Don't try too hard to save money on the original cost of your flour—spend a little more if necessary for a uniform flour, and you'll see a greater saving on your books at the end of the month. It's not the purchase price of flour that determines your earnings. It's the invisible losses in labor and waste from irregular flour that eats up your profits. Buy a uniform flour—buy Pillsbury's—you'll get more perfect loaves in less time from every mix—more profit from every barrel.

# Pillsbury's Bakery Flours

The Northwestern Miller: Pub. wkly. on Wednesdays, except 4th Wed. of each month, by the Miller Pub. Co., 114 N. 6th St., Minn. 10c per copy; yearly rate \$3 domestic, \$5 foreign. The Northwestern Miller and American Baker, pub. 4th Wed. of each month, 10c per copy; \$1 per year dom., \$1.25 fgn. Combination annual subs. to The Northwestern Miller and The Northwestern Miller and American Baker \$1 dom., \$5 fgn. Vol. 194, No. 6. Entered as second class matter at Minneapolis P. O. Copyright 1931, Miller Pub. Co.





MISS ELIZABETH MCKIM, BAKING TECHNICIAN

**HT**  
**PHOSPHATE**  
 • 80 STRENGTH •  
**98% PURITY**

## You Can't Fool The Biscuit

The Provident Baking Laboratory knows its biscuits. In the making of over 2400 complete studies, it has baked some twenty thousand biscuits in the past few years. And when they are opened the things they show tell whether the phosphate is right, or not.

This department is just part of the many elaborate precautions Provident takes to help protect the investment you have in your brand. Women buy a new flour on trial. The first batch of biscuits decides whether they buy again or not.

So we operate our ovens constantly, making biscuits just as they are made in the home—but subjecting the result to searching, scientific analysis. From the records of 20,000 biscuits we have set up standards of biscuit quality, by which self-rising flour may be definitely rated on a point system.

No poor phosphate can stand up against the Standard Score Card. All selling-talk crumbles before the facts when the biscuits come out below the margin of tolerance permitted by our baking chemists.

The twenty thousand biscuits we have baked tell us conclusively that HT Phosphate in your flour makes a better biscuit. A whiter biscuit with more volume, more uniform texture, and better flavor is consistently the result when HT has been used.

\* \* \* \* \*

HT Phosphate is uniform in neutralizing strength, in 98% purity, in particle size. It is better phosphate because it is made with Swann patent Electrothermal Distillation process Acid, from the clean white heat of the electric furnace, under accurate electric control. It is better phosphate because it is made from heart-of-the-vein lime. It is better phosphate because it is made by an organization which pioneered in phosphate making, and has led the way in many major improvements.

Our three laboratories, grouped under the name of Technical Sales Service, are eager to work with you in the development and improvement of self-rising flour at all times. Consultation with them will prove valuable and helpful to you, as it has to many other leading millers.

## PROVIDENT CHEMICAL WORKS      SAINT LOUIS

ESTABLISHED 1876

Division of

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 SWANN RESEARCH, INC.      FEDERAL ASABITATE CO.  
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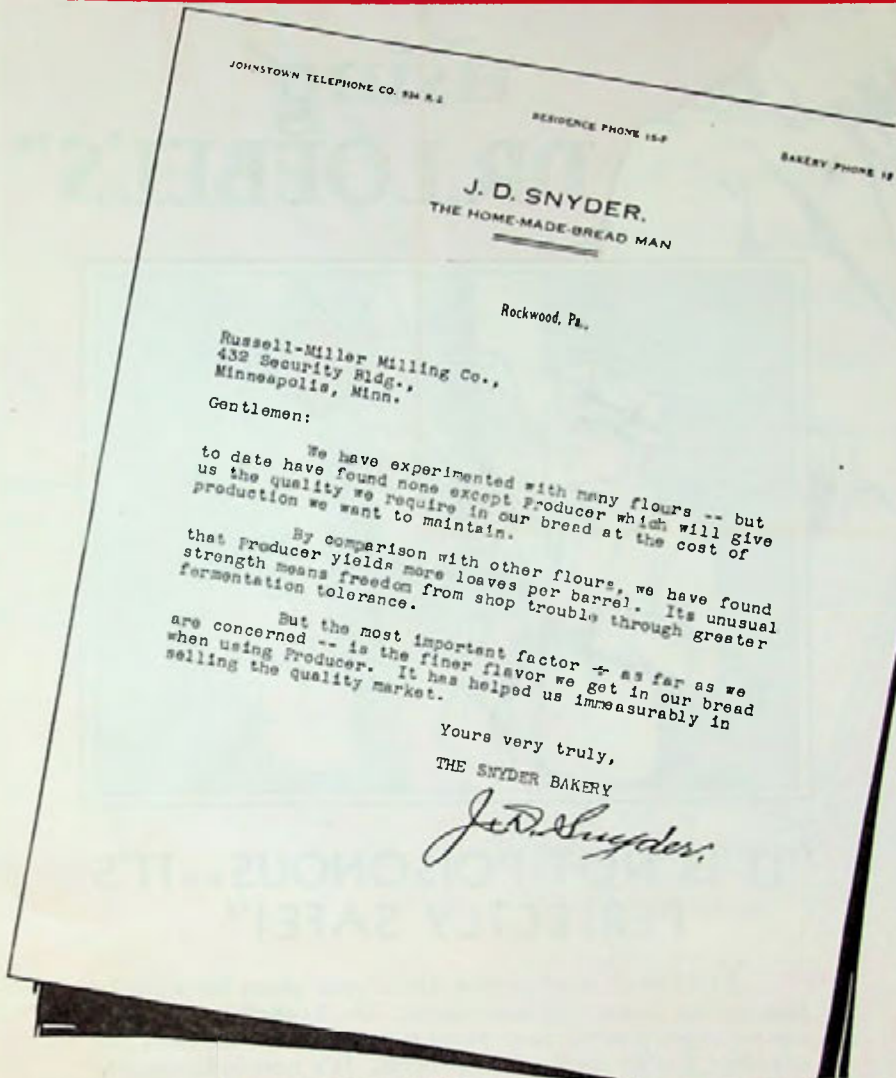


THE  
**SWANN**  
 CORPORATION

BIRMINGHAM      NEW YORK  
 CINCINNATI      ST. LOUIS



“...more loaves per barrel and the finer flavor helps in selling...”



*Producer Flour fills the need for the baker who wants to meet competition with better quality at a price.*

If you have never used Producer Flour, you will be surprised at the shop saving it effects through more volume per loaf—more loaves per barrel.

\* \* \*

If you have ever been bothered in hot weather with “temperamental” doughs, you will welcome Producer with open arms. Its reserve strength eliminates “cripples” regardless of atmospheric conditions.

\* \* \*

Just as in Mr. Snyder’s case, an actual “side-by-side” comparison of Producer with other flours has made many Producer enthusiasts.

\* \* \*

We shall welcome an opportunity for our representative to talk with you about the type of market you sell and the kind of flour best suited to your needs.

**RUSSELL-MILLER  
MILLING CO.**

Minneapolis - - - Minn.

Sales organization and delivery equipment of Snyder Bakery—J. D. Snyder at left.



**PRODUCER FLOUR**





**"No need to shut down, Jim, we're using DR. LOEBEL'S"**



**Protects Your Profit!**

*If insects are cutting down your income, destroying your reputation and depriving your customers of a clean, healthful, fit-to-eat package of food, you can stop them quickly, easily and positively, without shutting down your plant.*

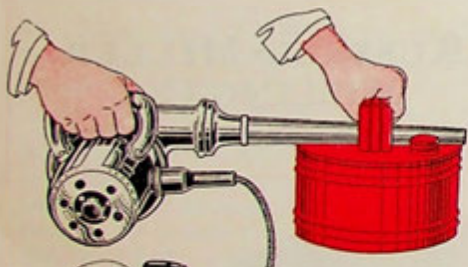
**"IT IS NOT POISONOUS « » IT'S PERFECTLY SAFE!"**

**YOU** don't need to shut down your plant for a costly fumigation to control insect pests. Dr. Loebel's insecticide can be applied while your plant is in operation without the slightest danger to food in process. It's non-inflammable and there is absolutely no fire hazard. It's non-poisonous and cannot harm your men.

We will gladly demonstrate its effectiveness in your plant and show you how a definite program of regular spraying with Dr. Loebel's Insecticide will completely eliminate the insect pests which are now costing you so much in profits and good will. Use the coupon now.

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Huntington Laboratories, Inc.,  
Huntington, Indiana.

We would like to know more about Dr. Loebel's insecticide. Please send us your booklet "Anywhere But Here!" and prices.

Name.....

Address.....

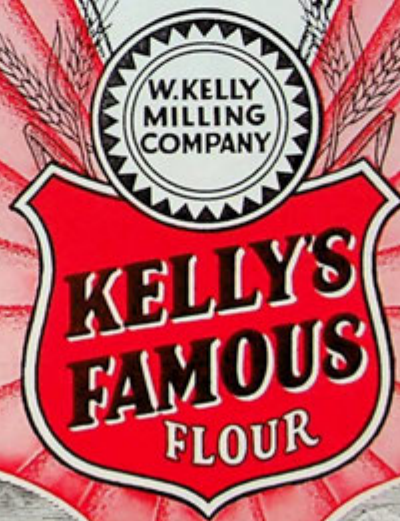
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**DR. LOEBEL'S**  
**INSECTICIDE**



## *In the Strong Wheat Country*

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



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



# Gold Coin Whole Wheat and Graham Flours

ANY DESIRED  
GRANULATION



*Bakers of Whole Wheat and  
Graham Bread Should  
Investigate these Flours.*

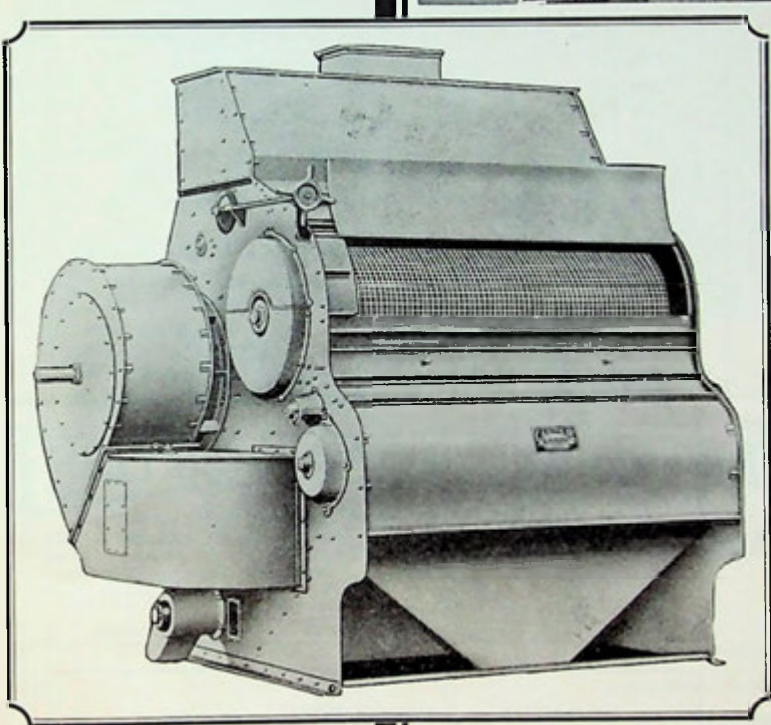
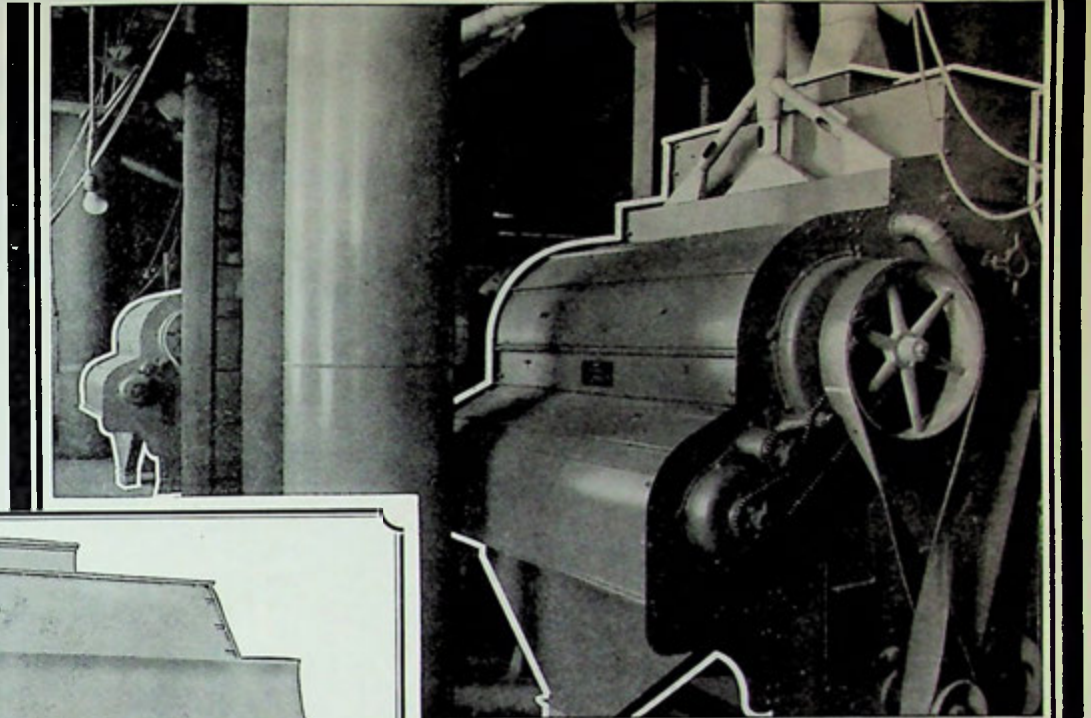
**EAGLE ROLLER MILL CO.**  
NEW ULM, MINNESOTA

Daily Capacity: Wheat Flour 5,000 Barrels  
Rye Flour... 1,000 Barrels

Elevator Capacity: 2,600,000 Bushels



# A Typical Installation of Two Carter Scalperators



## Efficiency In the Mill Elevator

**U**NLOADING cars at 6,000 bushels per hour is no trick with a Carter Scalperator. Outstandingly different from any other type of equipment for rough scalping the grain as it is received, the Carter Scalperator is *proving* itself in many of the largest mill and terminal elevators of the world today.

Built in three sizes to handle maximums of 3,000 to 6,000 bushels per hour, the Carter Scalperator takes care of this great volume of grain, requiring only 25 per cent to 50 per cent of the floor space ordinarily required for the same capacity.

A saving of 20 horsepower on a 6,000-bushel per hour receiving job is the record of one Carter Scalperator. The saving in cost of power where Carter Scalperators are used for high speed receiving work is fully equal in importance to the great capacity the machine gives for a small amount of floor space.

If you are not familiar with this big, high speed Carter receiving machine we will gladly mail you a copy of the 8-page Scalperator Red Book.

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DIVISION OF  
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623-19th Avenue North East

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Carter grain cleaning equipment is all steel equipment, and in this respect is quite unique in the industry. Built with few moving parts, normally from 20 per cent to 80 per cent less moving parts than old-style equipment, Carter grain cleaning machines stand out as leaders in their field of engineering.

**America's Largest Manufacturers of Grain Cleaning Equipment**





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

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

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

**Three Outstanding Grades for the Milling Trade**  
Cylinder made Kraft Bags for Feed Meal, Etc., and Container Bags for small sizes.

**HAMMOND BAG & PAPER CO.**  
Write us for Samples and Prices. WELLSBURG, W. Va.

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Special facilities for the expeditious handling of flour.

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**SOFT WHEATS**  
Bakers Velvet  
Seal of Purity  
Flaky Crust  
Royal Star

**HARD WHEATS**  
Bakers Best  
Keno  
Chief Pontiac



Recommended specially for sponge and yellow cakes.  
(May be used for pie-crust, fried cakes and cookies.)

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CLEVELAND DETROIT PITTSBURGH

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At Baltimore, to Ramsay, Scarlett & Co., Inc., Keyser Building.  
At Boston, to A. C. Lombard's Sons.  
At Galveston and Houston, Wilkens & Bush.  
At Chicago, Messrs. Johnson-Phelps, Inc., 367 No. Michigan Ave.  
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Special attention given to prompt forwarding of Flour to all Scandinavian Ports

For SERVICE and DISPATCH route your FLOUR and FEED SHIPMENTS via the CHICAGO & ILLINOIS MIDLAND RAILWAY CO.

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VOIGT'S ROYAL PATENT  
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*Spring and Hard Wheat Flours*  
MARK TWAIN  
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**Quality Michigan Flour**  
*Plain and Self-Rising*

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

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

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Millers of Michigan Quality SOFT WHEAT FLOUR

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*Kills Weevil and Moths Also Kills Rats and Mice*

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933 and 935 Southwest Boulevard  
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# Modernize Your Purifying System with the *New Universal Purifier*

### Flour and Cereal Milling Machinery

Aspirators — Attrition Mills — Bolters  
— Bolting Cloth and Cleaners — Bran  
and Shorta Dusters — Buhr Mills — Car  
Pullers — Corn and Feed Mills — Experi-  
mental Reduction Machines — Flour  
Dressers — Flaking Machines — Flour  
Feeders and Mixers — Flour and Bran  
Packers — Purifiers — Reels, Grain and  
Chemical — Rolls, Chilled Iron — Roll-  
er Mills, Grain and Chemical — Scal-  
pers — Service Elevators — Sifters —  
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Power Transmission Machinery.

This machine, which is a combined purifier and aspirator with many other improvements, should not be confused with purifiers of ordinary type. The Universal Purifier is a distinctly different machine than offered heretofore—coming nearer to solving 100% the purification problems which have caused the miller much concern for years. No mill can afford to operate obsolete machines or those which have long served their usefulness. Write today for our recommendations for modernizing your purifying system.

# ALLIS-CHALMERS

— Allis-Chalmers Manufacturing Company, Milwaukee —





**"Lustro" Paper Flour Bags**

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

**"Securpac" Coated Kraft Bags**

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

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"MADE GOOD" since 1855

**SOFT WHEATS**

Bakers Velvet  
 Seal of Purity  
 Flaky Crust  
 Royal Star

**HARD WHEATS**

Bakers Best  
 Keno  
 Chief Pontiac



Recommended specially for sponge and yellow cakes.  
 (May be used for pie-crust, fried cakes and cookies.)

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For SERVICE and DISPATCH route your  
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MANUFACTURERS OF

Soft Wheat Flours  
 VOIGT'S ROYAL PATENT  
 VOIGT'S GILT EDGE  
 VOIGT'S CRESCENT  
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Spring and Hard Wheat Flours  
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**Quality Michigan Flour**

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Made exclusively from Michigan wheat—we grind nothing else. Open for Connections  
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**Watson-Higgins Milling Co.**

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 "NEW PERFORMANCE" "FIRST PRIZE"  
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— Bolting Cloth and Cleaners — Bran  
and Shorts Dusters — Buhr Mills — Car  
Pullers — Corn and Feed Mills — Experi-  
mental Reduction Machines — Flour  
Dressers — Flaking Machines — Flour  
Feeders and Mixers — Flour and Bran  
Packers — Purifiers — Reels, Grain and  
Chemical — Rolls, Chilled Iron — Roller  
Mills, Grain and Chemical — Scalpers  
— Service Elevators — Sifters —  
Electric Motors — Torsion Drives —  
Power Transmission Machinery.

This machine, which is a combined purifier and aspirator with many other improvements, should not be confused with purifiers of ordinary type. The Universal Purifier is a distinctly different machine than offered heretofore—coming nearer to solving 100% the purification problems which have caused the miller much concern for years. No mill can afford to operate obsolete machines or those which have long served their usefulness. Write today for our recommendations for modernizing your purifying system.

# ALLIS-CHALMERS

— Allis-Chalmers Manufacturing Company, Milwaukee —





**P**AYING a fair price is the only assurance of invariably high quality in the flour you buy. The miller who sells too cheaply is bound at times to take chances on a little cheaper wheat or on using less wheat to make flour. In either case the buyer is certain to lose in the end through lost customer satisfaction and lost trade. The quality of "I-H" Flour does not vary. It always is good flour at a fair price.



*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



# 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.

# Always Ace High



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

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

# Mother Hubbard

FLOUR

*Worth the Difference*



**HUBBARD MILLING COMPANY**

Mankato, Minn.

Use  
**GOLDRIM**  
Superlative Quality  
Spring Wheat Patent  
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MYSTIC MILLS  
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*After all,*  
 "There Is  
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 for Quality"



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HARD SPRING WHEAT & RYE FLOURS

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 FIVE THOUSAND BARRELS

For Over Forty Years...

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- 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 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



# Buyers Are Discriminating Now-a-days!

When all flours are relatively low in price, and there is only a small spread between the best and second best, buyers question carefully all quality points, and are selecting

## CORNER STONE

*The Top Quality Short Patent*

**THIS MEANS  
PROFITABLE  
BUSINESS**

Jobbers find their trade stops its roving and settles down to steady and consistent use, once Corner Stone is known and appreciated.

Bakers find their bread customers sense the difference when Corner Stone is indicated in the recipe, and become daily repeaters.

Milled by...**LA GRANGE MILLS, RED WING, MINNESOTA**

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



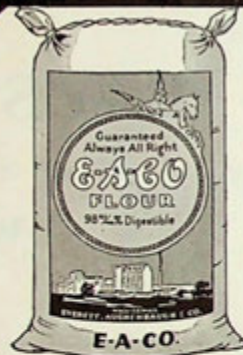
DULUTH UNIVERSAL  
PRIDE OF DULUTH  
DULUTH RELIABLE  
APEX  
Extra Fancy Clear

Duluth Universal Milling Co.  
DULUTH, MINN.

**COMMANDER  
LARABEE  
QUALITY FLOURS  
MINNEAPOLIS**  
Telephone - Atlantic 1521

Crown Milling Co.  
Chamber of Commerce  
MINNEAPOLIS  
Brokerage Connections Wanted

*Guaranteed Always All Right*



EVERETT, AUGHENBAUGH & CO.  
General Offices  
MINNEAPOLIS, MINN.



**ATKINSON MILLING CO.**  
MINNEAPOLIS  
MINNESOTA

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



Choice  
No. 2 Semolina  
Fancy  
Durum Clears

AMBER MILLING  
COMPANY  
Flour Ex. Minneapolis, Minn.

*Repeaters...*

**"KOMO" and  
"PACEMAKER"**

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

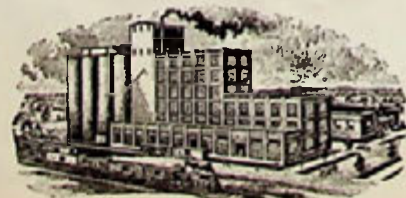
SAINT PAUL MILLING COMPANY  
SAINT PAUL MINNESOTA

Daily Capacity  
1,000 Bbls

## The Location of our Mill

permits us to select the best wheats available, of any type desired.  
*At the Wheat Cross-roads of the West.*

Choice  
Northern  
Spring  
Wheat  
Flour



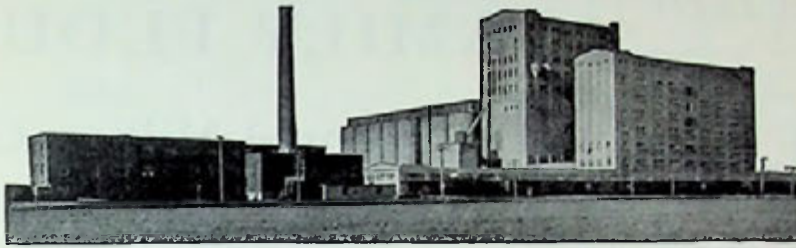
Strong  
Turkey  
Hard  
Wheat  
Flour

INLAND MILLING COMPANY  
DES MOINES, 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 E. PRINA CORP., 442 Produce Exchange,  
New York City, N. Y.—Greater New York.  
H. C. HAGERMAN, 2105 Ferry St.,  
Easton, Pa.—for Pennsylvania.  
HAYWARD & CO., 317 Chamber of Commerce,  
Baltimore, Md.  
J. M. HOUR & CO., 321 Erie St., Toledo, Ohio—  
For Michigan, Indiana, western Pennsylvania.  
WILKINS-ROGERS MILLING CO.,  
Washington, D. C.  
C. B. MUNDAY CO.,  
2264 Transportation Bldg., Chicago, Ill.  
KOTVIS BROS., 687 30th St.,  
Milwaukee, Wis.  
CHAS. KOCH & CO., 101 Ferry St.,  
Pittsburgh, Pa.—Pittsburgh representative.  
J. K. MONTROSE & SON, 1625-1631 Market St.,  
Denver, Colo.—Representative for the Rocky  
Mountain District.



Vanity Fair  
Flour

*Again We Say:*

**N**O matter who makes it or  
where it comes from  
there is no better flour made than  
the flour manufactured at Cannon  
Falls, Minn., by the Cannon Val-  
ley Milling Co.

Main Office  
Chamber of Commerce, Minneapolis

Leading Patents  
VANITY FAIR }  
TELEPHONE } Laboratory Controlled.  
MARITIME }

*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.

Established 1881

W. G. McLAUGHLIN, Manager

"Flour Quality Our Pride"

Globe Flour Mills Co.

PERHAM, MINNESOTA

BRANDS: "HEADLIGHT"....."GLOBE'S BEST"....."HERCULES"

Red River Milling Company

"CERES"

Highest Quality  
Hard  
Spring Wheat  
Flour

Montana and North Dakota Wheat  
used exclusively

Daily Capacity 1,000 Barrels

FERGUS FALLS, MINNESOTA

"No. A1"

Highest Quality  
Hard  
Spring Wheat  
Flour

"Ethan Allen"

The Ideal Flour  
Fancy Minnesota  
Patent

Strong  
Uniform  
Reliable

Wells Flour Mills  
MINNEAPOLIS, MINN.

"CREMO"

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

New Ulm Roller Mill Co.

RED JACKET PATENT  
COMPASS WHITE RYE  
NEW ULM MINNESOTA

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.

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"





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

# Wisconsin Rye Flour

*for* Performance and Satisfaction  
Distinctive Quality and Flavor  
EXCLUSIVE MILLERS OF RYE FLOUR

**GLOBE MILLING CO.**  
WATERTOWN, WIS.

"WISCONSIN MAKES THE BEST RYE FLOUR"



## 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.

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.

# WISCONSIN'S LARGE WATER POWER EXCLUSIVE RYE FLOUR MILL

**WEYAUWEGA MILLING CO., Weyauwega, Wis.**  
"WISCONSIN MAKES THE BEST RYE FLOUR"

## PURE RYE FLOUR

We make a high-grade pure winter rye flour. Ask for sample and quotations.

**FISHER & FALLGATTER**  
WAUPACA, WIS.

## H. P. Schmidt Milling Co., Inc.

OSHKOSH, WIS.

Millers of Strictly Pure **Buckwheat Flour**

Especially used by blenders and mixers. Carloads or less. Ask for samples and quotations.

"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 Wisconsin Rye Flour

Samples and quotations sent on request

**THE PAGEL MILLING COMPANY**  
Stevens Point, Wis.

## FLOUR ANALYSES

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



**The Howard Wheat & Flour Testing Laboratory**  
Drawer 1, Commerce Station MINNEAPOLIS, MINNESOTA

# BREAD FLOUR CAKE FLOUR FAMILY FLOUR

**The Mennel Milling Co.**  
Toledo, Ohio, U. S. A.

## MELLOW CREAM CAKE FLOUR

Made from SELECTED PURE SOFT WHEATS  
**NORTHWESTERN ELEVATOR & MILL COMPANY**  
TOLEDO, OHIO

*Bakers—*

When comparing Spring Wheat Flour use

## "BULL DOG"

for your standard

Made by  
**The Fairchild Milling Company**  
CLEVELAND, OHIO

## Ohio Soft Wheat Flour

OF HIGHEST QUALITY

THE  
**ALLEN & WHEELER CO.**  
Domestic and Export  
TROY OHIO



Specialized Laboratory Service for Millers  
Grain Dealers Bakers  
Feed Manufacturers  
Mid-West Laboratories Co.  
INCORPORATED  
1299 Virginia Avenue  
COLUMBUS, OHIO

## The Ansted & Burk Co.

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

*William Tell's*

**Master Bread Flour**  
**Master Pie Crust Flour**  
**Master Cake Flour**

Each specially milled for its purpose

## THE WARWICK CO.

Makers and Shippers of **Flour** from Choice Winter Wheat  
MASSILLON, OHIO

Write for samples and prices

## Hardesty Milling Co.

Quality Millers for Over Half a Century

Domestic and Export DOVER, OHIO

## The Williams Bros. Co.

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

**MAS-SOTA** Spring Patent Flour  
**BCCO** Blended Patent Flour  
**ENERGY** Horse Feed  
**MALTO** Dairy Feed  
Mixed Cars a Specialty

**The Buckeye Cereal Co.**  
MASSILLON, OHIO

## DECATUR MILLING CO.

DECATUR, ILLINOIS  
MANUFACTURERS OF  
**WHITE CORN PRODUCTS**  
H. JI. CORMAN, Pres. and Gen. Mgr.  
E. NATTKEMPER, Sales Manager



## ERNST & ERNST

ACCOUNTANTS AND AUDITORS  
SYSTEM SERVICE

OFFICES IN ST. PAUL, MINNEAPOLIS, KANSAS CITY, CHICAGO, ST. LOUIS, DALLAS AND FORTY-NINE OTHER CITIES

*it takes the* **BEST**  
*to make the*  
**WORCESTER SALT**

## Riverside Code

Five Letter Revision  
Issued in 1923 Per Copy, \$12.50  
Discount for Quantities  
For sale by all its branches and by  
**THE NORTHWESTERN MILLER**  
Minneapolis, Minn., U. S. A.



**JUDGE a flour (1) by the results it gives,  
(2) by the reputation of its makers.  
Do that and you certainly will use  
these excellent flours, (1) pre-  
pared specially for bakers, (2)  
by the Quaker Oats Company.**

**The Quaker Oats Company CHICAGO, U.S.A.**



**GILSTER MILLING CO.**  
CHESTER, ILLINOIS  
Manufacturers of  
Gilster's Best and Featherlite  
Plain and Self-Rising Flour

**Pfeffer Milling Company**  
Manufacturers of Pure High-Grade  
Winter Wheat Flour  
Brands: Lebanon Bell, LEBANON, ILL.  
Ethereal, Jewel Member Millers'  
Capacity: 1,000 bbls National Federation

**Hezel Milling Company**  
EAST ST. LOUIS, ILL.  
Established 1861  
Manufacturers of hard and soft  
Wheat Flour

**Hanover Star Milling Co.**  
GERMANTOWN, ILL.  
Manufacturers of High Grade  
Soft Winter Wheat Flour

**ELEGANT** EXTRA, EDNA and  
POSTEL'S SELF-RISING  
Pure, Soft Red Winter Wheat Flours  
PH. H. POSTEL MILLING Co., Mascoutah, Illinois

*Enjoy the benefits of Independent Engineering  
by having the*

**A. E. BAXTER  
ENGINEERING CO.  
BUFFALO NEW YORK**

*prepare your plans and specifications for Flour and  
Feed Mills, Elevators and Warehouses.  
Thirty Years' Experience.*

*We are not Contractors or Machinery Salesmen!*

## Your Own REGIMENT

**G**REATER in number than the modern  
army regiment are the employees of the  
Northern States Power Company.

These 5,000 men and women comprise your  
own regiment, and their battle cry is SERVICE.

The fact that 80 per cent of them are share-  
holders in the Company is your guarantee that  
each is personally interested in seeing that you  
get GOOD ELECTRIC SERVICE.



## THE WOLF COMPANY

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

66 COMMERCE ST.

PENNSYLVANIA

CHAMBERSBURG,

### Wedding Invitations Announcements

*Finest Hand Cut Engraved Plates*  
**BUSHNELL** SOCIETY  
STATIONER  
24 So. 11th Street MINNEAPOLIS

### Store Flour in Transit

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



# Flours of a Feather

**REXOTA** Hard Winter Wheat for **BREAD**

**COMPETITION** Hard Spring Wheat for **BREAD**

**EARLY RISER** Hard Spring Wheat for **BREAD**

**KISMET** Soft Winter Wheat for **CRACKERS**

**KISMET SUPER-PATENT** Soft Winter Wheat for **CAKES**

**GOOD CATCH** Hard Winter Wheat for **BREAD**

LIKE birds of a feather, flours of a feather have the same general characteristics. These six flours are outstanding for quality, purity and uniformity—each peculiarly and especially adapted for the purpose for which it is intended.

*If you are seeking something better, let us give you further information.*

**NOBLESVILLE MILLING COMPANY**  
NOBLESVILLE, INDIANA

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

## WE INVITE THE INVESTIGATION OF OUR CLAIMS.

- First—Strategic location, ideal for obtaining the best grain in each important growing territory.
- Second—Railroad facilities. No mill enjoys better shipping and transit.
- Third—Modern plants, which assure you of the best finished product. Large capacity, 3,000 barrels flour, 500 barrels corn meal, 350 tons feed.
- Fourth—Up-to-the-minute organization, working to one end, to better serve you.
- Fifth—Uniformity of products: flour as well as feeds are tested regularly in our up-to-date laboratories, as uniformity not only holds but increases trade.
- Sixth—Our complete line, soft winter wheat flour, hard winter wheat flour, hard spring wheat flour, plain and self-rising, corn meal, stock, dairy and poultry feeds.
- Seventh—Liberal Policy based on a full appreciation of the buyer's needs.



**ACME-EVANS COMPANY, Indianapolis**

## Sparks Milling Company

Established 1855

*Cake Flour—*

**RINGLEADER TYPES**

*Specialized*

*Bread Flour—*

**ARROW BRAND**

**HISPEED**

Mills located at Alton, Illinois, and Terre Haute, Indiana

**BLISH MILLING CO.**

Fancy Soft Wheat Flours

SEYMOUR, IND.

**Garland Milling Co.**

Pure Soft Winter Wheat Flour

GREENSBURG, IND.

**EVANS MILLING CO.**  
INDIANAPOLIS, IND., U. S. A.

Manufacture Kiln-Dried WHITE CORN PRODUCTS  
Capacity, 5,000 Bushels

## You Can't Afford to Take a Chance!

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

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

## Lawrenceburg Roller Mills Co.

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

Feed, Flour, Wheat ANALYSES

The Columbus Laboratories  
31 North State St. Chicago



W. S. NOTT CO., Minneapolis  
Mill Supply Headquarters

**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  
720 Woodward Bldg. Washington, D. C.

**PAUL, PAUL & MOORE**  
PATENT ATTORNEYS and SOLICITORS  
Patents Procured and Trade-Marks Registered in All Countries  
851 Security Building MINNEAPOLIS

**Lyon & Greenleaf Co.**

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

**Mixed Cars**

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

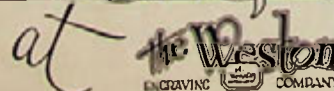


**J. ALLEN SMITH & COMPANY, Inc.**  
KNOXVILLE : TENN.

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

Domestic and Export Ask for Prices

# better engravings



2932 COLFAX AVE. S. MINNEAPOLIS KENWOOD 4011-4012



# Montana Wheat Exclusively

## Hot Weather Difficulties Eliminated

The hottest months of the year are just ahead. Dough in the bakeshop is very susceptible to summer heat. During that period particularly, bread flours are called upon to show the stuff from which they are made.

Instead of dreading this period for our flours, we welcome it. We know that our brands, SAPPHIRE, JUDITH and GOLD CROSS, meet this hot weather condition. They bring satisfaction and relief to bakers. So dependable do we know our flours to be, we are always glad to start new customers using them at this trying season of the year.

**"IT'S THE WHEAT"**  
Plus Intelligent Milling

**Montana Flour Mills Co.**

General Offices, Great Falls, Montana

### CASCADE MILLING AND ELEVATOR CO.

Shippers of Wheat	<b>"CASCADE"</b>	Cascade, Montana
Daily Capacity, 600 Barrels	High Grade Montana Flour	Storage Capacity, 600,000 Bushels

**"Diamond D"** A High Grade Baker's Spring Patent. Milled under Laboratory Control from Montana Spring Wheat.  
**Sheridan Flouring Mills, Incorporated**  
 SHERIDAN, WYOMING

Gallatin Valley Milling Co.  
 MONTANA  
 Flours and Grain  
 D. R. FISHER, Mgr. BELGRADE, MONT.

**STORAGE IN TRANSIT**  
   
 THE KEYSTONE WAREHOUSE CO.  
 Buffalo, N. Y.

**BULLETIN OF NEW ADVERTISERS**

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

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

Page	
Caleyamide Co., New York, N. Y.....	442

### FOR THOSE EXTRA FINE CAKES TRY

**WHITE CHIEF  
 CAKE FLOUR**  
 EXTRA SOFT  
 EXTRA WHITE  
 EXTRA FINE

MILLED FROM  
 WHITE MICHIGAN SOFT WHEAT  
 BY  
**DAVID STOTT FLOUR MILLS**  
 DETROIT, MICH.

Also These Flours for Your Other Cake Requirements—  
**PEERLESS** A Superior Soft Wheat Short Patent  
**FANCY** Patent Soft Wheat  
**SNOWFLAKE** Soft Wheat Pastry  
*Let Us Quote You on Straight or Assorted Cars*

DESIGNED AND BUILT BY

# THE BARNETT & RECORD CO.

PIONEERS IN DESIGN AND CONSTRUCTION OF

*FIRE PROOF MILL BUILDINGS  
 and GRAIN ELEVATORS*

OFFICES

FLOUR EXCHANGE, MINNEAPOLIS, MINNESOTA      LYCEUM BLDG., DULUTH, MINNESOTA



OCIDENT TERMINAL GRAIN ELEVATORS LOCATED AT DULUTH MINN.



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

# Town Crier

## FLOUR

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



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

*J. L. Beddoes - 1840*

THE MIDLAND FLOUR MILLING CO.  
 KANSAS CITY



## Terms and Customs in the Export Wheat Trade

By Alonzo E. Taylor

Reprinted from "Wheat Studies," published by the Food Research Institute, Stanford University, Cal.

**T**HE term "basis wheat" we apply to the wheat which constitutes the base line of trading transactions in a country. In the United States, basis wheat includes the varieties and grades deliverable without premium or discount at sellers' options on future contracts, for wheat in store at Chicago. For the purpose of this study we regard Chicago as the ruling market. Basis wheat may be either No. 1 northern spring, No. 1 or No. 2 soft red winter, or No. 1 or No. 2 hard winter. With due regard for the particular advantages of the exchanges in Minneapolis, Kansas City and other cities in respect to cash wheat, the fact that 80 per cent of the annual volume of trading in wheat futures in the United States is done in Chicago suffices to make the price of Chicago futures the base line of export transactions. The majority of export transactions are conducted on the basis of bids or tenders, with the price of Chicago futures as base line. For the better grades of wheat, premium differentials are set up for delivery against futures.

### NO. 1 NORTHERN MANITOBA

For Canada, basis wheat is No. 1 northern Manitoba futures quotation on the Winnipeg Grain Exchange, for wheat in store at the head of the Great Lakes. For the grades of wheat below No. 1 a set of differential discounts apply, less frequently changed than differentials at Chicago.

Basis wheat in Argentina rests on fair average quality as determined for the crop, despite the fact that there is a futures market in Buenos Aires. Basis wheat in Australia rests upon fair average quality. For Russia, the Danubian states, India, and other occasional wheat exporting countries, no generally accepted definitions of basis wheat are in effect at present.

Basis wheat in Liverpool is determined largely by weight, with consideration of condition. The weights specified on the future delivery contract of the Liverpool Corn Trade Association are in terms of the imperial Winchester bushel, for wheat in store in Liverpool or at the Manchester docks, or in Birkenhead, with a stated discount. Within the definition of weight and condition, all varieties and types of wheat are tenderable, with the required weights varying slightly. The minimum weight is strictly observed, and no wheat more than one pound under its stated basis weight may be tendered. Once the basis weight and condition are established, each lot tendered is examined and the price adjudicated by a grading committee.

There is a range of premiums and discounts established, but no fixed differentials, which contributes to the flexibility of the system. The maximum premium is 3d per cental, the minimum discount 1d per cental, no matter how good a premium wheat may be, it cannot secure more than the maximum premium,

and if a wheat is so poor it will not grade on a discount of 1d it is rejected. As a rule, the United States basis wheats, when shipped to Liverpool from American ports, are graded without premium or discount, which does not hold for shipments through Canadian ports. As a rule, No. 1 Manitoba carries the maximum premium of 3d per cental, No. 2 carries 2d or something over, No. 3 usually carries 1d, No. 4 may or may not grade; if it grades it may carry the discount of 1d, but it occasionally grades without discount. The fair average quality of wheats of Australia and Argentina grade at basis, or with premium or discount, as the case may be. The system is so flexible that, within the limits of weight and condition, the export wheats of all countries find a market according to milling values in terms of English flour, and are tenderable against futures contracts. The international wheat merchant is able, within a narrow range, to adjust the basis wheat of the wheat exporting countries in relation to the basis wheat requirement of Liverpool.

The term "shipping differential" corresponds to the aggregate of the costs from the elevator in the departing port of price registration, particularly Chicago, to the receiving port of price registration in western Europe, particularly Liverpool. It is a frequent understatement to combine the land freight and the ocean freight and regard the sum as the shipping differential; an erroneous procedure, since it neglects incidental but unavoidable costs of considerable amounts. There are fobbing costs in the terminal of origin which include elevation, inspection and weighing. To the rail freight must be added an allowance for shortage of weight. At the port of departure there are again fobbing charges, including elevation, inspection, weighing and commission. To the ocean freight must be added marine insurance and outturn insurance. Finally, the exporter adds interest from the date of sale to the date of delivery to consignee in the port of destination. The land freights are constant, except for announced changes; most of the fobbing charges are also constant. Insurance and interest vary with price level. Lake and ocean freight rates are variable, often foreseeable but sometimes changed on short notice.

### TRAMP STEAMER CARRIAGE

Wheat from Argentina, Australia, Russia and India moves largely in tramp steamers; to some extent in freighters with scheduled sailings; to no significant extent in liners. From the north Atlantic Coast large amounts of wheat go in liners; from Gulf and Pacific ports North American wheat moves largely in tramps or scheduled freighters. Rates for carrying grain need not be the same with different kinds of vessels, and indeed usually are not the same; nor are the fluctuations in rates proportional among them. For years the charter mar-

ket has had the complexion of a buyer's market, but an excess of space over cargo has not the same effect with parcels and with cargoes.

### REPRESENTATIVE SHIPPING DIFFERENTIALS

The owner of a vessel in England with a tender of a cargo of coal for Argentina may rarely find himself compelled to buy wheat and become a shipper for the return voyage, in order to get the work.

We have secured representative shipping differentials to serve as illustrations. In February, 1931, it cost, to take wheat out of store in Chicago and deliver it c.i.f. in the hold of the vessel in the harbor of Liverpool, 21.25c per bu, via Baltimore. The cost via Philadelphia or New York was a fraction of a cent higher, which figure also represented the cost of moving Canadian wheat from store in Buffalo, adjusted for the difference in interior transfer. In November, 1930, before the close of lake navigation, the inclusive shipping differential from Chicago to Liverpool was 18.3c. In November, the inclusive shipping differential from the Head of the Lakes to Liverpool was 17.55c. The ocean rate for wheat from Galveston is usually a little higher than from Atlantic ports; the inclusive shipping differential would vary considerably with the interior terminal involved.

In the use of the shipping differential in the United States it is to be kept in mind that little wheat is exported from store in Chicago and a considerable proportion is shipped at relative costs somewhat lower than the Chicago basis. This is especially true of shipments of hard winter wheat through Galveston. It is indeed the particular province of the fobber to uncover parcels of wheat in positions from which the cost of transfer is lower than from Chicago. Also, not infrequently, parcels of wheat are for one reason or another in distress and a part of the distress appears in reduction of the shipping differential. Finally, a particular parcel of wheat may have milling value superior to the basis grade in Chicago or may have been purchased for cash at less than the price of Chicago futures for basis wheat. Broadly considered, therefore, the inclusive shipping differential tends to represent the outside figure of cost. The actual figure of cost is often (perhaps usually) lower, by varying amounts. Each active exporter knows what is, for the time being, the formal inclusive shipping differential; he also knows by how much he is able at the moment to work under that figure.

In the case of the wheats of Canada, Argentina and Australia, similar qualifying circumstances influence the shipping differential. In Canada, on account of the choice between American and Canadian Atlantic ports, the shipping differentials resemble those of the United States, though tending to be lower except for parcels on liners. In the case of Canadian shipments through Vancouver, different influences apply, and surprisingly low shipping costs are some-

times observed. For wheat from Argentina and Australia the costs of transfer to Europe depend directly on the international position in charters, which lately has been so easy that wheat from the Southern Hemisphere has been shipped to Europe at astonishingly low rates.

The term "export price parity" is a convenient designation of a price relation, but one to be employed strictly in accordance with definition. Export price parity has a different meaning applied to futures markets and cash markets. Also, it has a different meaning applied on the one hand to products regularly bought and sold on commodity exchanges under futures trading, and on the other to commodities not so dealt in. With some commodities the prices are largely fixed in the importing country, and the exporting country accepts the price minus the shipping differential. With other commodities the prices are largely fixed in the exporting country, and the importing country accepts the price plus the shipping differential. For wheat we have price registration for international wheats in Liverpool and London, and also for domestic wheat in the exporting country, in particular North America.

Wheat prices have a fairly wide range, but in each market there is a basis wheat. Price registration on both sides of the Atlantic is sensitive and selective. Prices in Chicago and Liverpool influence each other directly but not exclusively. There are influences acting on Liverpool directly which act on Chicago only indirectly and to less extent; there are influences acting on Chicago directly which act on Liverpool only indirectly and to less extent. The price of wheat in every country engaged in international trade is influenced by the price of wheat in every other country engaged in similar trade; but these influences are variable between countries, within countries, and at different times. In the broad sense it may be said that wheat prices in countries engaged in international trade in wheat are irregularly oscillating within a range and around a point; but the oscillations vary in extent and in irregularity.

### WHEAT EXPORT PRICE PARITY

Wheat export price parity means such a price in an exporting country as will enable the wheat merchant in the customary course of trade to purchase wheat and deliver it, c.i.f., port of destination, so that the importer may unload it and sell it to millers and merchants at going prices as of type, grade, and quality, with a profit to the exporter and the importer. The definition does not apply to occasional or exceptional transactions, but to the customary course of trade.

How is wheat export price parity determined to exist? The occurrence of exports implies a presumption that wheat export price parity exists, unless the exports represent deferred deliveries on earlier sales. Secondly, the quotations

(Continued on page 153.)



# Private Brands—Asset or Liability?

By Wayne G. Martin, Jr.

**F**LOUR millers, along with many other business men, have had their attention directed for the past two years to pressing problems of the moment. Artificial control of grain markets and other unnatural conditions have demanded such concentrated consideration that other, and more basic, tendencies have been pushed to the background. But regardless of the problems confronting milling within the industry itself, certain major and highly important merchandising trends are going steadily forward which, ultimately, may have a far-reaching effect upon all millers who do any business whatever in the family trade.

The changes now occurring in retail distribution cannot help but be reflected directly to millers and other manufacturers of food products. Any one at all familiar with retail merchandising of the past decade knows the tremendous alterations it has caused in nearly all lines of manufacturing. What has previously gone on has largely been of a physical nature. The changes that will undoubtedly occur in the coming few years will be in the methods of employing those facilities which are now at hand.

Judging from present tendencies, and certain already established facts, one of the prominent problems ahead of the family flour miller is that of brands. Shall his own continue to dominate markets because of their recognized value for distributors, or will they be outdistanced by the private brands of chain stores, wholesalers and voluntary chains?

It is not the purpose of this article to tell millers that they should maintain their own brands at all costs over the so-called "private brands." Some have already reached a point where this would be impossible. What the writer does hope to do is to set down certain facts and conditions which may be helpful in studying this phase of flour merchandising.

Despite all that is said and written to the contrary, manufacturers, wholesalers and retailers have been, and some still are, antagonistic, rather than friendly, in their relationships. Naturally, this antagonism does not break out in open warfare, but it exists, nor is it surprising that it does. Each group has its own interests at heart first of all. The miller realizes that he must get a fair price for his flour if he is to remain in business, but this is of secondary consideration to the majority of jobbers, who constantly seek to buy at lower prices in order to meet competition. This same force is exerted upon jobbers by retailers.

It is true that wholesalers and retailers are now carrying on co-operative movements, but they were forced into them by chain store competition rather than by an original desire to help one another. In some instances manufacturers have entered into these efforts, thus presenting the complete triangle of manufacturing, wholesaling and retailing.

As far as millers are concerned, however, the development of this co-operative movement, regardless of the causes back of it, has presented further and more complicated problems. For with the banding together of retailers and wholesalers has come renewed activity in behalf of privately owned brands. Many chain store organizations have long pushed the sale of merchandise bearing their own labels, and to this number have now been added numerous voluntary chain institutions. However, it is significant that mill brands of flour far outnumber private ones in the great majority of chain stores, indicating the popularity of the former in the estimation of consumers.

What is making the problem more complicated is the fact that private brands are no longer unadvertised. Heretofore, such brands were almost solely used by jobbers, who did little or no advertising. But that condition has now been entirely changed. Nearly all regular and voluntary chains are heavy advertisers in the communities they serve, and those wholesalers who feature private brands aggressively are large users of advertising space. Also, the quality of this advertising is improving, and it will not be long until it will be on a par with that done by many manufacturers. In fact, the development of this type of advertising is going forward at such a rate that some students of advertising predict that within a few years it will overshadow that of manufacturers.

The growth of chain organizations among independent retailers and wholesalers has been brought about by the competition of regular chain stores. Some feel that only through such co-operative effort can independent distributors remain in business. Because of reasons which will be pointed out later in this article, many of these independent organizations have believed they needed privately branded merchandise which would not be directly competitive with chain stores, and undoubtedly this desire has provided a tremendous stimulant to private brands.

By no means does this movement toward private labels mean that advertising has failed the manufacturer. On the contrary, it has been the most powerful factor in enabling many—and certainly millers are

no exception—to withstand the drive of chain stores in behalf of merchandise carrying their own brands on the one hand and cheap, unadvertised merchandise on the other.

What has happened, however, is that wholesale and retail distributors are using advertising as they never have before. Nor has this movement reached its peak. Manufacturers have pointed the way to this through the success of their own advertising, and distributors are learning that what it did for one it will do for another.

Aside from the face value of the advertising, the independent wholesaler and retailer, or their co-operative organizations, have the additional advantage of personal acquaintance in their communities, which is usually denied manufacturers. The combination of these two facts—that the private brand is now advertised and that the personal contact of the distributor is a powerful factor in his favor—provides keen competition for manufacturers' brands.

Furthermore, many local distributors have had the foresight to see that the quality of the goods they merchandise under private brands is on a par with that of manufacturers' goods. Heretofore, private brands were usually handled for the sole purpose of underselling more widely known merchandise, but that fault is being eradicated. Often flour sold under a private label is of exactly the same quality as that merchandised by mills under their own brands.

However, the fact remains that mill brands continue to be the best assurance of uniform quality to consumers. No mill can afford to jeopardize its reputation by cheapening the quality of its flour, and distributors who are awake to this fact, and act upon it, have a sales argument at their disposal which cannot be overcome by any claim for private brands.

It cannot be denied that price has been, and still is, the primary factor in the controversy between private and manufacturers' brands. Unfortunately for the manufacturer, his best-known and best-advertised merchandise has been featured by retailers at prices leaving little or no profit, solely for the purpose of getting trade into their stores. It has not been uncommon to see chain stores selling some of the most widely advertised brands of flour at an actual loss in an effort to attract trade.

Consequently, independent retailers who have been utterly unable to meet this competition have cast their eyes about for a private brand. They feel that, though they do a smaller volume of business with it, they will be better off than handling a brand which they are compelled to sell at a much higher figure than that quoted by the chain stores. Even the latter have become tired of selling a product which can be duplicated by other chains at a loss, and have directed their attention toward their own brands. In such cases millers have obviously been victims of circumstances over which they held little or no control.

The only way in which millers can hope to overcome this unfortunate condition is through the adoption of a very rigid price policy wherein the chain organizations, whether independent or regular, will not have an unfair advantage over other competitors. True, they cannot prevent their flours being sold at a loss

if distributors see fit to do so, but through adopting and adhering to a price policy that is obviously fair to all concerned, they will at least help to remedy this situation. In fact, something of this kind must be done by all mills that hope to sell to both chains and independents.

Distributors who sell well-advertised brands of flour at no profit, or even at a loss, are a distinct menace to the industry. So far, no legal means are available for preventing this, but should Congress see fit to enact legislation bearing upon this subject, millers, if for no other reason than self-preservation, should see that it is enforced to the limit. Until such time as such legislation may be enacted, the only procedure available to millers is to select distributors carefully, and educate them to the advantage and necessity of selling flour at a profit. Using basic commodities, such as flour and bread, as loss leaders, is obviously economically unsound.

Occasionally, wholesalers and retailers will sell their brands of flour on the basis of its being "just as good as" the mill's own brand. Where it really is, mills are up against stern competition. However, private label flour sold at a price considerably under a mill's brand is usually inferior in quality, and then the mill has a real advertising story to take to consumers—one backed up by facts and that can be used most effectively.

The argument is sometimes advanced against certain advertised brands of merchandise that the price does not follow market trends as closely as it should, thus making it difficult for retailers to sell in competition with other merchandise, the price of which has followed market quotations more exactly. In this respect, at least, milling has an advantage over many other industries. Because of its nature of manufacture, flour prices follow closely the range of wheat quotations, as was brought out at the recent hearing in Washington on bread prices.

In the case of flour, the raw material, wheat, represents such a large percentage of the cost of the finished product that its fluctuations can be quickly and clearly followed. Bread, however, presents an entirely different situation, as do many other commodities. Here the price of flour, the basic material, is such a small percentage of the total cost that its range must be wide indeed before a change in the price of bread is justified. Unfortunately, distributors and consumers, as a class, do not seem to be aware of this fact, which, of course, reacts against the interest of bakers and manufacturers of other commodities in a like condition.

From a careful study of the entire field of private versus manufacturers' brands, it would seem that the miller must decide whether he is to cater to the one class of trade, or to both. It goes without saying that the miller who sells the great part of his output under private brands has the least control over his own business. He is building nothing for himself in the light of consumers, and he has little or no control over the distribution and advertising of his product once it leaves his mill. He has no assurance that he will continue to get this business, which is almost invariably placed upon a price basis, quality being equal.

On the other hand, the volume of the private label business in the family flour trade has reached a point where it cannot be ignored. It seems, therefore, that the best course is to maintain the identity of mill brands through the natural advantages they enjoy, and at the same time sell what private label business can be obtained from distributors who will afford the mill fair treatment.

Advertising is the best means available to a miller to hold and improve such a position. Not only can he use it to create consumer demand, but, what may be of greater importance, through it he can sell the ideas and ideals of his institution to distributors. A properly directed business paper campaign, emphasizing the points the miller wants to make in behalf of his own brands and soliciting the business of the better class of dealers who also sell some flour under private labels, will bring large returns. This is not theory, but has been proven time and time again.

Millers who do not avail themselves of the opportunity presented in business papers to educate distributors to the value of flour which is sold under mill brands, and in turn advertised to consumers, are failing to utilize one of the most effective weapons at their disposal in the contest between private and manufacturers' brands. This cannot be done in one issue, nor in two issues, but only by constant repetition, backed up by the work of the mills' representatives and brokers.

Despite the growth that has occurred in private brands, there is every reason to believe that the advertised brands of manufacturers will not only hold their own, but continue to increase in popularity. The same reasons which made this true 10 years ago are still operating.

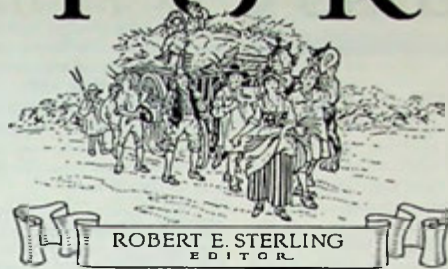
## BAKING DAY

"I WANT to write a poem,"  
I told myself that day.  
Then I phoned Rosemary's teacher,  
And cleared the crumbs away.  
I set my sponge, I shined my pans,  
I wound the kitchen clock,  
And darned a fine new pattern  
On a devastated sock!  
Then I had to knead the dough,  
And fold my laundry down,  
And read a bit of history  
For club, next day, in town.  
At dusk I sighed, "My poem—"  
But my hungry family said,  
"You've made five gorgeous verses  
In those perfect loaves of bread!"

ANNA MANLEY PEARSON.



# EDITORIAL



## IN COMMENDATION

**T**HE flour milling industry and grain trade would be less than fair to the Grain Stabilization Corporation if it failed to commend its management for the fine spirit of co-operation displayed in assuming ownership of a vast stock of wheat either taken over on May contracts or purchased from mills and elevators in connection with the windup of the stabilization operation. May deliveries alone were of unprecedented volume, but so capably was the procedure handled both by the stabilization officials and elevator operators that the entire transaction was completed with scarcely a ripple on the surface of prices and the normal functioning of markets.

Commendation also is due for the arrangement which permitted private owners of wheat to make tenders in advance of actual delivery so that the wheat would not have to be mixed to grade, to the general lowering of its milling value, but could be held and merchandised as required by millers. Stabilization corporation officials and the elevator association worked harmoniously to bring about this desirable result, and somewhat similar accord characterizes, with few exceptions, the taking over of nonterminal surplus wheat stocks. What threatened to be a painful transaction in government participation in business has been, on the whole, so nearly painless as almost to inspire the trade to faith in the prospect for better days ahead.

This publication has for many months urged that there was room in the grain trade for the co-operative marketing experimenters if they would do the least thing to invite co-operation. Unhappily, for most of these many months their attitude was hopelessly bureaucratic and dictatorial, perhaps in subconscious emulation of the farm board's vigorous minded former chairman who was so inclined to mistake helling and damning for constructive effort for the good of the country. Whether or not the new policy of the grain agencies reflects the attitude of the board's new chairman we have yet to learn.

## OVERBOOKING

**A**T a recent meeting of millers a speaker expressed wonder if the flour salesman in his zeal for business was not often responsible for overloading a buyer when an analysis of the buyer's bookings would show that he already had amply anticipated his requirements. He believed this might be a factor in producing delayed shipping directions and cancellations and losses for millers.

We share the speaker's belief, but we go beyond him in respect for the rule of conduct which tells us to give the devil his due. Whence arises the salesman's zeal for business which leads to overbooking? Is it, perhaps, inspired by some hard driving sales manager who points out to the salesman that he is behind in his territorial quota and intimates that salesmen are being weeded out? And whence, in turn, arises the sales manager's zeal when he knows as well or better than the salesman that the customer is being overbooked? Does it, perhaps, arise from the zeal of the executive head to get bookings and bookings, to insure volume, volume and volume, so that he can run full time and thus lower his costs?

Of course, salesmen overbook, for they have jobs to hold and their efficiency is measured by volume. And sales managers have jobs to hold and they, too, are measured by volume. And the head man too often knows of no other way to win success save by volume and the lowered costs resulting from volume. The zeal is all along the line and the alibi is all along the line, and when the overbooking becomes apparent and the cancellation inevitable, there is no more reason for holding the salesman at fault than for holding the Prime Minister of England at fault.

Overbooking and "big bag" volume prices are of the same brood. It is useless to seek to place the blame for them upon any part of the industry's per-

sonnel. They are fundamental faults to be corrected only when the captains of milling develop sufficient self-restraint to say "no."

*THE WUFUS BIRDS.—And we have with us also those who want to return to the good old times. They are of the order of the Wufus Birds. As you know, these interesting birds fly backward to keep the wind out of their eyes and they are not interested in where they are going, but only in where they have been.—Walter S. Gifford, president American Telephone & Telegraph Co.*

## WHEAT PRICES AND DIMPLES

**W**ILLIAM ALLEN WHITE, editor of the Emporia (Kansas) Gazette, quotes the views of Victor Murdock on wheat consumption and prices and prescribes his own cure for present ills, in the following recent editorial:

"Victor Murdock, writing in the Wichita Eagle, propounds his own formula for farm relief:

"As the need for agricultural relief in all nations is scrutinized, it develops that seekers for better farm rewards are turning more to underconsumption than they are to overproduction. Apparently overproduction has hit all lines. There is no way for the producer to turn for improvement in his marketing prospects. The promising field is in additional consumption.

"The Canadian pool recently issued the astonishing statement that each Canadian annually consumes 211 pounds less of cereals than he did before the World War. Belgians consume 108 pounds less, the Argentines 67 pounds less, Americans 46 pounds less, and so on.

"The world, on the other hand, is consuming twice as much tea, half again as much tobacco, more coffee, more sugar and more of many other products.

"If cereal consumption were at the pre-war rate per capita, there would be no excess of wheat in the world. There are, in addition, ten millions of underfed people in the world who eat little, if any, wheat. If the wheat could reach them, there would be talk of acreage expansion instead of acreage reduction.

"The products gaining in world consumption have improved their channels of distribution and have increased public favor by advertising, by modernization of products, or both. There is a world of room for wheat consumption progress in these same fields.

"But how may increased wheat consumption be obtained? The answer is simple, easy and effective. Instead of the farm board spending half a billion dollars buying surplus wheat which no one else wants and which must inevitably be sold and further depress the market, why not join in with the dressmakers' union to bring back the bulging curves and double chins of two decades ago?

"Time was, and not long past, when the skinny girl shamefacedly swathed herself in half a dozen petticoats, reinforced the stinginess of nature with a bustle, and padded her shirtwaist with cotton before venturing out on the street.

"Now she walks haughtily into the store and slips easily into readymade dresses, while her plump sister agonizes over diets, writhes on the floor with reducing exercises, and longs for the pipestem legs and crisp thin lines which go with modern style fads.

"This half billion dollars, spent on style advertising, would overnight banish lettuce, carrots and spinach from the dinner menu in favor of the old-time

thick slices of bread generously spread with butter and jam.

"Every soft curve and silken dimple on the American flapper means an extra dime per bushel of wheat for the American farmer, and Victor Murdock should bear this in mind next summer when the judges in the Eagle's annual bathing beauty contest are considering some thin-flanked, skinny-ribbed maiden because she conforms to Ziegfeld's 'boyish' lines."

## BERNARD A. ECKHART

**T**O Bernard A. Eckhart, miller, banker, captain of industry, civic leader, who died Monday following a long illness, belongs exclusive credit for modern cost accountancy in flour milling. A quarter of a century ago, in a year when milling was especially low in its state of mind and state of profits, Mr. Eckhart invited a hundred or more millers from every part of the country to be his guests at dinner. In a brief address at its close he presented the then novel theory that if millers in reckoning their flour costs would discount their realization from by-products two dollars per ton, they would thereby make a profit on their feed as well as on their flour. It is difficult to believe that what now is a standard method was at that time hailed as a sensational discovery. Out of Mr. Eckhart's proposal grew a new theory and practice of cost construction, and to it and its author millers owe a debt for whatever prosperity they since then have enjoyed.

Mr. Eckhart's long and useful life epitomizes the romance of American business. A poor immigrant boy, he rose by industry and application to a high place in his chosen calling and in the confidence and affection of the community in which he lived. As first president of the Millers' National Federation he pointed the way toward breaking down sectional lines and antagonism, at that time so destructive to milling. Later, as a member of the milling division of the food administration, he rendered invaluable service to the trade, at the same time giving freely of his time and ability to war work in his own city.

His services to Chicago were outstanding, and much of that city's great public park system is the result of his vision, intelligence and energy. In his death, milling loses one of its great leaders and Chicago one of its most useful citizens.

## CONVENTIONS FOR STUDY

**T**HERE was a time when meetings of operative millers, perhaps taking their cue from conventions of owners and managers, followed the get-the-boys-together and make whoopee style. Song and merry-making whiled away the hours of day and night, while a few serious-minded souls sat at attention in the assembly hall, passed resolutions and otherwise gave service to the fiction that conventions were instructive and valuable.

Today the annual meetings of the Association of Operative Millers, like the district meetings held from time to time throughout the year, are in fact schools for the education of operatives. An overwhelming proportion of whatever advance is being made in the art and science of flour milling is directly due to the research and experimental work inspired by or directed by these meetings co-operating with the Kansas, Pennsylvania and Minnesota schools and the organization of cereal chemists.

In the battle for profits the commercial side of milling constantly is in danger of losing sight of the importance of advance in the technical department of the industry. This it must not do. Owners of mills are even more interested and more in position to profit from these annual schools of milling than are the operatives themselves. Every merchant mill owner in the country should make it possible for his superintendent miller to attend the June convention of operatives at Kansas City, not only by granting leave of absence but, if necessary, paying his expense. No money can be better invested.



# THE WEEK IN MILLING

## Little Change in Flour Business

THERE isn't enough new flour business to pay for having the roof reshingled, as one miller expresses the general thought. Buyers continue to enter the market only on necessity, and then their purchases are confined to small lots. Inquiry for new crop deliveries is developing, but few sales have been made except by Texas mills. The average of business last week in the United States as a whole was between 30 and 40 per cent of capacity, or about 10 per cent less than in the preceding week. Comparatively, family flours are experiencing a better demand than bakers' brands, the latter class of trade being more unwilling to follow recent advances. Every one, however, is concentrating on using stocks before the new wheat crop starts to move, and the only prospect for increased business lies in the consumption of these old supplies; dwindling reserves may bring increased interest in the next month or six weeks. In the meantime, millers and buyers alike are showing extreme caution in discussing new crop values, and heavy future sales appear improbable for several weeks. Current needs will continue to dictate the volume of business, just as they have all winter and spring.

**Export.**—An advance in the July wheat option caused export sales to decline, even from the small volume of other recent weeks. Virtually no business is being done in flour between the United States and Europe, although the Latin American markets continue to take small lots regularly. Pacific Coast mills receive only occasional orders from the Orient, but are doing fair business with the Philippine Islands. Canadian millers also report a curtailment in export demand.

**Clears.**—Light production has helped the market for first clear, and prices for that grade are 30c above recent low levels, with demand more than sufficient to absorb offerings. Second clear, influenced by weak feed values, has not shared in this strength.

**Prices.**—Increasing cash wheat costs and low millfeed returns resulted in flour quotations being advanced 10@15c bbl over a week ago.

**Production.**—Mill operations are steadily being restricted as unfilled orders are reduced and not replaced by new sales. The course of operations is marked by irregularity, but the trend has been downward for several weeks. In the seven-day period ending May 10, United States mills reporting to THE NORTHWESTERN MILLER made 1,277,537 bbls of flour, compared with 1,305,952 in the preceding week, 1,528,688 in the corresponding week of last year and 1,462,864 two years ago. Of the loss reported last week, 20,000 bbls were in the Southwest, 18,000 in Buffalo and 14,000 in the Northwest. On the other hand, the central and southern group of mills gained 12,000 bbls, the Pacific Coast 8,000 and Chicago 3,000.

## European Markets by Cable

**LONDON, Eng., May 12.**—(Special Cable)—Demand for Canadian flour is very slow in all United Kingdom markets. Trade is moderate in Australian, French and home milled flour. Today's quotations: Canadian top patents 21s 6d@22s 6d per 280 lbs (\$3.66@3.83 bbl), Canadian export patents 19s 6d@20s (\$3.32@3.40 bbl), Buffalo patents 20@21s (\$3.40@3.57 bbl), Australian patents 17s 6d (\$2.98 bbl), home milled straight run 20s 6d (\$3.49 bbl), French flour 14s 9d (\$2.61 bbl).

**Amsterdam.**—The uncertainty regarding the regulations for mixing flour is stopping all import business. Today's quotations: Canadian export patents \$3.90 @4.10 per 100 kilos (\$3.44@3.62 bbl), Kansas top patents \$4@4.10 (\$3.53@3.62 bbl), Kansas straights \$3.80@4 (\$3.35@3.53 bbl), home milled, delivered \$3.90 (\$3.44 bbl), Belgian flour \$3.65 (\$3.23 bbl).

**Hamburg.**—Home mills will reduce prices 3 marks per 100 kilos after May 18. The imported market is at a complete standstill here and in Czechoslovakia. Today's quotations: Canadian top patents \$4.20 per 100 kilos (\$3.71 bbl), Canadian export patents \$4.05 (\$3.57 bbl), Kansas patents \$4.10 (\$3.62 bbl).

**Copenhagen.**—Flour buying is only on a hand-to-mouth basis. Today's quotations: Canadian top patents \$4.45@4.65 per 100 kilos (\$3.92@4.11 bbl), Canadian export patents \$4.10@4.45 (\$3.62@3.92), southwestern patents \$4.30@4.90 (\$3.80@4.34 bbl), Oklahoma patents \$4.20@4.80 (\$3.71@4.25 bbl), home milled, delivered, \$2.80@3.30 (\$2.45@2.90 bbl).

**Wheat.**—Demand is generally quiet. Increased foreign mixtures, permissible in France and Germany, is increasing continental demand.

**Millfeed.**—There is an easier tone, but demand for all types is still active. Bran is quoted at £5 2s 6d ton, ex-mill.

## Millfeed Supplies Are Reduced

FURTHER losses in millfeed production in the important milling areas of the United States are reported for the week ending May 9. Millfeed output for that period, as computed from operation reports made to THE NORTHWESTERN MILLER, was 971 tons smaller in the Southwest than it was in the preceding week, 477 tons smaller in the Northwest and 680 tons smaller in Buffalo. Compared with the corresponding week of last year, the Southwest produced 4,122 tons less, the Northwest 4,034 and Buffalo 1,627. Millfeed supplies since July 1, 1930, show a deficiency of 12,565 tons from the same period of the preceding crop year, in spite of which fact current prices are about \$10 ton under a year ago. The season's production in Buffalo is 43,820 tons greater than last year, but the Northwest shows a deficiency of 37,407 tons compared with last season at this time, and the Southwest a loss of 18,978 tons.

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

WEEKLY PRODUCTION (IN TONS)		Buffalo	Combined	
	Southwest	Northwest		
May 3-9	18,436	13,700	7,787	39,923
Previous week	19,107	14,177	8,167	42,051
Two weeks ago	19,716	14,633	8,286	42,639
1929-30	22,508	17,734	9,111	49,706
1928-29	24,018	21,018	7,468	48,324
1927-28	22,782	18,231	6,916	47,929
1926-27	20,577	16,488	7,076	44,141
Five-year average	21,674	16,608	7,736	46,018

PRODUCTION JULY 1 TO DATE		Buffalo	Combined	
	1930-31	1930	1929	
1930-31	999,865	767,251	460,019	2,167,165
1929-30	1,018,843	804,688	356,199	2,179,730
1928-29	1,081,409	870,183	324,793	2,276,385
1927-28	1,001,881	906,974	339,421	2,248,276
1926-27	1,097,148	823,311	321,231	2,241,721
Five-year average	1,039,829	831,103	318,333	2,232,655

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

## Flour Production and Percentage of Mill Activity

The first column of the table below shows actual flour production in barrels of mills at principal centers, together with production of a group of representative mills in each section for the week indicated. In the second column actual production is interpreted in form of percentage of maximum production, based on full operating schedule of 21 hours daily six days per week:

NORTHWEST—				NORTHWEST—					
	May 10	May 2	May 11	May 12		May 10	May 2	May 11	May 12
Minneapolis	138,968	113,894	213,704	191,626	Minneapolis	35	36	51	42
Duluth-Superior	16,265	19,665	26,380	18,630	Duluth-Superior	41	53	71	50
Outside mills*	189,097	191,802	213,637	203,651	Outside mills*	13	15	48	47
Totals	314,330	358,361	453,721	416,807	Average	40	41	51	45

SOUTHWEST—				SOUTHWEST—					
	May 10	May 2	May 11	May 12		May 10	May 2	May 11	May 12
Kansas City	131,338	131,080	160,132	169,971	Kansas City	70	69	85	81
Atchison	17,860	27,187	28,299	30,109	Atchison	57	86	90	96
Wichita	17,462	22,195	35,808	42,861	Wichita	28	36	58	59
Salina	44,951	45,687	38,850	39,164	Salina	10	9	31	32
St. Joseph	4,746	5,478	24,595	26,693	St. Joseph	10	12	62	61
Omaha	20,528	19,123	26,068	20,011	Omaha	76	71	95	73
Outside mill†	165,820	170,923	183,368	208,682	Outside mill†	61	53	57	63
Totals	402,735	422,273	497,120	526,797	Average	55	58	68	71

CENTRAL AND SOUTHERN—				CENTRAL AND SOUTHERN—					
	May 10	May 2	May 11	May 12		May 10	May 2	May 11	May 12
St. Louis	31,900	35,100	32,400	33,300	St. Louis	44	50	63	55
Outside‡	35,300	31,500	38,600	48,300	Outside‡	64	49	44	55
Central States§	76,133	69,150	82,734	72,967	Central States§	60	60	67	55
Southeast	71,201	66,919	66,130	76,975	Southeast	62	64	59	59
Totals	214,537	202,699	219,861	231,542	Average	57	57	57	57

PACIFIC COAST—				PACIFIC COAST—					
	May 10	May 2	May 11	May 12		May 10	May 2	May 11	May 12
Portland	16,848	17,363	23,417	20,957	Portland	45	47	63	56
Seattle	24,402	18,321	20,538	19,840	Seattle	52	39	44	42
Tacoma	35,350	32,418	27,917	19,019	Tacoma	60	56	49	33
Totals	76,600	68,102	72,902	59,816	Average	51	48	52	43

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

## UNITED STATES FLOUR DISAPPEARANCE

Russell's Commercial News's estimate of the apparent flour disappearance in the United States for the most recent month for which figures are available and for the crop season up to that time, with comparisons, in barrels (000's omitted):

	1930-31		1929-30		1928-29
	February to date	to date	February to date	to date	to date
Stocks beginning of period	6,370	9,300	8,500	8,000	6,500
Production	8,750	85,377	9,323	86,768	87,718
Imports	.....	.....	.....	.....	.....
Totals	15,120	94,677	17,823	94,768	93,950
Exports	762	8,669	925	9,079	8,707
Stocks at end of period	5,620	5,620	8,800	8,800	7,100
Totals	6,382	11,289	9,725	17,879	16,107
Apparent disappearance	8,738	80,388	8,098	76,889	77,843

## SUMMARY OF FLOUR QUOTATIONS

Flour quotations reported to The Northwestern Miller as of Tuesday, May 12. (Pacific Coast prices as of previous day.) Unless otherwise noted, flour per bbl of 196 lbs. packed in 98-lb cottons or 140-lb jutes. All quotations on basis of carload lots, prompt delivery.

	Chicago	Minneapolis	Kansas City	St. Louis	Buffalo	New York	Baltimore	Philadelphia	Boston	Columbus	Nashville
Spring first patent	\$4.35@4.85	\$5.15@5.45	\$.....@.....	\$4.60@4.95	\$2.80@3.90	\$4.75@5.00	\$4.60@4.80	\$5.00@5.30	\$4.85@5.15	\$5.00@5.35	\$5.10@5.60
Spring standard patent	4.15@4.65	4.50@5.00	.....@.....	4.40@4.50	1.40@4.75	4.50@4.80	4.35@4.60	4.60@4.85	4.65@4.90	4.75@5.05	.....@.....
Spring first clear	3.40@3.80	3.50@3.65	.....@.....	3.60@3.70	3.70@3.80	4.00@4.20	.....@.....	4.15@4.60	4.15@4.40	.....@.....	.....@.....
Hard winter short patent	4.20@4.50	.....@.....	4.45@5.00	4.20@4.70	.....@.....	4.50@4.85	4.35@4.70	4.70@4.95	4.60@5.10	4.55@4.80	4.40@4.75
Hard winter 95 per cent patent	3.90@4.20	.....@.....	4.20@4.50	3.90@4.10	4.50@4.60	4.35@4.65	4.10@4.35	4.40@4.70	.....@.....	1.25@1.50	.....@.....
Hard winter first clear	3.30@3.60	.....@.....	2.75@3.20	3.40@3.60	.....@.....	.....@.....	.....@.....	.....@.....	.....@.....	.....@.....	.....@.....
Soft winter short patent	4.20@4.50	.....@.....	.....@.....	4.50@5.00	.....@.....	.....@.....	4.00@4.25	.....@.....	4.60@5.10	1.65@4.90	5.50@6.10
Soft winter straight	3.70@4.05	.....@.....	.....@.....	4.00@4.30	.....@.....	3.75@4.10	*3.50@3.65	*3.90@4.10	4.00@4.60	4.10@4.65	.....@.....
Soft winter first clear	3.40@3.60	.....@.....	.....@.....	3.50@3.70	.....@.....	.....@.....	.....@.....	.....@.....	4.10@4.35	.....@.....	3.60@4.10
Rye flour, white	3.00@3.10	3.20@3.30	.....@.....	.....@.....	.....@.....	3.80@3.95	3.35@3.85	.....@.....	3.75@4.15	.....@.....	.....@.....
Rye flour, dark	2.70@2.85	2.80@2.90	.....@.....	.....@.....	.....@.....	3.55@3.65	.....@.....	.....@.....	3.00@3.25	.....@.....	.....@.....

	Seattle (49's)	San Francisco	Standard patent—	Seattle	San Francisco
Family patent	\$4.70@5.30	.....@.....	Kansas	.....@.....	.....@.....
Straight	2.25@3.10	.....@.....	Dakota	5.10@5.95	5.50@5.75
Cut-off	2.60@3.10	.....@.....	Montana	4.25@5.25	4.60@4.80

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



### LARGE WINTER WHEAT CROP IS PREDICTED

Department of Agriculture Estimates Production at 652,002,000 bus—Condition Set at 90.3 Per Cent—Yield High

WASHINGTON, D. C.—Production of winter wheat in the United States this year, as indicated by the condition on May 1, was estimated at 652,002,000 bus, compared with 601,337,000 harvested in 1930, according to the report of the Department of Agriculture. The average yield for the past five years is 547,327,000. May 1 condition was reported as 90.3 per cent of normal, compared with 86, the 10-year average. The average estimate of private crop experts was 658,000,000 bus, May 1.

Considered by classes, the probable crop of hard red winter wheat is indicated at about 408,900,000 bus, about 12 per cent more than the 365,600,000 of this class produced in 1930. The probable output of soft red winter wheat is 203,000,000 bus, or about 5 per cent more than the 194,200,000 produced in 1930, while the probable crop of fall sown types of white wheat is indicated at about 40,200,000 bus, compared with 44,800,000 bus, or about 5 per cent more.

The department estimates that there remained about 40,432,000 acres of winter wheat for harvest, May 1, compared with 38,608,000 acres harvested in 1930, and a five-year average of 36,466,000 acres. The revised estimate of acreage sown last fall for harvest in 1931 is 41,993,000 acres. The abandonment of acreage to May 1 is reported as but 3.7 per cent of the sown acreage, compared with 10.9 per cent of the 1930 crop and a 10-year average abandonment of 12.2 per cent.

#### YIELD PER ACRE HIGH

The yield per acre indicated for the crop is 16.1 bus, compared with a realized yield of 15.7 bus in 1930 and a 10-year average yield of 14.9.

"The improvement in winter wheat prospects during April," says the department, "is the result of generally favorable growing conditions in all but a few of the leading winter wheat states."

The acreage of rye for harvest, May 1, was 3,793,000 acres, indicating the production of 50,676,000 bus, compared with 50,234,000 in 1930 and a five-year average of 46,129,000 bus. The present condition of 85.4 per cent indicates a yield of 13.4 bus against 13.5 bus in 1930.

No spring wheat forecasts appear in the government May crop report. Based on average yield, spring wheat production this year has been forecast at about 221,000,000 to 225,000,000 bus. Such a yield would give a total wheat crop of about 874,000,000 to 878,000,000 bus, a figure surpassed only six times in the history of United States wheat growing.

#### CANADIAN ACREAGE CUT

WINNIPEG, MAN.—The spring wheat area in all Canada this season will be 1,930,600 acres less than a year ago, according to the first estimate of acreage issued by the Dominion Bureau of Statistics at Ottawa, May 12. The total area will be 22,152,300 acres, compared with 24,082,900 in 1930, according to seeding plans of Canadian farmers on May 1. In Alberta the spring wheat

area will be 89 per cent of last year, in Saskatchewan 92 per cent and in Manitoba 98 per cent. It is pointed out in the report that these plans may change as the result of soil, weather and price conditions. The areas in the respective provinces of the West compared with 1930 in brackets, are as follows:

Manitoba, spring wheat 2,431,800 (2,470,000), oats 1,557,000 (1,590,000), barley 1,188,600 (1,991,000); Saskatchewan, spring wheat 13,180,000 (14,326,000), oats 4,667,000 (4,531,000), barley 1,711,000 (2,016,000); Alberta, spring wheat 6,291,000 (7,040,000), oats 2,143,000 (2,165,000), barley 723,000 (748,000).

The report states that at the time of collecting farm schedules there was considerable uncertainty in the prairie provinces where highly unfavorable soil conditions, low prices and inability to hire labor are serious factors. The seeding of coarse grains was just beginning and less reliance should be placed on these figures than on those for wheat.

#### Canada Still Generally Dry

WINNIPEG, MAN.—Widely scattered showers last week brought some relief to the dry wheat lands of western Canada in parts of southern Alberta and northern Saskatchewan, but the supply of moisture on the whole is disappointing, and did not materially alter the serious situation that exists in the prairie provinces at this time. Seeding operations are progressing rapidly.

Sanford Evans, Winnipeg statistician, says that recent rains have been of measurable benefit in southern and northern Alberta, northern Saskatchewan and a few parts of southwestern Saskatchewan, but that the greater part of southern and central Saskatchewan and central Alberta have not received adequate rains. In Ontario, recent weather has been more favorable, and preparations for the usual amount of spring acreage are reported to have been made.

#### E. G. GILKEY DEAD

MINNEAPOLIS, MINN.—Edwin G. Gilkey, for 45 years an employee of the Pillsbury Flour Mills Co., died May 11, at his home in Minneapolis, after an illness of three years. For some years he had been superintendent of the packing and loading departments of the Pillsbury mill at Buffalo. He was 71 years of age, and is survived by his wife and six children.

#### JOHN HOERR IN NEW POSITION

ST. LOUIS, MO.—John Hoerr, St. Louis flour salesman, has joined the Luehrmann Milling & Grain Co., of St. Louis, and will take charge of flour sales. Mr. Hoerr was previously connected with the Larabee Flour Mills Co., of Kansas City, but in recent months had been employed by the Plant Flour Mills Co. He is the son of a prominent St. Louis baker and is well known in the city's flour trade.

### Food Stocks Show Improvement

WHILE the general market for stocks was steadier in the first half of the past week and fairly buoyant later, it again witnessed declines in important shares to prices unfamiliar since the years 1924 and 1926. There has been an absence of professional selling, however, which has given encouragement for trading operations on the bull side. The spectacular episode of the week was the reduction for the ninth time since August, 1929, of the federal reserve discount rate in New York. The cut to 1 1/2 per cent was preceded by lowering of the rates in the reserve districts of Boston, Philadelphia and Dallas. In the food stocks list new lows were registered by Gold Dust, down a point, and by National Tea, off 1/4 point. Kroger Grocery and Baking touched its 1931 high at 35 1/2, later dropping back (May 12) to 32 1/4. Irregular movement within previous limits was evident throughout the list, but the majority of quotations showed gains over the previous week.

The highest and lowest prices for food stocks listed on the New York Stock Exchange registered in 1931 and the close on May 12, 5 and April 28, are here shown (quotations by courtesy of Chas. E. Lewis & Co., Minneapolis):

1931	Low	Dividend in dollars	Stock Name	Close		
				May 12	May 5	April 28
5 1/2	4 1/4	1.60	Allied Mills, Inc.	17 1/2	17 1/2	17 1/2
48 1/2	36 1/2	2.00	American Stores Co.	41 1/4	41 1/4	41 1/4
30	10	.....	Continental Baking A	13	12 1/4	12
3 1/2	1 1/2	.....	do B	2	1 1/2	1 1/2
27 1/2	41 1/2	3.00	do pfd	52 1/2	52 1/2	52 1/2
36 1/2	62 1/2	3.50	Corn Products	68 1/2	67	64 1/2
25 1/2	17 1/2	.....	General Baking	.....	21 1/4	19 1/2
56	47 1/2	3.00	General Foods	51	50 1/2	49 1/2
50	11	3.50	General Mills, Inc.	42	.....	41 1/2
100	96	6.00	do pfd	.....	99	.....
20 1/2	13 1/2	2.00	Globe Grain & Milling Co.	13 1/2	13 1/2	11 1/2
42 1/4	30 1/2	2.50	Gold Dust Corporation	32 1/4	35 1/2	35
35 1/2	19	1.00	Kroger Grocery & Baking	34 1/2	33 1/2	29 1/2
16	13	2.00	Lansendorf U. Bak. Inc. A	13	13	12
8	5	.....	do B	5	5	5
51 1/2	43 1/2	2.50	Louise-Wiles	.....	.....	48 1/2
126 1/2	118	7.00	do pfd	.....	.....	.....
8 1/2	6 1/2	2.50	National Biscuit Co.	73 1/4	72 1/2	72 1/2
24 1/2	15 1/2	2.00	National Tea Co.	.....	17 1/2	17 1/2
11	5 1/2	3.00	Park & Tilford	.....	.....	8
37	26	2.00	Pillsbury Flour Mills	30 1/2	31	29 1/2
71 1/4	63	2.00	Procter & Gamble	67	68	66
55 1/4	29 1/2	1.00	Purity Bakeries	32 1/2	32 1/2	30 1/4
170	130	4.00	Quaker Oats	.....	118 1/2	131 1/2
65 1/4	38 1/2	5.00	Safeway Stores	51	52 1/2	50 1/2
29 1/2	18 1/2	1.50	Standard Brands, Inc.	18 1/2	17 1/2	16 1/2
43 1/2	33 1/2	1.50	United Biscuit of America	38 1/2	37 1/2	.....
27 1/2	4 1/4	.....	Ward Baking A	.....	.....	.....
8 1/2	3 1/2	.....	do B	.....	4 1/2	3 1/2
57	21	7.00	do pfd	50	25 1/2	39

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

### CROP OUTLOOK BETTER AS RESULT OF RAINS

Winter Wheat Reports Continue Favorable—Northwest Gets Fairly General Precipitation—Canadian Condition Spotted

Beneficial rains over the spring wheat belt and continued good weather in winter wheat sections have improved crop prospects since a week ago. Rains in the Northwest were fairly general and have given the crop a good start, in view of the fact that the seed bed is reported as the best the Northwest has had in several years. Outside of the decrease in acreage, the outlook for the crop throughout southern Minnesota and South Dakota is good. North Dakota, with the exception of a few isolated spots, has had enough moisture to give the crop a fair start, but Montana will need rain very shortly to germinate late seeding.

During the eight months ended April 30, North Dakota had 6.11 inches of rain, compared with a normal of 6.75, while South Dakota, with 7 1/2 inches, was nearly 1 1/2 inches below normal. Montana, with 6.40 inches, was 1 1/2 inches below normal.

There were scattered rains throughout the week in Montana, and the Judith Basin reported a heavy snowfall. However, there is a general lack of moisture throughout the state, and winter wheat in various sections has been damaged, making reseedling necessary.

#### WINTER DAMAGE SMALL

No important indications of damage have come from the winter wheat belt since a week ago, and prospects are uniformly favorable. Moisture supply is adequate, a more than normal rainfall has occurred over Oklahoma, Texas and Kansas during the past few months, while Nebraska precipitation is about normal. Most other winter wheat states also are in good condition in this respect. Good rains last week were received over a considerable part of the winter wheat area, and were distinctly beneficial in some sections, such as parts of northeastern Nebraska, where there had been a moderate deficiency.

Stands of winter wheat in the Southwest are exceptionally heavy and therefore susceptible to greater injury, either from too much moisture or too little, as well as from plant disease. Complaints of rank growth have increased from some parts of the Southwest, where moisture has been especially abundant. The crop is earlier this year than usual, cutting is expected to begin in parts of Texas late this month, and the crop will be close to maturity over a wide area within 30 days.

Prospects in the Pacific Northwest are very good, and beneficial rains were received last week. Some sections still are in need of rain, especially in the eastern part of Oregon, but on the whole the recent precipitation has repaired much of the previous damage done by high winds and dust storms.

### L. C. NEWSOME FORMS SUBSIDIARY IN CHICAGO

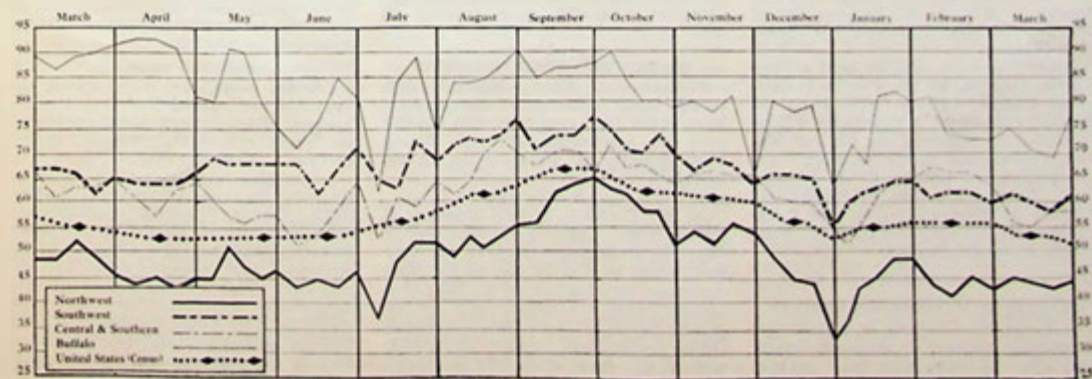
The Newsome Feed Co., of Chicago, has been organized as a subsidiary of the Newsome Feed & Grain Co., of Pittsburgh. An office has been opened at Room 1020, 166 West Jackson Boulevard, in charge of Chester W. Chapin, formerly of Chapin & Co.

The company has been started primarily to assist the Newsome Millfeed Co., of Kansas City, the Reliance Feed Co., of Minneapolis, and the Newsome Feed & Grain Co., of Pittsburgh, in giving service to the trade surrounding Chicago. It will buy and sell millfeeds, the same as the other companies named.

L. C. Newsome, president of the new company, has long been a factor in the millfeed business, and is well and favorably known to the trade the country over. He is a member of the American Feed Manufacturers' Association and an officer of the United States Feed Distributors' Association.

With Mr. Chapin as manager of the new company, it should soon become a leader in its market, as have the other Newsome units.

### Percentage of Flour Milling Capacity in Operation





## B. A. ECKHART DIES AT HOME IN CHICAGO

Prominent Miller and Business Leader Was First President of Millers' National Federation—Activities Were Numerous

CHICAGO, ILL.—Bernard A. Eckhart, president of the B. A. Eckhart Milling Co., one of the organizers and the first president of the Millers' National Federation, and a recognized leader in milling affairs for more than 50 years, died at his home in Chicago on May 11. He was 79 years old. Death resulted from heart disease, which had affected his health for nearly two years. He had not been active in the management of the mill during that period. He underwent a major operation in 1929.

Mr. Eckhart was born in Alsace, Germany, in 1852 and was brought to the United States by his parents while he was still an infant. The family settled in Vernon County, Wisconsin. Until he was 18 years of age Mr. Eckhart assisted his father on the Wisconsin farm. After graduating with honors from a Milwaukee college he started work as a clerk with the Eagle Milling Co. of Milwaukee. A year later he was placed in charge of that firm's trade in the East, afterwards becoming manager of its Chicago branch.

In 1874 he became associated with James Swan in Chicago in the formation of the firm of Eckhart & Swan, which bought out the Eagle Milling Co.'s branch house in Chicago and established a wholesale flour business. In 1884 the firm erected a mill at Chicago, which has grown to its present capacity of 4,000 bbls of wheat flour and 800 bbls of rye flour daily. Mr. Eckhart was president of that company since its organization.

### HAD MANY INTERESTS

While Mr. Eckhart was, first of all, a highly successful miller, his experience in other directions was marked and exceptional. He became known as one of Chicago's foremost citizens, being a director of the Continental Illinois Bank & Trust Co., the Harris Trust & Savings Bank, the Chicago Title & Trust Co., the Erie Railroad, the Chicago & Erie Railroad, Dodge Brothers, Inc., Armour & Co., and Montgomery Ward & Co.

He was a member of the Illinois State Senate from 1887 to 1889, a member of the board of trustees of the Sanitary District of Chicago for nine years, serving as its president for four of these. From 1905 to 1908 he was president of the West Chicago Board of Park Commissioners; he was a delegate to and chairman of the committee on rules, procedure and plans of the Chicago Charter Convention.

He assisted in organizing and was an officer of the First Regiment of the Illinois National Guards, and an aide-de-camp with the rank of colonel on the staff of Governor Deneen from 1906 to 1913. He was a director of the Chicago Board of Trade from 1888 to 1891, president of the Illinois Manufacturers' Association in 1903, vice president of the Council of Commerce in 1908, United States delegate to the International Congress of Education in Vienna in 1910, a trustee of the Lewis Institute of Technology, and he also served as a member of the Illinois State Railroad and Warehouse Commission.

During his term in the Illinois senate he was author of some of the most important legislation passed. Many other important offices were included in Mr. Eckhart's multifarious activities. In all of them he served with great distinction, but he was always able to give personal attention to his large milling business, which never suffered from the demands of his outside interests.

Mr. Eckhart was a member of the Chicago, Union League, Commercial, Art, Shoreacres, Onwentsia, Old Elm, and Chicago Riding clubs of Chicago, the Midwick Country Club of Los Angeles, and the Congressional Country Club of Washington, D. C. He had traveled extensively both in Europe and America and was known as a close and intelligent observer of conditions. A result of his travels was shown in his broad and liberal views.

A gift made by Mr. Eckhart made it

possible for the University of Chicago to build its \$600,000 Eckhart Hall of Mathematics, Physics and Astronomy. This building was completed in 1929.

On Feb. 12, 1902, 32 millers, representing mills in all parts of the country, with a total daily capacity of 420,000 bbls, met at the Great Northern Hotel, Chicago, and formed the Millers' National Federation. Mr. Eckhart was permanent chairman of that meeting and was subsequently elected first president of the federation. Since that time he was always extremely interested in its affairs, and until more or less recent times was active in presenting suggestions for the general improvement of the industry.

During the war Mr. Eckhart was chosen chairman of Division No. 4, Milling Division, United States Food Ad-

duty. He has been connected with advertising ever since his arrival in St. Louis over 60 years ago and is said to have handled a greater volume of advertising in his career than any other man in the United States. Mr. Staudinger organized the advertising department of Anheuser-Busch and directed it when the company was one of the five largest buyers of space in this country.

### MEXICAN DUTIES INCREASED

WASHINGTON, D. C.—The rates of import duty on wheat, wheat flour and other flours and starches, biscuits and crackers have been increased measurably by a decree of the president of Mexico which became effective on May 2.

The rate on wheat has been increased



The Late Bernard A. Eckhart

ministration. He devoted himself to this work with his usual fidelity and success, his judgment being exceptionally sound and his counsel practical.

Surviving are the widow, Mrs. Kate Johnson Eckhart, whom he married in 1874, two sons, Percy B., of Kenilworth, Ill., and Castor K., of Chicago, and two daughters, Mrs. T. W. Brophy, Jr., of Chicago, and Mrs. E. Reginald Williams, of Milwaukee.

Funeral services will be held at two o'clock, May 14, at the Fourth Presbyterian Church, Chicago, with burial at Rosehill Cemetery. A committee will be appointed to represent the Millers' National Federation at the services. Active pallbearers will be E. A. Weaver, F. A. Kucera, Jr., Ray F. Sopher and William M. Hommerding, of the B. A. Eckhart Milling Co., and John W. Eckhart and Harold Eckhart.

### CHARLES W. STAUDINGER RETIRES

St. Louis, Mo.—Charles W. Staudinger, advertising manager of Anheuser-Busch, Inc., after 36 years with the company, announces his retirement from active

from 0.07 to 0.10 pesos per kilo; the rate on wheat flour from 0.19 to 0.28 pesos per kilo, and starches and flours, not specified, weighing with the immediate container up to 5 kilos, from 0.35 to 0.45 pesos per kilo; the same weighing more than 5 kilos from 0.19 to 0.28 pesos per kilo; food pastes per kilo, including macaroni, from 0.35 to 0.50 pesos per kilo.

### MINNEAPOLIS FEED SHIPMENTS

MINNEAPOLIS, MINN.—Millfeed shipments from Minneapolis during April were 46,999 tons, compared with 63,710 a year ago; screenings, 4,250 tons, against 5,230; linseed meal, 12,144,727 lbs, against 8,604,068.

M. W. Thatcher, general manager of the Farmers' Union Terminal Association, St. Paul, sailed May 12 for London, where he will be one of the three American representatives at the international wheat conference. Mr. Thatcher was chosen by the Farmers' National Grain Corporation. After the conference, he will spend some time investigating agricultural conditions in Europe.

## RAILROADS WIN ORDER DELAYING RATE CUT

Petition of 72 Lines Granted—J. C. C. Retained 60 Days in Application of New Tariffs Announced for June 1

CHICAGO, ILL.—Three federal judges, sitting en banc, late May 7 granted 72 railroads a temporary order restraining for 60 days the application of reduced grain rates announced for June 1 by the Interstate Commerce Commission. They allotted to the government 10 days to reply to the railroads' brief for an injunction and gave the railroads the five days following that to file a reply.

The decision has the effect of delaying for five weeks the reduced rates, which the railroads had been required to post May 15.

Circuit Judge William M. Sparks, presiding, and District Judges Charles E. Woodward and Walter C. Lindley deliberated only five minutes on the decision after listening to two days of argument on behalf of the western and eastern carriers, the Interstate Commerce Commission, the regulating bodies of 14 states and other interested parties.

The order of the commission, raising freight rates on many coarse grains but reducing rates on wheat throughout the western district, was announced last July 2, and was to have gone into effect last Oct. 1. Its enforcement has been postponed several times at the request of the railroads.

### COURT IGNORED, IS CHARGE

The carriers are seeking an injunction against the commission on the ground that the rate making group misinterpreted its powers and duties and disregarded the Supreme Court's interpretation of the Hoch-Smith resolution passed by Congress in 1925 by reducing already reasonable rates to the "lowest possible lawful rates."

Their chief counsel, Frederick H. Wood, of New York, argued that the commission was not empowered or directed by the resolution to reduce rates on agricultural products, already reasonable and lawful under the Interstate Commerce Act, in order to relieve agriculture.

The commission, in reply, argued the new rates would be reasonable and lawful, had been arrived at after months of hearings, and that it was sole judge of their reasonableness, that it had not abused its discretion in denying a rehearing to the carriers, and that the court could not say the commission should have granted a rehearing on the new low rates.

John E. Benton, of Washington, counsel for commerce commissions of 13 western states, contended that if the rate finding data on grain were stale and the order therefore invalid as the carriers claimed, then all such data in other cases were stale and such rate orders could not be enforced.

The commission claimed its new rates were a "leveling up process" by which some were advanced, and that corrections in transit practices would save the railroads about \$30,000,000 annually.

Mr. Wood had charged that the proposed rates would cut \$21,500,000 from the average annual earnings of the railroads. He held that the Interstate Commerce Commission had fixed the schedule on shipping data of 1928, now obsolete and inapplicable, and that the commission had wrongly used the railroads' annual reports in rate-making, going outside the record of the hearings.

### FIVE-YEAR EARNINGS

For five years, Mr. Wood stated, the railroads had earned less than the 5% per cent return allowed, and the proposed cut would reduce their average annual revenue by 11.29 per cent.

Intervening in defense of the commission were the states of Arizona, Colorado, Idaho, Kansas, Missouri, Montana, Nevada, New Mexico, North Dakota, South Dakota, Oklahoma and Oregon. They contended that present rates are unreasonably high. Wood countered that agricultural conditions have improved since the Hoch-Smith resolution of 1928 directed an examination of freight rates, and in the same period the railroads' economic condition has grown worse.





E. W. Goodell, Chairman of the Crop Improvement Committee

Jesse B. Smith, Chairman of the Sales Contract Committee

C. M. Hardenbergh, Chairman of the Committee on Grain Standards

Richard A. Hoyt, of the Sales Contract Committee

*Committeemen Who Figured in the Work of This Week's Convention of the Millers' National Federation at Chicago*

**INCREASED FOREIGN DEMAND IS FORECAST**

Department of Agriculture Predicts Improved Market Abroad for Wheat—World Surplus Is 751,000,000 Bus

WASHINGTON, D. C.—Recent developments abroad indicate that a good demand from wheat importing countries is in prospect during the next two or three months, in the opinion of the Department of Agriculture.

This prospective improvement in the foreign market is predicated upon two successive increases in the quota of foreign wheat which may be milled in France; relaxation of German restrictions, and evidences of reduced stocks in continental European countries.

"Supplies available in exporting countries to meet this demand are of course more than ample," the department reports, "but there is every evidence of great unwillingness of certain exporters to sell on declines. Exports from North America have recently been at a relatively low level of about 4,000,000 bus weekly, whereas Australian exports have been high for that country, at between 4,000,000 and 5,000,000 bus weekly."

**NORTH AMERICAN WHEAT STRONGER**

"In general, Australia and Argentina appeared to be the weakest of the sellers, while Canada and the United States were the strongest. The situation for the Danubian countries and for Russia remains somewhat uncertain, but with the failure of Russian exports to show any marked increase with the opening of spring, there appears to be little likelihood of heavy shipments from that source."

Winter wheat acreage in the 13 countries for which reports are now available in the Department of Agriculture, is about equal to last year, but reductions in the spring wheat acreages, for which definite estimates are not yet available, are expected, says the department, to result in a net decrease in the acreage sown to wheat in the world outside Russia and China for the 1931-32 crop. Decreases in winter wheat area of North America and North Africa are nearly offset by increases in Europe and India.

**EUROPEAN CONDITION DECLINES**

According to the department, conditions in Europe appear to be generally less favorable than last year. Official condition reports as of April 1 received for Austria, Czechoslovakia, Germany, Poland and Switzerland show conditions above average but below April 1, 1930.

Shipments from the principal exporting countries have continued considerably larger than last year but below the

level during the first few months of 1929. During February, March and April of 1929 there was a steady decline in world shipments from a point of about 22,000,000 bus to a level of about 15,000,000 bus in the middle of April, whereas this year, despite temporary fluctuations, the level of shipments has continued to fluctuate about the 15,000,000-bu level since the middle of February.

**LUCE UNITED STATES STOCKS**

Total stocks of wheat in the United States, according to the Department of Agriculture, probably amounted to around 530,000,000 bus as of March 1. Assuming domestic requirements of 240,000,000 bus for the remainder of the season there remained a surplus of about 290,000,000 bus. Net exports during January and February were 7,000,000 bus.

The department also estimated a surplus of 735,000,000 bus as of April 1 for the United States, Canada, Argentina and Australia combined.

It is estimated also that on April 1, there were approximately 19,000,000 bus of wheat available for export in the four surplus wheat countries in the Danube basin.

**TEXAS BREAD PRICE WAR DISCUSSED AT CONVENTION**

GALVESTON, TEXAS.—The bread price war sweeping Texas, and the evils attending the malady, featured the discussions of the Texas bakers at their annual convention here, May 3-6. Fear that if something is not done to halt price cutting on the part of chain stores, a good many independent bakers will be forced out of business was expressed at the convention. Chambers of commerce in Texas cities probably will be asked to make a survey of the baking situation in their communities with a view of relieving the aggravating conditions. At the close of the convention, Robert A. Daniel, of Beaumont, was re-elected president. Joseph Juergens, of Austin, was named vice president, to succeed Walter Scheiner, of San Antonio. Other officers were re-elected.

**DEATH OF MRS. L. S. MOHR**

KANSAS CITY, MO.—Mrs. Sarah Amanda Mohr, 80 years old, wife of Lewis S. Mohr, former president of the defunct Zenith Milling Co., of Kansas City, died May 10 at her home here, following a heart attack.

Mrs. Mohr was born in Reading, Pa., Dec. 31, 1851. She was married to Mr. Mohr May 6, 1875, and the couple moved to Kansas City in 1879 and have resided here since. Besides her husband, Mrs.

Mohr is survived by two daughters, Mrs. Paul J. Leidigh, of the home, and Mrs. H. C. Hays, of Bonner Springs, Kansas, and a son, Paul M. Mohr, former sales manager for the Zenith company and now engaged with his father in the insurance business here. Funeral services were held May 12 at the home.

**J. JUUL RETURNS FROM SOUTH**

KANSAS CITY, Mo.—J. Juul, president of the Southwestern Milling Co., Inc., Kansas City, has returned from a short visit at Biloxi, Miss.

**FORMATION OF WRIGHT BAG CO., BROOKLYN, ANNOUNCED**

Formation of the Wright Bag Co., Inc., Brooklyn, N. Y., has been announced. President and general manager is Edward A. Wright, who was connected with the Bemis Bro. Bag Co. for more than 18 years, resigning as sales manager at the Brooklyn plant to form the new company. George Reekie, vice president and treasurer, has been actively identified with the bag industry in Canada and Scotland for over 27 years. John J. Walsh, secretary, was associated with the Acme Bag Co., of Brooklyn, for more than 20 years. Production will be in charge of Adam A. Watson, who has served 13 years in the jute and bag industry of Canada and Scotland, recently holding the position of assistant manager of one of the large Canadian bag companies. Offices of the company will be at 1 Main Street, Brooklyn, and deliveries will be available commencing June 15, it is announced.

**MILES P. McNALLY DIES IN MINNEAPOLIS HOSPITAL**

Miles P. McNally, president of the Bank of New Richmond, Wis., and vice president of the New Richmond Roller Mills, died May 5, in a Minneapolis hospital, where he had been a patient since his return from California a few weeks ago. Diabetes was the cause of death. The funeral was held at New Richmond, May 7. Mr. McNally, who was 67 years of age, was a native of Wisconsin, and had been a resident of New Richmond for 16 years. He was one of the founders of the New Richmond mill, always took a keen interest in civic affairs, and was looked upon as one of the leaders in the community. Coming as he did from the farm, he was particularly interested in agricultural problems, and he was often credited with much of the prosperity for which St. Croix county is noted.

**MILL WHEAT STOCKS DOWN TO 1928 LEVEL**

Department of Commerce Report Shows 81,811,063 Bus in Merchant Mills March 31—Flour Stocks Also Off

Mills reporting to the Department of Commerce, March 31, held wheat stocks totaling 81,811,000 bus, compared with 96,565,965 bus a year ago and 107,215,195 two years ago. The total, however, is only slightly smaller than the amount in store on March 31 in 1927 and 1928, wheat stocks in these years approximating 85,000,000 bus, with a greater number of mills reporting. Stocks of wheat flour on hand at mills totaled 3,712,138 bbls, compared with 4,238,804 bbls a year ago.

Stocks were distributed as follows, with last year's figure for comparison in parentheses: in country elevators 5,683,865 bus (4,626,165); in public terminal elevators, 3,783,590 (7,351,402); in private terminal elevators not attached to mills 5,757,226 (7,348,122); in transit and bought to arrive 8,180,140 (8,061,505); in mills and mill elevators attached to mills 56,436,242 (69,178,771).

The number of milling concerns reporting totaled 833, operating 986 mills with a daily capacity of 626,410 bbls. Based on the 1929 census of manufactures, these mills produce 96 per cent of the flour output.

**INTERIOR ELEVATOR CAPACITY**

The car service department of the American Railway Association, at Minneapolis, has compiled the following table, showing the capacity of country elevators in the Northwest, by states, in bushels (000's omitted):

	Elevators				Total
	Line	Farmers	Indep.	Mills	
Minn.	19,588	9,945	8,828	7,432	36,914
N. Dak.	26,433	15,166	13,225	3,329	58,293
S. Dak.	5,145	7,914	8,135	193	21,397
Montana	13,724	1,882	1,911	1,017	20,564
Totals	52,915	35,118	32,999	15,111	134,375

**PIEDMONT MILLERS INVITE NONMEMBERS TO MEETING**

The Piedmont Millers' Association is inviting all millers in its territory, whether members or not, to attend its June meeting to be held in Richmond, Va. All members of the Piedmont association are asked to write personal letters to their competitors, asking them to come. Co-operative advertising, freight rates and other topics important to southern millers are to be discussed at the meeting, according to S. F. Poindexter, secretary of the association. Exact dates of the meeting have not yet been announced.



# THE NORTHWEST

ROBERT T. BEATTY, NORTHWESTERN EDITOR

118 South 6th St., Minneapolis, Minn.

Correspondents at Duluth-Superior and Great Falls

Cable Address: "Palmking"

## Outlook Improving in Northwest

**M**INNEAPOLIS mills advanced flour prices on May 8, and there was a fairly heavy rush of buying on that day at the old level. Bookings were reported at around 70 per cent of capacity. Prior to that, however, and since then, inquiry has been light. Total sales for the week ended May 9 probably did not reach 30 per cent of capacity.

A big percentage of the business booked last week was family flour. Bakers, however, are beginning to show more interest. Inquiry from that source would indicate that baking stocks are very light. Few are interested in anything beyond June shipment, but it looks as though there might be freer buying any time now for 30- to 40-day shipment.

**Inquiry for Deferred.**—There has also been a little inquiry for July-August shipment flour. Mills ask spot prices for this shipment. For later delivery, millers would have to ask more, because of uncertainty as to premiums during the early movement of the new crop, and the probability of lower prices on millfeed. No such bookings are reported, but where millers and buyers have discussed probable prices, their ideas of values have been far apart.

Prices obtainable on family patents are fairly remunerative and steady, but prices at which bakers are willing to buy show the miller little or no conversion. Complaint is general on this score.

**Clears Are Higher.**—Light production has had a stabilizing influence on the top grades of spring clears. Choice first clears are fully 30c bbl up from recent low levels, with demand more than sufficient to absorb the output. Second clear, however, is inclined to drag, but the price on this grade is, of course, influenced by feed values.

Domestic prices prohibit any possible sales to Europe, but a little patent is being sold right along to Cuba and other Latin-American markets at relatively close prices. No big sales possible.

Shipping directions are extremely slow about coming in, so that no increase in production is looked for.

**Quotations, May 12,** hard spring wheat flour, basis cotton 98's or in jute 140's, Minneapolis: short patents, \$5.15@5.45; standard patent, \$4.80@5; second patents, \$4.60@4.80; fancy clear, \$4.40@4.70; first clear, \$3.50@3.65; second clear, \$2@2.50; whole wheat, \$4.50@4.75; Graham, standard, \$4.40@4.60.

**Mills in Operation.**—Of the 26 Minneapolis mills, the following 13½ were in operation, May 12: Atkinson, Everett, Aughenbaugh & Co., King Midas, Minneapolis, Northwestern Consolidated A, Pillsbury A (one half), A South, Anchor, Palisade and Phoenix, Washburn Crosby A (one half), C (one half), F, rye and Gold Medal feed.

### SEMOLINAS

The decision of the durum mills to allow a refund of 15c bbl on new sales, arrival draft basis, has brought in a number of single car lot orders, but has not caused buyers to cover their future needs. Shipping directions against old contracts are still very scarce, but, of course, this delinquent business is much smaller than in other years. Macaroni manufacturers are having their own difficulties. Competition has been very keen, price cutting has been rampant and, in consequence, quality in many markets has been lowered. Prices are unchanged. No. 2 semolina, 2½c lb, bulk, f.o.b., Minneapolis, and No. 3, 2¼c. In the week ended May 9, seven Minneapolis and interior mills made 35,628 bbls durum products, compared with 49,861, made by nine mills, in the previous week.

	Weekly capacity	Flour output	Pct. of activity
May 3-9	35,100	138,968	38
Previous week	395,100	142,894	36
Year ago	407,100	213,704	53
Two years ago	460,800	194,626	42
Three years ago	460,800	213,796	46
Four years ago	460,800	189,934	41
Five years ago	529,200	208,087	39

### OUTSIDE MILLS

	Weekly capacity	Flour output	Pct. of activity
May 3-9	437,250	189,097	43
Previous week	437,250	194,802	45
Year ago	438,450	213,337	48
Two years ago	435,750	203,651	47
Three years ago	428,700	232,860	54
Four years ago	440,700	211,823	49
Five years ago	424,890	223,453	53

### CROP YEAR OUTPUT AND EXPORTS

Flour output and foreign shipments by mills of Minneapolis, St. Paul and Duluth-Superior, also by "outside" mills in Minnesota, North and South Dakota, Montana and Iowa, from Sept. 1, 1930, to May 9, 1931, with comparisons, in barrels (000's omitted):

	Output	Exports		
1930-31	1929-30	1930-31	1929-30	
Minneapolis	7,115	7,383	6	23
St. Paul	295	257	1	11
Duluth-Sup.	776	773		
Outside	7,328	7,521	399	210

### Little Business at Duluth-Superior

DULUTH, MINN.—The flour market has not undergone any particular change during the past week. Although more

or less buying continues to be done, it drags along and mostly concerns the sale of single cars. In a majority of cases shipping instructions accompany orders, immediate delivery being wanted. Beyond 30-day delivery there is virtually no interest, as buyers hope to secure lower prices after June.

Interest was shown for clears, but with mills pretty well sold ahead and little or none to offer, it was difficult to negotiate business. Old contracts are slow to be filled because of the present druggy market for patents. A few export offers out of line were received, but no actual sales were reported.

Demand for semolinas holds just as slow and limited as before. Buyers who hold mill contracts have not been doing anything for some time. Others not so fixed buy an occasional spot car taken for quick shipment.

Quotations, May 9, Duluth-Superior, f.o.b., mills, in 98-lb cottons: first patent, \$5.20@5.35 bbl; second patent, \$4.90@5.05; first clear, \$4.40@4.65; second clear, \$3@3.25.

### FLOUR OUTPUT

	Output	Pct. of activity
May 3-9	16,265	44
Previous week	19,665	53
Year ago	26,380	71
Two years ago	18,530	50

### Trade Is Marking Time

GREAT FALLS, MONT.—The trend of flour business indicates that the trade is marking time to see what is going to happen in the next 60 days. Inquiry shows some improvement, evidently due to the fact that more buyers are getting cleaned up on their old bookings. With competition very keen, not many inquiries materialize into orders, but, as a whole, business for the week is somewhat better.

Prices advanced, due to higher cash wheat and lower feed. Shipping directions are fair and, together with new business, continue to permit operation on a satisfactory scale.

Quotations, May 9, f.o.b., mill, car lots, 98-lb cottons: short patent \$4.70@4.90 bbl, standard patent \$4.50@4.70, first clear \$4@4.40.

## BREVITIES in the NEWS

Charles W. Dreyer, of the Dreyer Commission Co., St. Louis, is a Minneapolis visitor.

Fred O. Quigley, Boston manager for the Russell-Miller Milling Co., is in Minneapolis on a vacation trip.

The Marquette Elevator Co., Minneapolis, has taken out a building permit for \$15,500, covering a new storage shed.

Minneapolis flour shipments fell off approximately 100,000 bbls during April, compared with the same month a year ago.

Charles S. Pillsbury, vice president of the Pillsbury Flour Mills Co., Minneapolis, has returned home from a trip to Europe.

H. P. Gallaher, president of the Northwestern Consolidated Milling Co., Minneapolis, returned, May 9, from Florida.

H. W. Gunderson, district sales manager for the King Midas Mill Co., Minneapolis, left May 9 to visit his company's trade connections in central states.

During the week ending May 9, stocks of grain in Duluth-Superior elevators decreased only 440,278 bus and now aggregate 43,345,595 bus, of which 35,099,512 bus are wheat.

The State Mill & Elevator, Grand Forks, N. D., has discontinued its brokerage connection in Chicago, and opened an office under its own name at 1545 South State Street.

Several vessels loaded at Duluth by the Grain Stabilization Corporation with

durum wheat, which were expected to sail soon after the opening of navigation, will be held until June.

David R. Jones, former superintendent for the Red Wing (Minn.) Milling Co., now retired, was in Minneapolis, May 10, on his way home from California, where he had spent the winter.

Carl C. Johnson, who has been assistant buyer for the International Sugar Feed Co., Minneapolis, has gone into the feed jobbing business on his own account, at 310 Corn Exchange, Minneapolis.

President C. C. Blair and Secretary C. F. Macdonald, of the Duluth Board of Trade, have returned from attendance at the annual meeting of the Chamber of Commerce of the United States at Atlantic City.

The water rate on wheat from Duluth to Buffalo continues at 2c bu, with little business being done. A few charters have been made for Buffalo delivery and none for Montreal, for which port the rate continues at 9c.

Daniel F. Bull, president of the Cream of Wheat Co., and John D. McMillan, president of the Osborne-McMillan Elevator Co., have been elected members of the board of the First Bank Stock Corporation, Minneapolis.

William A. Anderson, nominated for the office of mayor of Minneapolis, was for several years connected with the milling and grain trades. At one time he was vice president of the Old Sleepy Eye (Minn.) Milling Co. He is a lawyer by profession.

## CARGILL ELEVATOR CO. TO INCREASE OMAHA STORAGE

MINNEAPOLIS, MINN.—The Cargill Elevator Co., of Minneapolis, has awarded contract for a 5,000,000-bu addition to its terminal elevator at Omaha, Neb., doubling the capacity of the plant, which was built last year. Work has already begun, and the enlarged terminal is to be ready to receive grain by the time the new crop begins to move. This will give the Cargill company a total storage capacity of approximately 29,000,000 bus.

With this addition to the Cargill elevator and the completion of the 350,000-bu terminal to be built immediately by the Nye & Jenks Grain Co., the Omaha market will have a grain storage capacity of a little more than 26,000,000 bus—an increase of approximately 73 per cent in one year.

### CHEMISTS LEAVING FOR CONVENTION

MINNEAPOLIS, MINN.—An unusually large delegation of northwestern cereal chemists will attend the annual convention at Louisville, Ky., next week. A private car on the Pioneer Limited will leave Minneapolis at 9:30 p.m., May 16, on which the following have made reservations: L. H. Patton, State Mill & Elevator, Grand Forks; J. H. Monson, Robin Hoods Mills, Atl.; Moose Jaw; Fred J. Lumsden, King Midas Mill Co., Dr. R. C. Sherwood and Dr. F. A. Collatz, General Mills, Inc., Miss Betty Sullivan, Russell-Miller Milling Co., M. A. Gray and John T. Flohil, Pillsbury Flour Mills Co., Julius Hendel, Cargill Elevator Co., Leslie R. Olsen, International Milling Co., W. B. Young, state grain inspection department, and C. G. Harrel, Commander-Larabee Corporation, Minneapolis. Several will be accompanied by their wives. At Chicago, the party will be joined by Rudolph Adel, Bay State Milling Co., Winona, Minn., and Leo Fratzke, Western Flour Mills, Davenport. In addition to the foregoing, the following will motor to Louisville, accompanied by their wives: G. Moen, General Mills, Inc., E. C. Paulsel and E. N. Frank, International Milling Co., Minneapolis; Thomas W. Sanford, Eagle Roller Mill Co., New Ulm, Minn.; Ralph G. Mitchell, American Bakery Materials Co., Menomonie, Wis.; and Samuel J. Lewellyn, Wallace & Tierman, Inc., New Ulm, Minn.

### LONGSHOREMEN CONTINUE STRIKE

DULUTH, MINN.—A strike of longshoremen employed by the package freight lines has been on for a week. The vessel companies proposed a reduction of wages from 70 to 60c an hour for regular time and 85 to 75c for overtime. Both the Great Lakes Transit Corporation and Minnesota-Atlantic Transit Co. were involved, but the latter reached an adjustment with the men. The former has held out. At a meeting toward the end of the week the men offered to accept a reduction of 5c, half the proposed amount. Settlement of the matter awaits the arrival of the general superintendent of terminals. More or less disturbance, some of it approaching the point of rioting, has taken place, but with no one seriously injured.

The movement of flour from interior mills for shipment down the lakes has been active and about 250,000 bbls have been accumulated at Duluth. Several cargoes have been loaded and shipments will continue steadily. During April wheat to the amount of 15,108,676 bus moved through the Sault Canal; coarse grains, 5,765,013; flour 230,900 bbls.

H. L. Beecher, president, E. C. Veeck, vice president and superintendent, and H. F. Raabe, manager of the elevator line, of the Eagle Roller Mill Co., New Ulm, Minn., made an inspection trip of the company's elevators in South Dakota last week.

Edward F. Emmons, vice president of the Simonds-Shields-Lonsdale Grain Co., Kansas City, has been in the Northwest several days visiting old friends, on his way to the Millers' National Federation convention at Chicago.



# THE SOUTHWEST

ROBERT E. STERLING, SOUTHWESTERN MANAGER

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

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

### Sharp Decrease in Southwest Sales

**M**ILLS are running again on a day-to-day basis as a result of sharp curtailment in buying. Buyers are even more reluctant than usual to add to their stocks. Last week, bakery and family sales were about of equal volume. Total sales for the Southwest were slightly more than 30 per cent of capacity. The majority of orders called for spot shipment, indicating that consumers are allowing their stocks to dwindle to almost complete exhaustion before sending in replacement orders. In numerous instances, more distant shipment orders were accompanied by instructions.

**Good Mixed Car Trade.**—Sales of mixed cars of flour and feed were quite numerous, and mills were anxious to get the business, since it furnished a good outlet for a surplus of feed, which has been a drug on the market for several weeks. Aside from the mixed car orders there were very few that were for more than one straight car.

**Good New Crop Inquiry.**—Buyers continued to display decided interest in taking on new crop supplies. Only one sale of new crop flour was reported among the Kansas mills, although reports from Texas indicate that new crop sales, while not common, have been fairly numerous. The Kansas sale reported last week was for 2,000 bbls at a profitable price to the mill.

**Slightly Better Directions.**—Mills have been devoting so much time to getting their old contracts cleaned up that it is only natural that an improved flow of shipping directions should be received. One local mill that has not operated for the past fortnight opened up again last week. Interior mills found directions hard to get.

**Decrease in Export.**—Less flour was sold for export last week than for several weeks past. The advance in the July option was instrumental in shutting off export, at least temporarily, with the Continent. Scattered bids from foreign buyers were far below mills' ideas. The West Indies furnished the best export outlet. Buying from that source was in small lots, mostly for immediate shipment.

**Prices Firm.**—In spite of continued declines in the millfeed market, flour prices held firm for the week. Quotations, May 9, f.o.b., Kansas City, in cotton 98's or jute 140's, basis dark hard winter wheat: short patent, \$4.45@5 bbl; 95 per cent, \$4.20@4.50; straight, \$4.10@4.25; first clear, \$2.75@3.20; second clear, \$2.80; low grade, \$2.50.

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

#### FLOUR PRODUCTION

The first table below shows the flour production and rate of activity of 32 representative southwestern mills, exclusive of Kansas City, Wichita, Omaha, St. Joseph, Salina and Atchison. Additional tables give the production and activity of principal milling centers in the territory:

	Weekly capacity bbls	Flour output bbls	Pct. of activity
May 3-9	325,650	165,820	51
Previous week	325,650	170,923	53
Year ago	322,950	182,368	57
Two years ago	329,550	208,682	63
Five-year average			59
Ten-year average			52

#### KANSAS CITY

May 3-9	188,700	131,328	70
Previous week	188,700	121,980	65
Year ago	188,700	190,432	101
Two years ago	197,700	159,974	81
Five-year average			70
Ten-year average			68

WICHITA			
May 3-9	62,100	17,462	28
Previous week	62,400	22,495	36
Year ago	62,400	35,808	58
Two years ago	62,400	42,861	69

SALINA			
May 3-9	48,000	41,961	87
Previous week	48,000	45,687	95
Year ago	48,000	38,850	81
Two years ago	48,000	39,164	82

ST. JOSEPH			
May 3-9	47,400	4,746	10
Previous week	47,400	5,478	12
Year ago	47,400	24,595	52
Two years ago	47,100	25,693	54

ATCHISON			
May 3-9	31,500	17,860	57
Previous week	31,500	27,187	86
Year ago	31,500	28,399	90
Two years ago	31,500	30,109	96

OMAHA			
May 3-9	27,300	20,528	75
Previous week	27,300	19,123	71
Year ago	27,300	26,068	95
Two years ago	27,300	20,011	73

Reports of about 70 mills to THE NORTHWESTERN MILLER showed sales represented per cent of capacity as follows: May 3-9, 39; previous week, 39; year ago, 47.

Of the mills reporting, 9 reported domestic business fair, 16 quiet, 5 slow and 16 dull.

Direct export shipments by all reporting mills outside of Kansas City were 6,570 bbls last week, 8,839 in the previous week, 25,634 a year ago, and 10,536 two years ago.

**Atchison Reports Slow Business.**—Sales are very slow, averaging around 25 to 50 per cent of capacity. Declines in future options have complicated the situation. Buyers are shopping for bids and most of the

## NOTES on the TRADE

J. D. Journee, sales manager for the Weber Flour Mills Co., Salina, Kansas, is in the South on a sales trip.

A. J. Hazle, of the B. F. Gurp Co., Chicago, spent two days in Kansas City last week calling on the feed trade.

R. A. Harris, cottonseed broker of Dallas, Texas, visited members of the feed trade in Kansas City last week.

H. T. Shaffer, treasurer of the Blair Milling Co., Atchison, Kansas, has returned from a trip to the central states.

J. K. Pickerill, sales manager for the Western Star Mill Co., Salina, is on a sales trip in the central and southern states.

W. H. Boon, manager of the Canadian Mill & Elevator Co., El Reno, Okla., is calling on the trade in the Arkansas and Louisiana markets.

Wiley T. Hawkins, sales manager for the Consolidated Flour Mills Co., Wichita, spent several days traveling in Kansas and Missouri last week.

A. B. Anderson, vice president of the Red Star Milling Co., Wichita, was in attendance at the bakers' convention held at Galveston, Texas, last week.

Herbert A. Harnis, sales manager for the Barton County Flour Mills Co., Great Bend, Kansas, was in Kansas City a day last week on his way to eastern markets.

business transacted was on a very unfavorable basis. Shipping directions were slow and millers are up against the proposition of either accepting very small running orders or shutting down. There was quite a sharp decline in output and millers anticipate irregular operations up to the new crop. Quotations: hard wheat, short patent, \$4.70@4.80 bbl; straight, \$4.40@4.50; first clear, \$3.20@3.30.

#### Wichita Mills Report Improvement

**WICHITA, KANSAS.**—A slight improvement in business was noted here last week. Some of the mills have been operating from 80 to 100 per cent of capacity while others are around 50 per cent. Bookings are better although most of the dealers are buying from hand to mouth for immediate shipment. There is no change in the export situation. Quotations are unchanged with best hard wheat, short patent, f.o.b. Kansas City, at \$4.80 bbl.

#### Salina Mills Selling Small Volume

**SALINA, KANSAS.**—Some millers report an improvement in shipping instructions, but there is not much change in flour demand, business being but fair, with bookings mostly for immediate shipment. Export shipments are going forward on old orders but new sales are light. Quotations, basis cotton 98's, Kansas City, May 7; short patent, \$4.75@5 bbl; standard patent, \$4.25@4.50; straight, \$4@4.25.

#### Sell Only Small Lots

**HUTCHINSON, KANSAS.**—Interest in new flour commitments continued light last week, business being confined to single car lots and sales to mixed car buyers, all for spot shipment. With export demand absent for weeks, domestic users of clears have been showing less inclination to buy. Shipping directions came much more freely. Quotations, basis cotton 98's, Kansas City: short patent, \$5 bbl; straight, \$4.50; first clear, \$3.35.

#### Contraction in Texas Sales

**DALLAS, TEXAS.**—Flour sales were of smaller volume last week as retailers and jobbers are mostly well supplied and only occasional fill-in orders are being received. There was scattering of local bakery orders to fill current needs and eastern bakeries showed some inclination to purchase for forward shipment. Some new crop flour was sold for scattered delivery over three- and four-month periods. An increase in shipping directions was responsible for improved oper-

### FREE ROOM FOR CHEMISTS' BEST GUESSER

Omaha, Neb.

**A**MONG the members of the American Association of Cereal Chemists attending the seventeenth annual convention of that organization in Louisville, May 18-21, there will be one who will receive his lodging at the Brown Hotel absolutely free.

The free room, one of the finest in the hotel, is to be the reward of the chemist who most accurately forecasts the registration at the meeting, as it will stand at 12 noon, on Tuesday, May 19. Predictions will be received at association headquarters, 833 Omaha Grain Exchange, Omaha, Neb., until May 15.

Members are warned not to arrive at Louisville before Sunday, May 17, as it will be impossible to secure hotel accommodations except at far from "free" rates due to the holding of the Kentucky Derby on Saturday. Those wishing to attend the derby must make their own arrangements.

Export sales were limited to modest orders from the West Indies for July and August shipment. Quotations, basis delivered consuming territory of Texas and western Louisiana: hard winter short patent, in cotton 18's, \$4.70@4.80 bbl; standard patent, \$4.10@4.30.

#### Quiet Week in Oklahoma

**OKLAHOMA CITY, OKLA.**—Sales were about one-third of capacity last week, the quietest week of the calendar year to date. Exports amounted to less than 10 per cent of the total sold. Operations were reduced 10 per cent from the previous week. Prices have advanced somewhat, quotations as follows: hard wheat, short patent, \$4.60 bbl; soft wheat, short patent, \$4.70; standard patent, \$4.20.

#### Sluggish Demand for Nebraska Flour

**OMAHA, NEB.**—The flour market is inclined to sluggishness. A moderate number of buyers came in for small lots to be shipped out early, but very few made commitments for their summer and autumn requirements.

The notion seems to prevail quite widely among buyers that they will be able to make their purchases at a lower price after the beginning of the new crop year. On the part of millers, however, there is a feeling that buyers may be mistaken in this view of the situation.

Wheat is still coming into the Omaha market in fairly large volume. Mills are taking only a limited number of selected samples, most of the offerings going to elevator interests.

### LEE SUBSIDIARY PLANS TO BUILD SALINA STORAGE

**SALINA, KANSAS.**—Construction of a storage elevator of 500,000 bus to be completed July 1, has been announced by the Salina (Kansas) Grain & Milling Co., recently incorporated here for \$218,918, as a subsidiary of the H. D. Lee Flour Mills Co. The new structure will be just north of the present Lee elevator building where an old elevator burned several years ago. It will consist of 21 bins combined in eight large tanks, three small round tanks and 10 intermediate bins.

Their construction will give the H. D. Lee Flour Mills Co. storage capacity in Salina of \$28,000 bus. Steel tanks now in use here will be taken by the company to Ellsworth and made a part of the property there. They have a capacity of 20,000 bus. The contract for the new structure will be let at once.

Incorporators of the company include L. G. Gottschick, L. C. Staples, J. R. Miller, H. C. Vogel, all of Salina, and J. P. Harris of Prairie Grove, Ark., all of whom are directors in the H. D. Lee Flour Mills Co.

North Dakota produces an average of about 32,000,000 bus barley each year. Of this, two thirds are fed on the farms and one third is shipped out of the state.



**CENTRAL AND SOUTHERN STATES**

WILLIAM H. WIGGIN, MANAGER

543-545 Board of Trade Building, Toledo, Ohio

Correspondents at Atlanta, Evansville, Indianapolis, Nashville  
and Norfolk

Cable Address: "Palmking"

**Business Curtailment and Co-operation**

**T**HERE isn't anything new to report about the milling business of this section. It is difficult to maintain operation at even the reduced rate which has been current lately and there seems to be a definite trend toward still further curtailment as the crop year approaches its end. The worst feature about the situation has been the price structure which has been demoralized, as always, by some millers, probably constrained by the need of business, offering flour so low that it drags the general level down to an unprofitable basis.

It has not been possible to find any expedient to correct such a situation except through mergers, giving some control over the production and prices of various units, and the gradual elimination of the unprofitable sellers through bankruptcy or voluntary retirement from a business in which they could make no profit but only operate at cumulative losses, thereby using up whatever capital and surplus they may have had to draw on and extinguishing their credit. There comes a time when banks are no longer willing to stand in the breach and throw good money after bad.

**Full Co-operation Impossible.**—It might seem singular, if not so commonplace, that the milling business has been so impotent to correct its own disastrous competition but the law of the land will not permit it. The law is not concerned at all with the disaster which it imposes on its industries, or with the ultimate effect of such disaster upon them, so long as the ultimate consumer profits somewhat by the price he pays for this production. Meantime the law piles up increasing burdens in the way of regulations and taxation. "The power to tax is the power to destroy"—but, also, the power to regulate is the power to destroy.

Some curious and interesting situations arise from this condition which might be described as manifestations outside the law, illustrative of efforts to get around the law, or at constructive action in defiance of the law. According to a report in the Chicago Tribune last March, which should be of interest to millers, Dr. Benjamin M. Squires, arbiter of the cleaning and dyeing industry in Chicago, "announced an increase in prices at a meeting of 3,000 tailors, drivers, inside workers and plant owners" whereby the minimum price for cleaning a man's suit was set at \$1.25.

Dr. Squires is described as "economist, federal arbitrator during the war and arbiter for capital and labor in many industries." He said, "Bankruptcy threatens the industry unless the level set in the price war is raised. Under the old scale workers were unable to receive a decent wage and the owners a proper return on their investment. The new scale will win public confidence and put an end to charges of racketeering. It provides for a fair service at a fair pay."

**A Price Agreement.**—"Approximately 90 per cent of the members of the association," continues the report, "formed the Cleaners' and Dyers' Institute and signed a price stabilization contract under which Dr. Squires was given authority approaching that of K. M. Landis in baseball and Will Hays in the movie industry. The contract provided for a fair return on invested capital, a return to labor to afford maintenance of present living conditions, and equitable service to the public, and that the business of a cleaner giving unsatisfactory service, or violating the contract can be taken over by the arbiter."

This may sound strange to millers who are not permitted to co-operate in any

such fashion. According to another report last April in the Chicago Tribune, the Pure Milk Association, comprising 167 local units in 26 counties in Illinois, Indiana and Wisconsin, controlling all milk delivered in Chicago and some 50 near-by communities, has adopted a plan of readjusting the distribution of this supply among some 18,000 dairy farmers by which the largest shippers accept a reduction of 5 per cent in the amount they ship to be allocated among the smaller shippers. Imagine that being done among the millers of the country or any group of millers.

**Oil Industry Proposals.**—Herbert Hoover is reported as commending efforts to stabilize the oil industry, "to bring supply into relation to demand, reduce steadily the present enormous storage of oil and gasoline above the ground, restore prices to a point at which the hundreds of thousands of small wells can continue to exist, and through saving of independent operators from bankruptcy preserve competitive conditions in the nation's second largest industry."

Now, if these things are within the law it would seem that the millers might be permitted some small measure of co-operative effort to restore sounder business conditions in their industry which never contemplated such far-reaching plans as recited above. This business, like many others, has been reduced too closely to a profitless basis, or where the profit, if any, must be made on extraneous activities.

**Flour Prices.**—Soft winter wheat standard patent flour was quoted, May 8, at \$4.20@4.30 bbl, local springs and hard

winters \$4.50, 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 of ac-bbls	Pct. activity
May 3-9	126,160	76,133	60
Previous week	118,650	69,150	60
Year ago	122,250	82,734	67
Two years ago	131,580	72,967	55
Three years ago	137,700	81,160	60

**Indiana Business Is Quiet**

**INDIANAPOLIS, IND.**—Flour business was generally light last week. What business developed was chiefly for mixed car lots, for immediate shipment. Shipping instructions are coming along fairly well and there is no complaint about overdue bookings. In fact, no cancellations are anticipated on old contracts. Orders are for rush shipments, and small jobbers and bakers continue to provide the principal demand.

There is no export demand, and inquiry from domestic buyers is very light. Operations continue about normal. Cash wheat rules steady to firm, and flour prices remained unchanged to steady.

Quotations, May 9, f.o.b., Indianapolis, basis car lots, 98-lb cottons: soft winter, short patent \$5.15@5.40 bbl, 95 per cent \$4.75@5, straight \$4.35@4.60, first clear \$3.90@3.95; hard winter, short patent \$5.25@5.50, 95 per cent \$4.85@5.10, standard patent \$4.45@4.70, first clear \$4@4.10; spring wheat, short patent \$5.35@5.60, standard patent \$4.95@5.20, first clear \$4@4.15.

**Southeastern Demand Moderate**

**NASHVILLE, TENN.**—Demand for flour from the Southeast continued to hold up fairly satisfactorily last week, though current sales have been the lightest for some time. New bookings last week were less than 40 per cent of capacity of soft wheat mills, with orders in small quantities, and chiefly for current shipments. Specifications on contracts were holding up well, this being the main feature of trade. While there was slightly decreased production, output was larger than last year, and aggregate shipments were absorbing all of the flour being ground.

Buyers are reported much concerned as to the policies of the Federal Flour Board, disposition of surplus wheat, and what the new crop may do. There seems



**J. T. LIPFORD**, for the past 12 years manager of the Pittsburgh district of the International Milling Co., will assume management of the New York office of the company late this month. Mr. Lipford is president of the Pittsburgh Flour Club and one of the most popular flour men in the Steel City. He was manager of the Michigan district offices of the company at Jackson prior to locating in Pittsburgh. His transfer to New York is a well-deserved promotion.

to be little probability of marked change in policy until there are some definite developments along these lines.

The trade continues to take a considerable amount of medium and low grade flours, though some improvement has been mentioned in the high priced established brands. Activity is mentioned in demand for blended flours, with volume of all business close to normal.

There was practically no change in flour prices last week. Quotations, May 9: best soft winter wheat short patent, 98-lb cottons, f.o.b., Ohio River stations, \$5.60@6.10 bbl; first clears, \$3.60@4.10.

Mill agents reported moderate current demand for Minnesota and western flours, with bakers and large buyers conservative. Quotations, May 9: spring wheat first patent, 98-lb cottons, delivered at Nashville, \$5.10@5.60; standard patent, \$4.80@5.10; hard winter wheat short patent, \$4.40@4.75; straights, \$4.10@4.30.

**FLOUR OUTPUT**

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

	Weekly capacity bbls	Flour output of ac-bbls	Pct. activity
May 3-9	115,320	71,204	61
Previous week	101,520	66,949	64
Year ago	112,620	66,130	59
Two years ago	129,720	76,975	59
Three years ago	131,220	80,166	62

**Few Sales in Atlanta**

**ATLANTA, GA.**—The flour market was very quiet in the Atlanta territory last week. There was a slight demand for clears. Quotations: hard winter wheat, short patent \$5 bbl, standard patent \$4.70, low protein straights \$4.55; soft winter wheat, short patents \$4.90, standard patents \$4.50, first clears \$3.85. Prices quoted all in 98-lb cottons, f.o.b., Atlanta.

**Virginia Demand Fair**

**NORFOLK, VA.**—Sales of flour were fair last week, with the market somewhat stronger, though sales have been for small quantities in the main. Quotations, May 8: top springs, \$5.75@6.25 bbl, second patents \$5.10@5.70; Kansas top patents \$4.90@5.25, second patents \$4.10@4.80; soft winter patent \$4.80@5.20, second patents \$4.30@4.65; Virginia and Maryland straights, \$4@4.30.

**Improvement in Evansville Sales**

**EVANSVILLE, IND.**—There is slight, but gradual, improvement in flour trade, with the exception of exporting, which remains dead. Shipping instructions are fair. Quotations, May 9, in 98-lb sacks, car lots, f.o.b., Evansville: soft winter wheat, short patent \$5.80@6.30 bbl, 95 per cent \$5; Kansas hard winter, short patent \$5, first clear \$4.80@5.05, second clear \$4.55@4.80.

**The Fisher Grocery Chain's New President**

**F**ISHER BROS. CO., of Cleveland, operating a chain of 316 grocery stores, has a new president. He is Joseph Salmon, who began as a clerk in the first Fisher store in Cleveland, and is now one of the largest flour buyers in Ohio.

Manning F. Fisher, founder of the chain, was president until a short time ago, when he was killed in a train wreck in Canada. When he started the grocery enterprise in 1907, the first man he hired was Joseph Salmon, and the two worked hand in hand in building the enterprise. Born in Ireland, Mr. Salmon came to this country when he was 18 years old. Almost "broke," he met Mr. Fisher in New York, and got a job through him with James Butler, then operator of a large retail grocery in Manhattan. He worked with Mr. Fisher in the Butler company for 12 years, and went to Cleveland when the Fisher enterprise was started there.

He did everything in the first store on Lorain Avenue, and as the firm enlarged, he became a more and more important factor in it. When the founder died, directors of the company did not hesitate to name Mr. Salmon as his successor.

A modest, unassuming person, Mr. Salmon at the same time has a very forceful way about him. He is rated as one of the best grocery buyers in the country. Food brokers characterize him as a man of extraordinary business ability, possessed of sound judgment, and say that he has a way of making them feel good, even if they do not receive an order.



Joseph Salmon



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

**Output Cut in Prospect**

MILL operations were about normal the past week, but some of the millers interviewed said that unless orders and directions picked up immediately there would be a curtailment in output next week. New business was generally described as very quiet. One mill reported that established trade on their brands is keeping up fairly well, but sales are in small lots and buyers are only interested in covering their actual requirements. At least one plant will be closed down next week for repairs and fumigation, and no doubt others will do likewise in the near future to be ready for the new crop.

Millers certainly are more optimistic since the government crop report was issued. The report indicates a record wheat crop unless unfavorable harvest weather should materially change present prospects.

**Directions Hold Up.**—Shipping directions have held up well and mills are operating at a satisfactory rate. Some mills, however, report that directions are coming in slow. As most buyers have their requirements booked until the new crop begins to move, mills will very likely devote most of their time for the next few weeks to getting instructions on old orders.

Export business continues fair with most mills. Sales are reported to the United Kingdom and the Continent, as well as to Latin American countries. One fair-sized lot was sold to London. Not all mills shared in the export business, however, one or two reporting no sales.

**Flour Prices.**—Quotations, May 9, basis jute 110's, St. Louis: soft winter short patent \$4.50@5 hbl, straight \$4@4.30, first clear \$3.50@3.70; hard winter short patent \$4.20@4.70, 95 per cent \$3.90@4.10, first clear \$3.40@3.60; spring wheat top patent \$4.60@4.95, standard patent \$4.40@4.50, first clear \$3.60@3.70.

**FLOUR OUTPUT**

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

	Output bbls	Pct. of activity
May 3-9	31,500	45
Previous week	35,100	50
Year ago	32,400	47
Two years ago	33,300	48

Output of outside mills, with a weekly capacity of 64,800 bbls, the product of which is sold from St. Louis:

	Output bbls	Pct. of activity
May 3-9	36,200	56
Previous week	31,500	49
Year ago	38,600	59
Two years ago	48,200	74

**Fair Volume from Small Orders**

MEMPHIS, TENN.—Although orders are for small lots for immediate or near-by shipment only, volume of business in this territory is reported to be fairly satisfactory. There is no interest whatever in forward purchases, and mill representatives are making no effort to stir up any.

Quotations are steady at the slightly higher level recently attained, but for the rest of the season very little change is anticipated. Reports on the growing wheat crop encourage expectation of cheaper prices, with the result that flour stocks in all hands are going to be kept at a minimum. General conditions show little change, but crop conditions are fairly satisfactory, despite the recent subnormal temperatures.

Quotations, May 9, basis 98's, car lots, f.o.b., Memphis: spring wheat short patent \$5.75@5.85 hbl, standard patent \$5@5.10; hard winter short patent \$4.80@5.30, standard patent \$4.35@4.75; soft winter short patent \$5.25@6, standard patent \$4.50@4.75; western soft patent

\$4.40@4.50, low protein \$4.10@4.35, blended 95 per cent patent \$4.35@4.40.

**TOLEDO GRAIN FIRM INCORPORATES**

TOLEDO, OHIO.—The business of one of the oldest grain firms at Toledo, established in 1881, has just been incorporated as E. L. Southworth & Co., Inc., with a capital of \$50,000, including 500 shares of no-par common stock and \$50,000 of preferred stock. The change was made largely because of the extensive interests of members of the firm in other business enterprises, and because it is expanding its business into other lines of investment, such as stocks.

Officers are Kenton D. Keilholtz, president, John W. Luscombe, vice president, Charles R. Keilholtz, treasurer, S. M. Bender, secretary, Herman F. Nesper, assistant treasurer, W. D. Keilholtz, traffic manager, and E. C. Froehlich, counsel.

**ARRANGEMENTS FOR IOWA CONVENTION NOW COMPLETE**

According to C. O. Schweickhardt, secretary of the Iowa Bakers' Association, arrangements for the twenty-eighth annual convention of the association, at Waterloo, May 18-20, are about completed. Elaborate plans have been made for the meeting, both along lines of practical features and of entertainment. Contrary to the usual practice, registration at the convention headquarters in the Hotel Russell Lamson will begin in the afternoon. Entertainment and a buffet luncheon will constitute the first business of the meeting during the evening of May 18.

Promptly at 10 a.m., Tuesday morning, May 19, the first regular session will get under way, with Walter Warrick, of the W. E. Long Co., of Chicago, as the featured speaker. Mr. Warrick's subject will be, "Where Does the Baker Stand Now?"

During the afternoon session there will be a symposium on the state of affairs in the baking industry. Otto L. Cook, of Standard Brands, Inc., will answer the question, "What Is the Consumers' Attitude?" O. C. Pfaff will follow with, "What About the Dealer?" Then Chris Lowenberg, of Ottumwa, will talk on

**NEWS and PERSONAL**

Roy A. Woodall, of the Dixie-Portland Flour Co., of Memphis, spent several days in Birmingham, Ala., last week.

A. T. B. Dunn, treasurer of the Flour Mills of America, Inc., Kansas City, was in St. Louis, May 9, on his way east.

Charles B. Dreyer, of the Dreyer Commission Co., of St. Louis, is in the East on business and will stop in Chicago on his return to attend the meeting of the Millers' National Federation.

Five new retail grocery stores and markets, the first of a chain, were opened in Memphis, May 9, by the Stratton Stores Co., headed by L. M. Stratton. The new chain features a "local ownership" plan.

A special car has been provided for those of the St. Louis territory who plan to attend the Millers' National Federation convention in Chicago. The following have already made reservations on the special car: Mr. and Mrs. E. T. Stan-

ard, Paul M. Marshall, A. V. Imbs, W. E. Henry, W. J. Niergarth, A. E. Bennet, L. J. Jones and D. L. Boyer.

L. C. Chase, president of the Valier & Spies Milling Corporation, of St. Louis, is spending a few days in Norfolk, Va., and A. J. Oberg, sales director of the company, is spending a week in Indiana territory.

C. B. Rader, secretary of the St. Louis Merchants' Exchange, will attend the thirty-eighth annual convention of the Illinois Grain Dealers' Association in Peoria, May 12-13, after which he will go to Chicago to attend the meeting of the Millers' National Federation.

The St. Louis Flour Club held a dinner meeting at the Hotel Lennox, May 5, at which the following delegates were appointed to attend the annual convention of the National Federated Flour Clubs in Philadelphia, June 1-2: Julius J. Albrecht, of the Eberle-Albrecht Flour Co., and Hugh Harris, flour broker.

**CHAINS OFFER BREAD AT 3C**

Three-cent bread (retail price) on Saturdays and 4c bread on most other days of the week is the latest development in a "bread war" at Dallas, Texas. Chain stores are responsible for cutting to these prices, according to Paul Fuqua, field representative for the Texas Bakers' Association, who said that one chain concern which operates its own baking plant had started the move, later followed by the others. The coming of the 3c loaf is understood to have brought dismay to wholesale bakers of the city, as prices were already so low as to eliminate possibility of profit. Retail bakers at a special meeting decided to ignore the chain move.

**PITTSBURGH BAKERS GOLF**

PITTSBURGH, PA.—The "ASGN," the aggregation of Pittsburgh bakers and allied tradesmen who indulge in golf, opened the 1931 season with a tournament at the Shannopin Country Club, April 24. E. R. Braun, of the Braun Baking Co., Pittsburgh, won first prize. H. C. Elste, of Standard Brands, Inc., and Walter S. Grant, of the Grant Paper Box Co., tied for second place, and R. R. Sanborn, of the Lawrenceburg (Ind.) Roller Mills, took third.

**PIONEER MILLER DEAD**

INDIANAPOLIS, IND.—Charles G. Carpenter, 91, who for more than 50 years was head of the Richmond (Ind.) Roller Mills & Elevator Co., died May 8. His brother-in-law, the late Daniel W. Marmon, of the Nurdyke & Marmon Co., established the milling company which Mr. Carpenter later headed, after the Marmon family moved to Indianapolis.

**TEXAS MILL GETS PANAMA ORDER**

NEW YORK, N. Y.—The Panama Rail Road Co., May 7, through its commissary purchasing agent, W. J. Sheridan, purchased 2,000 sacks of hard winter wheat flour from the American Maid Flour Mills, Houston, Texas, at \$1.23, and also 900 sacks of spring wheat flour from the

**SPANISH PRISONER TO MEXICO**

MOST readers of this have at one time or another been appealed to for assistance by an unfortunate gentleman writing from a Spanish prison about his beautiful daughter and his portmanteau full of money, one or both of which he was willing to give in return for certain financial aid. We just now learn that the unhappy don, evidently having received succor or been assisted to escape, again is in jail in Guadalajara, Mexico, and again is in trouble about his daughter and a trunkful of money checked at the customs house. For some curious reason, or perhaps only because their names chance to be on his mailing list, he is appealing to millers for help, promising a third part of the money in the trunk as reward. Any miller who wishes to do a good deed and has not yet received an invitation to the party can obtain full particulars by telegraphing, don't write, to Antonio Rey, Jardin Hotel, Guadalajara, the phrase "am sending merchandise."

same mill at \$3.68. Both lots are to be shipped from the Gulf during June, and both quotations are made on the basis of delivery, c.i.f., Cristobal.

**FORMER BALTIMORE JOBBER DEAD**

BALTIMORE, Md.—Frank J. Boehmer, of the former flour jobbing concern of Boehmer & Roschen, for years prominent in East Baltimore, died at his home there, May 2.

**MILL OPERATIONS SINK TO LOW LEVEL DURING MARCH**

Flour mills of the United States reporting to the Department of Commerce showed a lower percentage of operation during March than in any month since April, 1929. Percentage of capacity operated was 52.3, compared with 53.8 in February and 51.6 in March a year ago. These mills produced 8,722,291 bbls of flour during March, compared with 8,241,737 in February and 9,346,948 in March a year ago. Wheat grindings totaled 10,133,009 bus, compared with 43,082,758 in February and 43,082,758 in March, 1930.

With an average of 33 fewer mills reporting this season, production of flour since the opening of the crop year, July, 1930, totaled 85,623,506 bbls, compared with 87,519,060 in the previous season. The percentage of operation thus far this season is 58.2, compared with 58.3 a year ago.

Production of millfeed during the first nine months of this crop year totals 7,069,275,950 lbs, compared with 7,106,015,575 in the corresponding period of the previous year.

**PANHANDLE GRAIN DEALERS AT AMARILLO, MAY 21-22**

Members of the Panhandle Grain Dealers' Association will hold their annual meeting in the municipal auditorium of Amarillo, Texas, May 21 and 22, according to an announcement made by Joe S. Morris, secretary. The grain dealers will convene immediately after the meeting of the Southwest Shippers' Advisory Board, to be held in Amarillo the morning of May 21.

**JOINS DREYER COMMISSION CO.**

ST. LOUIS, Mo.—The Dreyer Commission Co., St. Louis feed broker, announces that W. B. Pickerill, well-known miller and grain man, has joined its organization and will travel in the interests of the St. Louis millfeed futures market. Mr. Pickerill formerly was in the milling business at Claflin, Kansas. He will devote most of his time in his new connection to enlarging the volume of millfeed futures trade handled by the Dreyer company.



# EASTERN STATES

WAYNE G. MARTIN, JR., EASTERN MANAGER

25 Beaver Street, New York, N. Y.

Correspondents at Baltimore, Boston, Buffalo, Philadelphia and Pittsburgh

Cable Address: "Palming"

## New York Trade in Same Old Rut

**T**UCKED away among wartime incidents is the old story about the Tommy in the trenches who had been told to look upward for strength and help, but thereupon only found the "blasted planes droppin' bloom'n' bombs." Local flour men are now having a similar reaction. They have looked to an upward market for strength and help, only to find it little different from what they have been experiencing. Such, at least, was the report of the majority of the trade. "No improvement, just a few cars here and there, the same sort of business we've been having now for months," were various comments, with an occasional office with brighter returns just to give truth to the old wheeze about exceptions proving the rule.

**No Buying Incentive.**—There was little in the market to cause a changed viewpoint, and to incline a buyer into large purchases. Prices were firmer, the ones that have recently been low coming up 10@15c, and the mills that beat the wheat market in raising their prices holding firmly to their higher levels. For anything but immediate shipment, there also was a premium, while some mills did not care to sell beyond 30 days, and therefore made such prices prohibitive. The spread on all grades was narrower, with the low prices stiffening up, but buyers with their natural reluctance to follow an advance based their offers on the markets of a week ago and were in some cases too far below existing levels for any consideration.

**Hard Winters Slow.**—Although there have been no offers of new crop flour, the excellent prospects in the Southwest incline consumers to buy sparingly of the hard winter wheat flours now offered, and while usually at this time they are beginning to cast a speculative eye around for their future needs, they now seem interested only in the barest necessities. Even Texas flours on the new crop are not turning over, and buyers are marking time on them also. High gluters from this section were 50@75c below northern grades, but even so did not command great interest.

**Wide Range in Clears.**—Clears both from the North and the Southwest were still governed by the mills' available surplus. Where this was large, the prices were attractive, although still not down to the levels of recent weeks, and where there were no big quantities available, the asking prices were nearly up to standard patent levels.

**Cake Flours Firm.**—Cake flours were also firm, with the majority of the offers from the West Coast and Pennsylvania around the \$4 mark, although there were still a few left at 25c below this to make a range. Business on them was dormant at any price.

**Flour Prices.**—Quotations, May 8, all in jutes: spring fancy patents \$4.75@5 bbl, standard patents \$4.50@4.80, clears \$4@4.20, high gluters \$4.75@5; hard winter short patents \$4.55@4.85, 95's \$4.35@4.65; soft winter straights \$3.75@4.10.

### New Sales Slow at Buffalo

**BUFFALO, N. Y.**—No part of the milling business was very bright last week. New sales were slow to fair, and shipping directions on old contracts were hard to secure. The main thought in the minds of flour buyers seems to be to get enough flour for May needs and to let June take care of itself. New crop flour prices were not discussed, but it seems to be the opinion of most buyers that, in view of the large supplies on hand and good crop prospects, prices will come down.

Family patents were in best demand,

but the total volume was only fair. Standard patents moved slowly, with bakers refusing to buy if they have any stocks on hand. Sales of hard winters were confined to well-established brands and made by salesmen whom the buyers felt would allow them any concession the market permitted. There was some improvement in demand for soft winter wheat flour, and cake and pie bakers reported some gain in consumption of their products. Spring house cleaning, it was suggested, sent more housewives to the bakeries for their desserts. Some old orders for semolina were filled last week, but new business was slack. Manufacturers of macaroni and similar products are meeting with sales difficulties.

Quotations, May 9, 98-lb cottons: spring fancy patent \$5.80@5.90 bbl, standard patent \$4.40@4.75; first clear \$3.70@3.80,

second clear \$2.75@2.90; hard winter standard patent \$4.50@4.60; soft winter family patent \$5.15, standard patent \$4.80@4.90. Semolina, 2½c lb, lake-and-rail shipment, New York.

### FLOUR OUTPUT

Output of Buffalo mills, as reported to The Northwestern Miller:			
	Weekly capacity bbls	Flour output of abbs bbls	Pct. of activity
May 3-9	291,000	207,519	71
Previous week	291,000	225,531	77
Year ago	276,000	251,012	91
Two years ago	255,500	198,904	78
Three years ago	238,000	185,232	73
Four years ago	238,000	188,652	79

### Pittsburgh Sales Slightly Improved

**PITTSBURGH, Pa.**—Slight improvement was noted in flour sales last week. The bulk of the business was of the small lot variety, bought chiefly by medium sized bakeries. Not much interest was taken by the larger consumers and jobbers. Little interest was manifested in new crop talk, and there has practically been no such inquiry. The general opinion is that it is a trifle early to get excited about the new crop.

A moderate amount of southwestern flour was marketed during the week, due to the exceptionally attractive prices that prevailed. Buying of springs was confined to the established brands, with consumers taking on only small lots. The market for soft winters was sluggish, and demand for clears was about unchanged. Prices of all flours were about unchanged. Bakery sales managers at a meeting last

### Boston Buyers Cautious

**Boston, Mass.**—Buyers of flour still are inclined to pursue the path of caution, being greatly disturbed over the outlook with the Federal Farm Board still in the field, and seeing no reason for anticipating their requirements. There is on the whole a fair business being done. Prices have been maintained on a fairly steady basis in spite of all the adverse circumstances.

Spring wheat flours have been in moderate demand. Special patents are quotable mostly around \$5.25, with sales all the way from \$5.15 up to \$5.40. For short patents, there is some business being done as high as \$5 and as low as \$4.75, and possibly \$4.70. Standard patents are mostly quoted around \$4.55@4.60, with some business as low as \$4.50 and up to \$4.70. The range in prices is rather narrow.

Hard winters are more or less in the same price range as springs, a bit lower. Standard hard winter patents are generally about 5c under the quotations for spring flours of like quality. There has been some business in hard winter short patents around \$4.75, while specials are sometimes quoted at \$5.30 and even \$5.10.

Soft winter patents are slow, and quoted in the range of \$4.50@5. Soft winter straights have been moving moderately at \$4.10@4.50, depending upon the flour, while clears are quoted at \$3.90@4.30. Pacific Coast straights are still quoted around \$3.80, ex-dock.

### W. T. CARRINGTON, GRAIN MAN, DEAD

**New York, N. Y.**—W. T. Carrington, who formerly conducted the New York office for Bartlett, Frazer & Carrington, died at his Park Avenue home, May 4, at the age of 76. He had been a president of the Toledo Produce Exchange, and was also in the grain business in Chicago. At the time of his death, he was a member of many clubs, and a patron of music and art.

### SHATTUCK EARNINGS OFF

**New York, N. Y.**—The net earnings of the Frank G. Shattuck Co., operating the Schrafft Stores, for the first quarter of the year were \$556,896 after all charges and provision for taxes, equivalent to 43c a share on the 1,290,000 shares of common stock. This compared with \$749,029 or 58c a share for the first quarter of 1930.

The Russell-Miller Milling Co., Minneapolis, has moved into its new Buffalo office building, although some work remains to be done. The excavation for the firm's new elevator is almost completed, and moving was necessary so that the old office building could be torn down.

Miss E. M. Shuler, secretary of the Cannon Valley Milling Co., Minneapolis, who is calling on the mill's connections in the East, spent several days last week with the S. R. Strisk Co., which handles the account in the New York district.

David E. Stott, president of the David Stott Flour Mills, Inc., Detroit, Mich., has been spending several days in New York recently. F. J. Lingham, president of the Federal Mill, Inc., Lockport, N. Y., also was in New York recently.

Several members of the Baltimore Flour Club contemplate making the trip to Philadelphia by airplane on the Sunday preceding the first day's session of the annual convention of the National Federated Flour Clubs, June 1-2.

## NOTES on the TRADE

Asby Miller, of General Mills, Inc., Minneapolis, visited Buffalo recently.

C. B. Dreyer, of the Dreyer Commission Co., St. Louis, was in Boston last week.

C. T. Vandover, of the International Milling Co., Minneapolis, was in Philadelphia last week.

John D. Shanahan, representative of the Grain Stabilization Corporation, Chicago, was a recent Baltimore visitor.

The Acheson Flour Co., Boston, has been appointed eastern representative of the Stokes Milling Co., Watertown, S. D.

About 2,000 bags of millfeed were received at Boston from Argentina last week. A similar shipment is expected soon.

Bond trading on the New York Produce Exchange during 1930 totaled \$1,128,000, almost eight times the volume of 1929.

Stevens B. Turner, vice president in charge of the purchasing department of the Hecker H-O Co., Inc., Buffalo, is in Chicago.

George P. Urban, president of the George Urban Milling Co., Buffalo, and Mrs. Urban, motored through Canada recently.

H. S. Pearlstone, New York flour broker, has returned from a northwestern and southwestern trip, visiting his mill connections.

Henry P. Smith, president of the Boston Grain & Flour Exchange, has returned from a three weeks' vacation trip in the South.

Philip J. Baird, a Boston flour broker, has been elected a member of the Boston Curb Exchange, which is affiliated with the Boston Grain & Flour Exchange.

Buffalo was advertised over the network of the Columbia Broadcasting Co. recently, as a feature of the weekly program of the Washburn Crosby Co., Inc.

Charles S. Pillsbury, vice president of the Pillsbury Flour Mills Co., Minneapolis, landed in New York last week with his family, following a trip abroad.

Howard W. Jackson, recently elected mayor of Baltimore by the largest plurality ever given a candidate for that office, began his career as a baker's helper.

The spring golf tournament of the New York Produce Exchange Golf Association will be held at the Wheatley Hills Golf Club, East Williston, L. I., May 21.

Clearances of wheat and flour from the port of New York for the week ended May 2 amounted to 1,141,000 bus, a decided increase over recent weeks, and 67,301 bbls.

Stocks of unsold flour at Boston, as estimated by the Boston Grain & Flour Exchange, were 40,000 bbls, May 1, compared with 43,000 bbls April 1 and 40,000 bbls May 1, 1930.

In order to attract a larger attendance, the next meeting of the Baltimore Flour Club will be held at the Alcazar on the evening of May 20. Bowling and a light luncheon are on the program.

The flour blending and reconditioning plant formerly owned by W. E. Potter & Co., at 331 Kent Avenue, Brooklyn, N. Y., with a weekly capacity of 500 bbls, is now being run by I. Spitz.

Among the recent visitors at the Philadelphia Commercial Exchange were E. J. Thomas, of the Capital Flour Mills, Inc., St. Paul, and C. H. Williamson, of the J. C. Shaffer Grain Co., St. Louis.

Harrison W. Gladwin, of the Harry E. White Co., one of the best known brokers in the New York market, has suffered a loss in the death of his wife, May 6, after a short illness with pneumonia.

David Coleman, of David Coleman, Inc., and Leopold Gross, president of W. P. Tanner-Gross & Co., Inc., are two of the New York broker-jobbers attending the Millers' National Federation meeting.

J. G. Webster, former New York representative for the International Milling Co., Minneapolis, is now handling the account of the Commander Milling Co., Minneapolis, formerly represented by the late A. S. Leo.



## CHICAGO DISTRICT

SIGURD O. WERNER, CHICAGO MANAGER

166 W. Jackson Boulevard, Chicago, Ill.

Cable Address: "Palmking"      Correspondent at Milwaukee

### Steady Buying Is Reported

**S**TEADY buying by both larger and smaller users is reported by most mill agents and brokers. No one is entering the market in a big way, but buyers are taking on regularly for current needs. Shipping directions have been fairly active, and old orders are being reduced so that stocks are said to be light. Little or no interest in the new crop is reported. Mills and their agents are not pressing new crop sales, and in fact are encouraging their customers to hold off and merely take on enough old flour to fill their absolute needs. It is thought that many bakers will soon order fairly large amounts of old crop flour to carry them over into the new crop, in order to have stocks on hand.

**Spring Wheat Flour.**—Sales of small amounts are holding up well. Most representatives report a steady buying of one- and two-car lots, but that no forward sales are being made. Stocks are low, and users are entering the market frequently for small orders. The retail trade also is taking its usual amounts. Shipping directions are a little better.

**Hard Winter Flour.**—A fairly active demand is reported for single and two-car lots. Buyers have permitted their stocks to get very low, and due to the uncertainty and unsettled conditions at present are only taking on current requirements. Only very few mills are quoting new crop flour. It is difficult to obtain new prices, and many mills are discouraging buyers from contracting for new crop flour. Some mill agents are of the opinion that there will be heavy buying shortly of old crop flour to carry buyers over into the new crop. Larger bakers have very little flour on hand or contracted for, and it is thought they will enter the market again soon.

**Soft Winter Flour.**—There is a slight improvement in the call for soft winters, but sales are chiefly in single car lots. Pie and cake bakers and jobbers are taking on small amounts to carry them along, but they will not anticipate their future needs. These sales are now fairly numerous and are mainly for immediate to 30-day shipment.

**Flour Prices.**—Nominal quotations, car lots, basis Chicago, patents in cotton 98's and clears in jutes, May 9: spring top patent \$4.35@4.85 bbl, standard patent \$4.15@4.65, first clear \$3.40@3.50, second clear \$2.20@2.80; hard winter short patent \$4.20@4.50, 95 per cent patent \$3.90@4.20, straight \$3.70@4, first clear \$3.30@3.60; soft winter short patent \$4.20@4.50, standard patent \$3.90@4.30, straight \$3.70@4.05, first clear \$3.10@3.60.

**Durum.**—A few single car orders made up the business in semolinias last week, and the market continues inactive. Shipping directions were fair. Bulk quotations, May 9: No. 2 semolina 2½c lb, standard semolina 2½c, No. 3 semolina 2½c, durum patent 2½c, special grade 2½c.

#### FLOUR OUTPUT

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

	Output bbls	Pct. activity
May 3-9	31,786	79
Previous week	28,956	72
Year ago	33,739	84
Two years ago	28,998	72

#### Dullness Prevails in Milwaukee

MILWAUKEE, Wis.—Once again flour men are all of the same mind regarding conditions in the Milwaukee flour market. Business is dull, they say, and shipping directions are only fair. New orders being received are all of the hand-to-mouth type, and call for shipment within a short time. Only a very few of the older bookings remain to be cleaned up.

Nothing in the line of quotations from the mills or interest from the trade is being shown in the new wheat crop. Prices for the week ending May 9 show variations amounting to 10c bbl above those quoted the previous week. Quotations, May 9, basis Milwaukee, patents in cotton 98's and clears in jutes: spring top patent \$4.80@5.20 bbl, a 10@5c increase; standard patent \$4.25@4.65, a 5@10c increase; first clear \$3.50@3.95, unchanged; second clear \$2.50@3.25, also unchanged; fancy pastry flour in 100-lb packages, \$4@4.75, a 5c increase; soft winter wheat, 95 per cent standard patent unchanged at \$4.15.

All classes of trade are sharing in the limited amount of buying now being done in the southwestern field. The orders being placed are all for immediate needs, calling for prompt shipment. Large bookings for deferred shipment are absent. Few old bookings are still left. No change for the better is anticipated for some time to come, local houses indicate.

The current range between northwestern and southwestern offerings has become 5@55c compared with 5@45c a week ago, due to changes in patents. Quotations, May 9, basis Milwaukee, patents in cotton 98's: short patents \$4.55@4.70 bbl, a 20c increase; standard patent \$4.30@4.50, a 5c increase; first clear \$3.15@4.20, up 20c; second clear \$2.90@3.15, unchanged.

The durum market is also dull and unchanged, with shipping directions only fair. Quotations, basis Milwaukee, May 9: No. 2 fancy 2½c lb, standard 2½c, No. 3 semolina 2½c, durum patent 2½c, durum clear \$2.50 bbl.

## NEWS GRIST in BRIEF

Oscar F. Greiner, of Meyer & Greiner, Chicago, brokers, spent a day in Milwaukee recently, visiting the trade.

E. O. Wright, president of the Wisconsin Milling Co., Menomonie, Wis., stopped in Chicago last week on his way east on a business trip.

G. L. Van Lanen, sales manager for the Wahasha (Minn.) Roller Mill Co., spent most of last week visiting the trade in Illinois, Chicago and Wisconsin.

Colonel Ashby Miller, of General Mills, Inc., Minneapolis, was in Chicago May 8, and attended H. E. Burgess' annual banquet, leaving later on a trip to the Southwest.

William Cowan & Co., flour brokers, Chicago, are moving their offices from 29 South La Salle Street, to suite 447 Monadnock Block, 53 West Jackson Boulevard.

H. E. Burgess, of the Gold Medal Flour Co., Chicago, gave his annual dinner to his sales staff the evening of May 8, at the Medinah Country Club. There were around 35 present.

L. C. Newsome, of the Newsome Feed & Grain Co., Pittsburgh, Pa., spent several days in Chicago last week, at his new office at 166 West Jackson Boulevard. C. W. Chapin is in charge.

Oscar C. Jacobson, who has operated the American Brokerage Co., dealing in feeds, at Chicago, will move his office

**FLOUR CLUB DINNER POSTPONED**  
MILWAUKEE, Wis.—Due to a number of conflicting engagements, the dinner meeting of the Milwaukee Flour Club at the Wisconsin Club, scheduled for Friday evening, May 15, has been postponed until Monday evening, May 18, it is announced by Phil Orth, Jr., president. At the time the original date was fixed, the convention of the Millers' National Federation, May 14-15, at Chicago, and the meeting of the Chicago Flour Club on May 13 were overlooked. Either of the events usually attract Milwaukee flour men in considerable numbers.

**TEXAS PHYSICIANS HIT FADDISTS**  
CHICAGO, Ill.—The National Food Bureau, with headquarters in Chicago, has received word from R. R. Rosell, a member of its staff, that the Texas Medical Association, at a meeting May 7, passed a resolution condemning food faddists and indorsing white flour products. The Texas association is the twenty-first medical body to have taken this action.

### PURITY FIRM'S EARNINGS SHOW 50 PER CENT DROP

Purity Bakeries Corporation, Chicago, for the 16 weeks ended April 18, 1931, reports earnings of \$630,994, after interest, depreciation, federal taxes and all other charges, and after dividends and undistributed net income accruing to present minority interests. This net income is 78c per share on 805,044 shares of common stock now outstanding. This compares with \$1,248,544 earned in the first 16 weeks of 1930, which was \$1.55 per share on 805,061 shares of common stock then outstanding. The board of directors of the Purity Bakeries Corporation has declared a dividend of 75c per share on the common stock of the company, payable June 1, 1931, to stockholders of record on May 15, 1931.

M. L. Molan, president of the company, commented on the earnings and dividends as follows:

"In addition to a marked reduction in the selling prices of our products, business recession was particularly acute in the first part of this year. However, a substantial upturn in volume is noted in April. The management feels confident

shortly to Minneapolis, where he will operate under the same name.

The Chicago offices of Washburn Crosby Co., Inc., located at 332 South La Salle Street, will be moved from the seventh floor in that building to the tenth, where they will occupy 18,000 square feet of space.

W. H. Burt, special traveling representative for the Centennial Mill Co., Seattle, Wash., spent most of this week in Chicago, visiting the trade. He is just returning from the East where he visited the markets.

Howard W. Files, of the Pillsbury Flour Mills Co., Minneapolis, Minn., and Perry Hayden, of the William Hayden Milling Co., Tecumseh, Mich., were visitors at the Millers' National Federation office in Chicago last week.

#### CHICAGO BOARD'S OLDEST MEMBER PASSES

FRANK E. WINANS, the oldest living member of the Chicago Board of Trade, died May 2, at his home in Evanston. He was 77 years of age and had been an active member of the board for 56 years, his last connection having been with the Rogers Grain Co. He served as a director of the exchange from 1898 to 1900. The death of Mr. Winans left B. A. Eckhart, of the B. A. Eckhart Milling Co., as the oldest member of the board for the few days that intervened before the latter's death.

#### A BAKERY IS "NO MAN'S LAND"

Danville, Ind. THE business field for women continues to widen. With a complete force of women "manning" the mixers, ovens and wrapping machines, the first all-lady bakery at Cary, Ind., has opened for business, according to an announcement by Mrs. J. L. Johnson, owner of the plant. Johnson's Country Style Bakery it will be called and the owner says all care and art grandma used back on the farm will go into the production of the line of baked goods the company will produce. Mrs. Johnson has been in the bakery business for many years in Valparaiso, Ind.

that with a continuance of present business conditions, earnings for the balance of the year will justify payment of the dividend at the rate of \$3 per annum, which is the same rate as prevailed up to June 1, 1929.

"The financial position of the company is satisfactory and net working capital has increased since the end of the last fiscal year. On April 18, 1931, cash amounted to \$2,621,443, compared with \$1,898,776 at the close of the last fiscal year. Current liabilities consist entirely of current accounts payable and accrued charges. Requirements for capital expenditures are much lower than in previous years and lower commodity levels have reduced the investment in inventories."

#### NEARLY ALL BOARD WHEAT IS SUITABLE FOR MILLING

WASHINGTON, D. C.—Of the wheat held by the Grain Stabilization Corporation 98.5 per cent was in good or normal condition for milling, a survey conducted by the grain division of the Bureau of Agricultural Economics revealed. The inspection was made between March 18 and April 15. In his report on the subject to the Federal Farm Board, George S. Milnor, head of the stabilization corporation, said that the remaining 1.5 per cent of wheat, not suitable for milling is being disposed of for feed. Inspection was undertaken at the request of the stabilization corporation, and covered 226 elevators. The 20 inspectors who handled the work filed 227 detailed reports.

#### E. E. KIRKENDALL ELECTED HEAD OF ILLINOIS BAKERS

PEORIA, Ill.—E. E. Kirkendall, of Ottawa, was chosen president of the Associated Bakers of Illinois at the annual convention here, recently. Mr. Kirkendall succeeds William A. Zickgraf, of Peoria, who automatically becomes vice president. George Geissler, of Joliet, was again chosen treasurer, and George Chusler, Jr., of Chicago, secretary. A new feature of the convention this year was the holding of separate retail and wholesale sessions, at which the problems of each group were thoroughly discussed.

#### BOSTON EXCHANGE RESOLUTION

BOSTON, Mass.—The Boston Grain & Flour Exchange recently adopted a resolution protesting against the use of public money in competition with private business, as exemplified in the Agricultural Marketing Act. Copies of the resolution were presented to the Chamber of Commerce of the United States, senators and representatives from New England, governors of the New England states, and the Boston Chamber of Commerce.

#### H. L. LANG, BAKER, DEAD

PITTSBURGH, Pa.—Harry L. Lang, an executive of the Freihofer Baking Co., Philadelphia, died a short time ago. Mr. Lang, who was 59 years old, was connected with the Freihofer company for about 15 years. His widow and a son survive.



# EUROPEAN DEPARTMENT

C. F. G. RAIKES, EUROPEAN MANAGER

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Cable and Telegraphic Address: "Millofori"

## J. F. SHEPPARD, LONDON FLOUR IMPORTER, DEAD

Former Member of Coventry, Sheppard & Co. Succumbs to Bronchitis—Spent Some Time in America

LONDON, ENG.—J. F. Sheppard, formerly of the firm of Coventry, Sheppard & Co., London, died, May 1. Mr. Sheppard retired from active business in October, 1930, turning his connections over to his associate and salesman, Stanley William Holloway, who had been connected with the firm for over 20 years. During the past winter, he had been troubled a good deal with bronchitis, and it was a very bad attack of this malady that caused his death.

Mr. Sheppard was 79 years of age, and is survived by his wife, a son and daughter. Mr. and Mrs. Sheppard celebrated their golden wedding in 1928, an occasion which will long be remembered by his family and friends. Shortly before his retirement from business he bought a house at Parkstone, Bournemouth, where he died, but whenever his health permitted during these intervening months, he came up to London to attend the market, being quite unable to cut himself off from business and his old associations.

The first years of Mr. Sheppard's business career were spent in a government office, but desire to travel caused him to visit relatives in Canada, where he remained for 18 months. Later, he went to California, and with several school friends, bought a ranch and devoted himself to raising horses. Four years later, he was married in San Francisco and returned to London, where he joined his father's firm of Coventry, Sheppard & Co.

This firm is nearly 100 years old, having been founded about 1840 by Mr. Sheppard's father and Mr. Coventry, the father of the late Edward Coventry. Mr. Sheppard has been the doyen of the Mark Lane market for some years, and throughout his business career inspired the highest confidence and respect among all with whom he did business, while his quiet dignity and charm of manner won him many friends. The news of his death was received with very deep regret on the Mark Lane market, and there are others in Canada and the United States who will also feel that the world is poorer for his passing.

C. F. G. RAIKES.

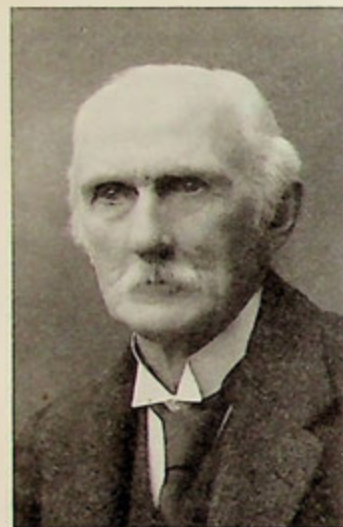
## BRITAIN REFUSES EMBARGO AGAINST RUSSIAN IMPORTS

LONDON, ENG.—In view of the refusal of the present Socialist government to allow the introduction of a bill to prohibit the importation of goods made by forced labor, the United States and Canada may as well face the fact that they will have to compete in the British wheat market with supplies from Russia as long as the present government remains in power.

In support of the proposed bill Commander O. Locker-Lampson, a conservative member, said that the question of excluding Russian slave produced goods was not a party policy at all, but a question of right and wrong. It was a question of ethics as well as economics—of honor as well as trade. He further said that the Socialists were doing violence to their own antisweating sentiments and policy in permitting the importation of Russian goods, which were not merely stolen, but sweated out of the life's blood of disinherited persons and political prisoners. It was the voice of freedom in

England that had sounded the knell of black slavery across the sea, he declared. In the time of Wilberforce 300,000 citizens went without sugar rather than allow slavery in the West Indies, he pointed out, and asked the Socialists to raise a protest against the entry of Russian goods into Great Britain.

A Socialist replied that the bill was simply propaganda to stir up ill will and



The Late J. F. Sheppard

hostility against Russia and to prevent the development of peace and economic relations with that country. The bill was defeated by 166 to 137 votes.

### BRITISH WHEAT QUOTA PROPOSAL

LONDON, ENG.—Reference to the proposed wheat quota scheme was made recently in the British Parliament, when the secretary of the dominions was asked if British wheat growing dominions would be consulted before an attempt was made to introduce the measure. The secretary, J. H. Thomas, said that the dominions would be consulted. Asked whether or not the dominions would be consulted before a decision was reached

by the British government, he declared that the policy of the dominions was to consider their own interests first, and that such a policy also must be followed by Britain. The date for the imperial economic conference at Ottawa has not yet been fixed, Mr. Thomas said.

### PRICE OF BREAD IN IRELAND

BELFAST, IRELAND.—The price of bread continues to fluctuate considerably all over Ireland, without any apparent reason. In Newry, County Down, 6d per 4-lb loaf was paid by the board of guardians, whereas in Cork, further south, the mental hospital has been able to get good supplies at 4½d, although the price of flour is about equal at both places. There are other places in southern Ireland where retail bakers are getting as much as 8d per 4-lb loaf.

### GLASGOW RATES OUT OF LINE

GLASGOW, SCOTLAND.—Scottish flour importers complain that the port of Glasgow is being prejudiced all along the line by shipping freight rates. By the Anchor-Donaldson Line, with whom importers recently held a conference, importers received Manitoba wheat of the same grade at 25s 6d and 25s 1½d, while an outside boat landed the same wheat at 25s. It was possible to buy the same wheat at Leith at 4½d less than at Glasgow. Also in the case of flour, the freights are against Glasgow by 2@3c per 100 lbs, as compared with Liverpool and Manchester.

### NEW GERMAN SEMOLINA DUTY

HAMBURG, GERMANY.—The increased duty on semolina imported into Germany became effective May 1. This duty has been raised to the same level as the duty on wheat flour, 51.50 marks per 100 kilos. When the duty on semolina was considerably less than on wheat flour, enormous quantities were imported by German millers, who could mix it profitably with their flour. This lucrative business is now at an end.

### London Flour Arrivals

The arrivals of flour in London by weeks, in sacks of 250 lbs, showing countries of origin:			
From—	Apr. 17	Apr. 19	Apr. 18
United States—	1931	1931	1930
Atlantic .....	2,625	4,400	1,312
Canada—Atlantic .....	6,675	5,800	6,310
Australia .....	9,450	8,400	400
Argentina .....		8,480	
Continent .....	1,851	2,175	5,576
Coastwise .....	2,884	1,050	1,314

## Czechoslovakian Wheats Deficient in Baking Strength

Summarized by Tom Bright from a United States Department of Agriculture Bulletin

DESPITE the fact that production of wheat in Czechoslovakia is above the pre-war level, large quantities are imported. In 1927-28 imports were in excess of 21,000,000 bus, while the 1928 production was approximately 51,499,000 bus. Winter wheat comprises nearly the entire total.

The heaviest producing areas are in the northwestern and south-central sections of the country. Extreme winter temperatures and summer storms are often detrimental to wheat raising in this country as are frequent low temperatures in the fall and spring. The wheat crop is often retarded in the tillering stage by hot summer winds because of slow development.

Prominent varieties grown include Dioso beard winter wheat No. 2, Dregr Bohemian red winter wheat No. 12, Dregr winter B 1/22, and Sebek winter-spring wheat No. 11.

Czechoslovakian wheats, although possessing very good milling properties, are lacking in baking strength, the volume of the loaf being low and the texture crumbly and coarse.

## HOME MILLS DOMINANT IN SCOTTISH FLOUR MARKET

GLASGOW, SCOTLAND.—Home millers are still enjoying the lion's share of whatever flour business is being done in Scotland. The relatively high price of mill-feeds gives them an advantage over both Canadian and Australian millers. They are now milling Australian wheat for gradual delivery, which is making things still more difficult for flour importers. Current prices of the home millers on a c.i.f. basis are 18@22s per 280 lbs for home milled Manitoba flours, but they have sold a good deal at about 1s 6d below these figures. Imported American winter wheat patents are offered around 24s per 280 lbs, and Canadian winters at 22s. Hungarian flour is cheap at 21s 3d per 280 lbs for April-June shipment, and Australian flour, which was at one time as low as 15s 9d@16s per 280 lbs is being offered at 17s on spot and also for April-May shipment. The rise in the price of Australian flour followed the advance in Australian wheat.

## SWEDISH IMPORTERS CLAIM DAMAGES FROM GOVERNMENT

STOCKHOLM, SWEDEN.—A number of Swedish firms have sustained a serious loss of business as a result of the introduction of compulsory milling regulations, whereby the use of a certain percentage of homegrown wheat is required. They estimate the damage to their business at about \$26,800. In connection with the claims entered by these firms, the Swedish Commercial College and the Agricultural Council have requested the Swedish government to appoint a committee to investigate. Both institutes have expressed the opinion that a large number of private firms have sustained losses, and that it is only right that the state should indemnify them to a certain extent. The firms in question have made an alternative proposal that they be permitted to import a certain quantity of foreign wheat flour which shall be exempt from compulsory milling regulations.

## SPILLERS, LTD., REPORTS LARGE GAIN IN PROFITS

LONDON, ENG.—A marked increase in profits is shown in the report of Spillers, Ltd., of London, large English milling firm. The report shows profits during last year of £413,000, compared with a loss of £170,000 in the previous year. A 10 per cent dividend has been declared on the common shares of the company, compared with no dividend in the previous year and 7½ per cent paid two years ago.

### SIEGMUND STEEG TO VISIT U. S.

LONDON, ENG.—Siegmond Steeg, of Hamburg, will shortly make a trip to the United States. Prior to the war he was in the flour trade in Chicago, but of recent years has resided in Hamburg. Mr. Steeg is an importer of flour and feedstuffs into the German and Central European markets, and is well known among exporters and buyers.

### FARM BOARD RUMORS

LONDON, ENG.—A report alleged to have come from the New York correspondent of the London Times, stating that the United States Federal Farm Board had decided to sell its holdings of



wheat on the European markets, was given prominent space in the London press, and it is surprising the report did not create a heavier break in the Liverpool wheat market. It was soon learned that the farm board had denied the report and that their contemplated offerings to Europe consisted of only 35,000,000 bus, of which 7,000,000 have already been sold. However, there is no doubt that the unwieldy surplus of wheat in store in the United States is a very unhealthy feature of the market, as there is always the uncertainty as to what will become of it, especially now that the new crop is so near at hand, with so little grain storage space available.

**IMPROVED CROPS IN FRANCE**

LONDON, ENG.—Crop reports coming from France show that the crop situation there improved during April, owing to the mild and fine weather. Spring sowings have made rapid progress. There is every likelihood that the French crop will be more normal than was at first expected.

**FARMERS' NATIONAL PLANS NEW STORAGE AT PORTLAND**

PORTLAND, OREGON.—By a decision of the Farmers' National Grain Corporation that Portland is the logical storage point for large quantities of wheat, three warehouses expressly for the accommodation of wheat to be routed to tidewater from interior points by the grain corporation are to be built at terminal No. 4 here. It is estimated that some 120,000 tons of grain will be handled.

The commission of public docks, in cooperation with the Farmers' National Grain Corporation, has completed arrangements for the assignment of adequate ground space north and east of the present grain elevator. The plan includes the construction of railroad tracks necessary to serve the warehouses. Two of the warehouses will be 150 feet wide and 500 feet long, while the third will be 150 feet wide and 850 feet in length.

On its part the dock commission will install a conveyor connecting the warehouses with the grain elevator for "cutting in" sacked grain. In addition to the special storage being provided, the government corporation will continue to move other wheat through the elevator with the regular facilities.

Harry W. Collins, vice president of the Farmers' National Grain Corporation in charge of the Pacific Coast division, aided by Edgar W. Smith, assistant to Mr. Collins, and A. A. Hyer, manager of the Portland branch, acted for the corporation, and John H. Burgard acted for the Portland Dock Commission.

**GLOBE PROGRAM CALLS FOR CUT IN COMMON DIVIDEND**

SAN FRANCISCO, CAL.—Due to lower earnings and to plans to retire its preferred stock and debentures in 1932, directors of the Globe Grain & Milling Co. have voted to reduce the common dividend from 50c a share quarterly to 25c, placing the issue on a \$1 annual basis as against \$2 previously. The regular quarterly dividends at the rate of 7 per cent annually on the first preferred and 8 per cent on the second preferred were declared. All shares are \$25 par value.

In his report for the three months ended March 31, last, C. C. Hine, vice president, showed a net loss of \$16,860.40. While no figures for the comparative period of last year were available, the showing was better and in view of conditions was considered satisfactory. For the six months ended Dec. 31, last, the company reported a net loss of \$117,863.80. In the year ended June 30, 1930, net profits totaled \$259,710.51.

The company is in a strong financial position with quick assets of \$4,127,974.15, of which \$725,284.50 is cash. There is no current indebtedness except \$124,853.26 in accounts payable. Surplus amounted to \$2,209,763.73 on March 31, last, compared with \$2,371,009.07 on Dec. 31, last.

## PACIFIC COAST

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**Competition Much Increased**

**A** BUYERS' market still prevails in the flour trade in Seattle territory. Buyers are indifferent as to adding to their light supplies, and millers have difficulty in finding an outlet even for their light production. Competition for local trade has much increased. With the large capacity of the coast mills dependent on foreign markets for an outlet and after over four months' stagnation in foreign buying, mills are unusually hungry for business and the local buyer is the beneficiary.

Offers of flour at bargain prices do not tempt buyers to make substantial purchases, however, and sales are almost exclusively confined to short time shipments. On the other hand, bakers and distributors in most cases continue to reduce stocks.

**Flour Prices.**—Washington flour quotations, car lots, coast, May 8: bluestem family short patent \$4.70@5.20 bbl, 49's; standard patents \$3.90@4.25, 98's; pastry flour \$3.30@3.80, 98's; blends, made from spring and Pacific hard wheats, \$4@4.75; Montana first patents, car lots, arrival draft terms, \$4.40@5.10.

**Export Trade.**—Shanghai mills, with good supplies of Australian wheat, continue to undersell American flour, and only an occasional small lot can be worked to China or to Hongkong. The Philippine Islands are now the principal over-sea outlet for coast flour. May shipments to the islands exceeded total shipments to China and Hongkong.

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

	Output bbls	Pct. of activity
April 26-May 2	18,321	39
Previous week	17,893	38
Year ago	19,501	41
Two years ago	19,282	41
Three years ago	29,523	63
Four years ago	15,694	34
Five years ago	12,392	23

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

	Output bbls	Pct. of activity
April 26-May 2	32,118	56
Previous week	32,990	57
Year ago	25,638	45
Two years ago	24,666	43
Three years ago	42,169	74
Four years ago	13,197	23
Five years ago	23,500	41

**Feed Values Aid Exports**

PORTLAND, OREGON.—City flour trade remains at a rather low level, with most of the buying for immediate needs.

Prices are being maintained; \$5.40 bbl for the best family patents, \$4.60 for hard wheat patents and \$4.30 for bluestem patents in straight car lots.

A fairly good export business was done, with sales estimated up to 10,000 tons, all for north China. Prices were reported around \$2.05@2.10 for the most part. Mills were willing to accept these low prices only because of the better values prevailing in the millfeed market.

**FLOUR OUTPUT**

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

	Output bbls	Pct. of activity
April 26-May 2	17,363	47
Previous week	23,132	62
Year ago	26,421	71
Two years ago	23,512	63
Three years ago	16,024	43
Four years ago	21,362	58
Five years ago	16,230	44

**Small Lot Sales Continue**

SAN FRANCISCO, CAL.—Small-lot sales continue fairly active and comprise the bulk of business being done. Since bakers will not contract ahead, there is less interest shown in quotations, the trade apparently being satisfied that present prices are at about the level which will be maintained for the balance of this crop year.

Quotations, car lots, San Francisco, draft terms: Idaho family patents \$5@5.20, Oregon-Washington bluestem blends \$3.90@4.20; northern hard wheat patents \$4.10@4.30, straight grades \$3.60@3.80; Dakota standard patents, \$5.30@5.75; California pastry \$4@4.20, bluestem patents \$4.20@4.40.

**Hard to Effect Deliveries**

LOS ANGELES, CAL.—Millers are finding it extremely difficult to effect deliveries on old contracts. It is a continual problem to make deliveries, in view of current values and the fact that some mills report cancellations and adjustments by buyers. Flour prices have not materially changed, and business continues about average for this time of the year, with somewhat increased family flour trade.

Quotations, car lots, sight draft terms: Idaho family patents \$5.30@5.50; Montana standard patents \$4.60@5.30; Idaho hard wheat patents \$4.40@4.70; Oregon-Washington bluestem patents \$4.20@4.50; northern hard wheat patents \$4.10

@4.70, straight grades \$3.90@4.10; California pastry \$4.30@4.50, bluestem patents \$4.50@4.70.

**BREAD WAR CONTINUES**

SAN FRANCISCO, CAL.—Announcement of a 4c lb retail price on bread has been made by the McMarr-Piggly Wiggly Stores, of San Francisco. This further reduction follows the cut made several weeks ago by the Public Food Stores of San Francisco and Oakland to 5c lb. Independent bakers met the original cut with a price of 5c to the grocer, to retail at the same price, but later offered independent grocers a 4c loaf to compete with the chain stores.

With the latest cut by the San Francisco chain to 4c retail comes the possibility of a further reduction by wholesale bakers to enable grocers to compete with the new retail price.

Strenuous efforts are being made by William Foley, secretary of the California Bakers' Association, to restore the price to a profitable figure.

**KERR GIFFORD & CO. TO OPERATE PENDLETON MILL**

PORTLAND, OREGON.—Kerr Gifford & Co., flour millers and grain exporters of this city, have leased the Collins Flour Mills and wheat cleaning plant at Pendleton, Oregon, and also the Pendleton Elevator & Warehouse Co. plant at the same place.

The flour mill, which is strictly modern and has a daily capacity of 1,000 bbls, is owned by Henry W. Collins, Pacific Coast manager of the Farmers' National Grain Corporation. The elevator is owned by Mrs. Sophia Byers McComas, and has a capacity of 200,000 bus, half of which is bulk. The Portland firm will take possession of the properties on July 1. The leases, it is understood, cover a three-year period.

A grain office has been maintained at Pendleton for years by Kerr Gifford & Co. with J. J. Bauer in charge. Mr. Bauer will remain as manager of the grain department and R. M. Croumelin will continue as manager of the milling department.

**SHIPMENTS SHOW IMPROVEMENT**

PORTLAND, OREGON.—Total flour shipments from Portland and Astoria last month were 172,839 bbls, of which 76,049 bbls went to California, 48,107 bbls to the Orient, 32,838 bbls to Atlantic ports, 8,140 bbls to Europe and 7,705 bbls to Central and South America. In the same month last year shipments were 147,174 bbls. For the season to date, shipments from the Columbia River have been 2,250,655 bbls, as compared with 2,301,385 bbls in the corresponding period last season.

Wheat shipments from the Columbia River in April were 396,679 bus. There were exports to Europe. California received 320,008 bus, 75,005 bus were sent to South and Central America and 1,666 bus to the Orient. So far this season wheat shipments have been 16,187,953 bus, against 18,431,292 bus a year ago.

Export wheat trading has been on a better scale. A full cargo of 7,000 tons, and parcels aggregating 3,000 tons were sold to the United Kingdom and 3,000 tons to the Orient. The wheat was supplied to exporters by the Farmers' National Grain Corporation.

**PACIFIC CHARTER MARKET STEADY**

SAN FRANCISCO, CAL.—Grain movement to the United Kingdom and the Continent has been confined wholly to British Columbia loadings, and has been fairly active. Charterers have been able to absorb all offerings of tonnage and liners have had no difficulty in filling up. Rates have varied between 29s 9d and 22s 6d, according to position and discharging options. One charter was done for Mediterranean ports at 24s, one port and 24s 6d for two ports, a little below liner rates. On the whole, the balance between charterers' requirements and available tonnage has been evenly maintained, and rates should remain fairly steady. Nothing has been done toward disposing of grain stocks in the Pacific Coast states, and no full cargo business has developed for oriental trade.

**NEWS GRIST in BRIEF**

Domestic water shipments of flour from Seattle and Tacoma in May: to Atlantic and Gulf ports, 13,262 bbls; California, 51,965.

Kerr Gifford & Co., Inc., millers and grain exporters, of Portland, have leased the Collins Flour Mills, Pendleton, Oregon.

Water shipments of wheat (flour included) from the Pacific Northwest, July 1, 1930, to May 1, 1931, were 41,087,925 bus, compared with 45,174,166 the year previous.

Flour shipments from the Pacific Northwest to the Orient for the crop year to May 1 were 2,480,930 bbls, against 4,010,830 for the same period the year previous.

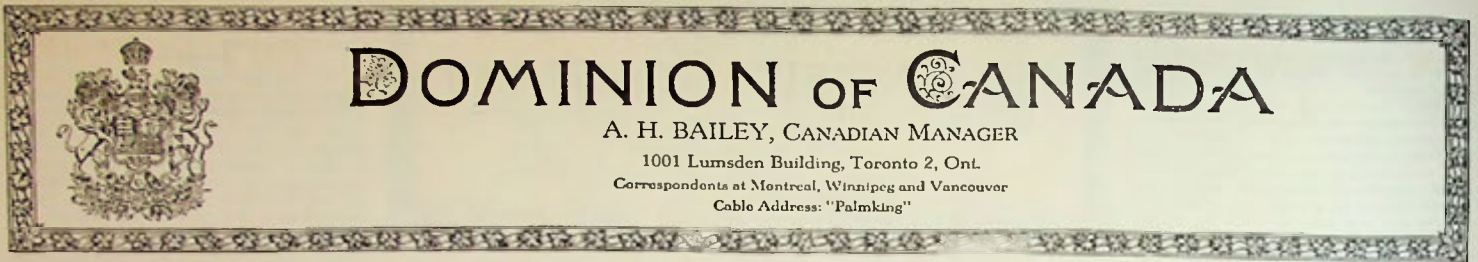
Over-sea shipments of flour from Puget Sound (Seattle and Tacoma) in April were 130,642 bbls, as follows: to China,

17,950 bbls; Japan, 4,172; Hongkong, 14,000; Philippine Islands, 42,765; Central and South America, 8,051; United Kingdom, 13,704; continental Europe, 19,718; Hawaii, 10,282.

**SPERRY CO. "CANS" FLOUR FOR GOLS**

Portland, Oregon  
**PRACTICALLY** everywhere that the stars and stripes wave over submarine, destroyer or cruiser, gobs gobble biscuits, bread or bannock made from "Inland Empire" wheat, according to W. R. Austin, of the Sperry Flour Co. The company has just completed the canning and crating of 2,000 cans containing 100,000 lbs of flour for ships of the Pacific fleet in Hawaii and the Philippines. This large shipment was packed according to the navy's specifications. Crating prevents the smashing of the cans.





# DOMINION OF CANADA

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## Fair Demand in Toronto District

**S**PRING wheat flour is in fair demand throughout this part of Canada. This is particularly the case with top patents for household use. Home baking shows a revival, especially in farming districts. Country mills are benefiting by this condition, and some are now running full time. Bakers are not doing so well and the grades of flour they buy show the effect of their troubles in cut prices and other trading evils. Mill lists show no changes. Quotations, May 9: top patent, \$5.20; patent, \$4.95; second \$4.60; export patent, \$4.30; first clear, \$3.60; graham and whole wheat flour, \$4,—all per barrel, in 98-lb jutes, freight paid, mixed cars, less 10c bbl discount for spot cash, plus cartage if delivered.

**Ontario Winters.**—Ontario soft winters are selling in moderate quantities at former prices. Most of the current demand is from retail stores and pastry bakers. Supplies are none too plentiful. Quotations, May 9: fancy patent winters, in mixed cars to the trade, \$5.30 bbl, jute; 90 per cent patents, in buyers' bags, basis seaboard freights, \$3.05; in second-hand jute bags, car lots, Montreal or Toronto rate points, \$3.15@3.20.

**Exporting.**—Sales of springs to the larger export markets are light. Great Britain and northern Europe are most in evidence, with the British West Indies next. None of this business is more than hand to mouth in volume. Prices follow the markets for wheat. Quotations, May 9: export patent springs 19s 6d per 280 lbs, jute, c.i.f., London, May-June seaboard loading, Glasgow 6d over.

Business in winter wheat flour for export is light. Any sales being made are to special accounts only. The price is unchanged at 21s per 280 lbs, jute, c.i.f., London, May-June seaboard loading.

### Slight Improvement at Winnipeg

**WINNIPEG, MAN.**—If anything, a slight improvement in the demand for flour was noted by western mills last week, but export trade continues to disappoint, and the domestic market is not broad enough to keep plants busy. Some of the large mills had good runs, but they have very little booked ahead, and the future is uncertain. Prices showed no change. For delivery between Fort William and the Alberta boundary, top patent springs were quoted, May 9, at \$4.75 bbl, jute, seconds at \$4.35, cottons 15c more; Pacific Coast points 50c more. Second patents to bakers were quoted at \$4.35, car lots, basis jute 98's.

### Montreal Business Quiet

**MONTREAL, QUE.**—Flour trade was quiet last week, both export and domestic. Prices have had an easier tendency, and in the case of second patents, have been sludged as much as 20c bbl, for the mixed car trade. Spring wheat flour is now quoted at \$5.20 bbl for first patent, \$4.40@4.60 for second patent, and \$4.30 for straights, less 10c bbl for cash. Quotations on winter wheat flour have not been changed, although the market is quiet and inclined to be easy. Choice grades, in car lots, are quoted at \$3.40 @3.50 bbl, and \$3.90@4, l.c.l.

### Oriental Flour Demand Slow

**VANCOUVER, B. C.**—Oriental demand for Canadian wheat flour was at a minimum last week, with little or no prospect of any interest being shown by Chinese buyers for four or five weeks. The silver situation continues unchanged to slightly weaker. Reports indicate that imports of low priced wheat into China have been extensive during the past few

months, facilitated by the sharp break in the Australian exchange rate, allowing that country to sell 10 to 15 per cent below other producers. A large sale of United States wheat to China was reported last week. Flour mills in the chief centers of China are working at capacity, while a number of new establishments are being erected, especially in the interior. Domestic flour sales are being seriously hampered by the bread price war. Home baking is being curtailed, owing to the low price offered by stores. First patents are steady at \$5.25 bbl, in 98-lb jutes or cottons, cash, car lots. Second patents are fluctuating widely, the price ranging from \$4.35@4.85. Straights are worth \$5.05, while export patents are still quoted at \$4@4.45. The local pastry business is still highly competitive, due to the rebates and allowances being given. The list price is \$5.60 bbl, in 98-lb jutes, while United States distributors are quoting \$5.50.

## ROSWELL GOLDIE, RETIRED CANADIAN MILLER, IS DEAD

**TORONTO, ONT.**—The death of Roswell Goldie, brother of the Hon. Lincoln Goldie, former provincial secretary, occurred at Guelph, Ont., on May 4. Mr. Goldie, a member of one of Guelph's oldest families, was in his seventieth year. As a young man, he entered the flour milling firm of James Goldie Co., Ltd., of which he was secretary-treasurer for many years. Besides his business interests, Mr. Goldie had hobbies, one of these being amateur photography, which he developed to such a degree that it became an art.

## DEPRESSION CAUSES RETURN TO HOME BAKING IN CANADA

**TORONTO, ONT.**—A curious by-product of the current business depression in Canada is the extent to which it is causing a return to the simpler things of life. Home cooking, for instance, is becoming almost fashionable once more. A few years ago trade statisticians were telling us that the modern bread factory had completely supplanted domestic baking in all but the remotest sections of the country. Today there is a new and growing demand for the top patent flours that used to be the housewife's standby, and a very comfortable percentage of the business being done by flour mills is in this class of flour for domestic bread baking. And it is gratifying to find that memories of the brands that were so popular in former days still linger in the feminine mind and that these old favorites have in a most natural sort of way slipped back into public favor.

A. H. BAILEY.

## GRAIN EXCHANGE SECRETARY DEFENDS FUTURES TRADING

**WINNIPEG, MAN.**—“The chamber strongly deprecates all forms of outside or even governmental interference with futures trading and with speculations on futures markets.” Speaking on the above resolution placed before the seventh biennial congress of the International Chamber of Commerce, at Washington, D. C., last week, A. E. Darby, secretary of the Winnipeg Grain Exchange, stated that members of his organization were convinced that unrestricted futures trading was not only

beneficial to buyers, millers, exporters and importers of grain, but that it is beneficial also to producers. He contended that futures trading enabled the spread between what the consumer pays and what the producer receives to be greatly reduced since, without the elimination of risk by hedging of purchases and sale, a wider margin would have to be taken. Most of the statements made in regard to the ill effects of speculation result from misapprehension of misinformation, he stated.

## GREAT BRITAIN BUYS MORE CANADIAN FLOUR IN MARCH

**TORONTO, ONT.**—Exports of flour from Canada in March were considerably better than in the previous month, but less than in March, 1930. Great Britain increased her lead as a market over all others and also her percentage of the total. The British West Indies also took more than in February and retain their place as second only to the motherland. Almost every country shows increasing purchases of flour from Canada. The following table gives the March figures for all markets taking over 5,000 bbls, with comparisons, in barrels:

	March	February
Great Britain .....	233,388	168,038
British West Indies .....	95,120	63,499
Japan .....	27,165	21,750
Denmark .....	25,814	25,751
Germany .....	22,788	14,374
Hongkong .....	21,881	16,950
Irish Free State .....	17,134	9,341
Norway .....	16,504	9,972
China .....	14,278	4,137
Netherlands .....	11,005	13,374
Finland .....	8,672	7,288
Venezuela .....	7,413	4,720
British Guiana .....	6,482	5,890
French West Indies .....	5,592	4,820
Newfoundland .....	5,499	5,378
Other countries .....	41,814	39,997
	560,553	414,773

March, 1930, 680,697 bbls.

For the eight months of crop year ended with March, Canadian exports to all countries were 4,937,020 bbls as compared with 4,196,855 last year.



**CHARLES RITZ** was elected general manager of the Robin Hood Mills, Ltd., at a recent meeting of the board of directors. Mr. Ritz has been eastern manager, with headquarters at Montreal, for the past 17 years.

## NEW USE FOR SURPLUS OF GRAIN SOUGHT IN CANADA

**WINNIPEG, MAN.**—New uses for surplus grains, including wheat, is the subject of an exhaustive survey being conducted by the National Research Council of Canada, according to a statement issued from Ottawa last week. A careful study of the possibilities of using surplus grain for the manufacture of fuel, alcohol, starch, dextrine, glucose and other sugars, acids and laquer solvents by means of fermentation, oils, etc., is being made. This included a study not only of the technical, but also of the economic aspects. The latter, it is pointed out, are clearly important, as the fact that a given method of utilizing grains for manufacturing purposes is economical only in seasons when prices are abnormally low, is obviously an important consideration in determining the feasibility of establishing plants based on such a method.

Dealing with the present program of the council, the statement says: “Two researches initiated are already yielding interesting results. One of these is a study of the refuse screenings (largely weed seeds) which accumulate at the elevators at the head of the lakes to the extent of more than 50,000 tons yearly. Today, these screenings if marketable at all, fetch almost nothing. The research is already indicating that they could be made to yield products, such as oil for soap making and fertilizer, which would make them distinctly valuable.

“In the other research a beginning has been made on the problem of finding methods of utilizing straw. This big problem is not likely to be solved in a hurry, but is surely one which a Canadian research institution should tackle. The traveler through western Canada after harvest cannot fail to be impressed by the almost mountainous piles of straw which dot the landscape. But few probably realized that the total amount of straw grown in western Canada each year aggregates about 50,000,000 tons.”

### “KING TUT” WHEAT VARIETY

**EDMONTON, ALTA.**—The old gag about wonder wheat from Egypt is out again, and Professor O. S. Aamodt, of the University of Alberta, has found it necessary to sound a warning to possible dupes in this province. King Tut wheat that is supposed to have come from Tutankhamen's tomb at Luxor is the particular variety under fire. Wheat, generally known as Egyptian, is sometimes sold as Alaska, Miracle, Seven-Headed, Egyptian Wonder, and now as King Tut, and every few years the old strain is revived under a new name and sold at exorbitant prices. It is easily distinguished by its branched head, but while having the appearance of being highly productive it does not in fact yield as well as the commonly grown varieties of good bread wheats. In milling and baking quality it is very low.

### LONDON WHEAT CONFERENCE

**WINNIPEG, MAN.**—The conference of wheat exporting countries will be opened in London, Eng., May 18, and Canada will be represented by her high commissioner, the Hon. Howard G. Ferguson, who will convene the sessions. The advisers who were present with Mr. Ferguson at the Rome conference will be in attendance at London in the same capacity, according to an announcement by Premier Bennett. The Winnipeg Grain Exchange will be represented by A. E. Darby, secretary.



## MEETING DECIDES TO ASK FOR WHEAT BOARD

Gathering of Heads of Provinces and Farm Organizations at Saskatoon Agrees on Necessity of Government Control

WINNIPEG, MAN.—A decision to suggest to the Dominion government that a wheat board be set up to handle the 1931 Canadian grain crops was reached at a conference held in Saskatoon last week, at which the premiers of the three prairie provinces were present, as well as representatives of farmers' organizations.

Expressing the opinion that a return to normal conditions can only result from increased purchasing power to the agricultural population of western Canada, the conference decided that unless within the present month, there is strong evidence of a considerable increase in the wheat price levels, the federal government should consider the establishment of a wheat board, with provisions for the highest possible initial payment.

It was felt that with prevailing price levels, any initial payment which could be made by the pools or advanced by the grain trade generally, especially in the lower grades, would not be adequate to leave any margin over and above cost of harvesting and threshing the crops.

## FORECLOSURE OF CALGARY MILL REOPENED BY COURT

WINNIPEG, MAN.—Judgment reopening foreclosure action on the flour mill of Spillers Canadian Milling Co., Ltd., in East Calgary, Alta., was handed down by Justice J. R. Boyle in the Calgary court last week at the request of 1,200 shareholders in Alberta, whose investment in the plant in its beginnings is said to have totaled \$875,000. This decision by Justice Boyle sets aside the sale of the plant for \$1,200,000 to the Royal Trust Co., acting for the English firm of Spillers, Ltd., which bid for the property when no other tenders were given in the foreclosure sale.

Some years ago, the Alberta Flour Mill Co. began to erect a plant at Calgary, which they were unable to complete. The English firm of Spillers, Ltd., took over the unfinished building and at considerable outlay completed the mill and organized the Spillers Canadian Milling Co., the parent firm becoming first mortgagee on the plant. The foreclosure proceedings were instituted some months ago by the English interests on bonds taken out by them for money advanced to complete the mill.

Alberta shareholders of the original company were dissatisfied with the action taken and applied to the attorney general's department in the Alberta government to prevent foreclosure sale. They declared that the sale for \$1,200,000 would mean heavy loss to them and to other shareholders in Saskatchewan and Manitoba.

By the latest judgment, the western shareholders will be given a voice in the sale proceedings, if they are carried out.

## VANCOUVER BAKERS MERRILY CONTINUE BREAD PRICE WAR

VANCOUVER, B. C.—The local bread war has assumed the aspect of a battle to the bitter end. Started two weeks ago by some of the smaller bakeries in an effort to boost sales, the contest has drawn all the plants but one mill-controlled bakery into the struggle. The general impression is that the length of the war will be determined by the amount of capital behind the various bakeries.

The large bakeries, through their reduction to 31½¢ for a 16-oz loaf, wholesale, are gradually wearing down the small bakers. A new phase appeared recently, when the prices quoted to bakers by some of the larger flour mills were 30¢@40¢ below the list price. As a result of this trend, the large bakeries have started to fight among themselves for volume and have reduced the price of house delivered bread from 7½¢ to 6¢ for a 16-oz loaf. This brings bread down below the cost of production, and in or-

der to reduce their heavy losses, many of the bakeries have inaugurated drastic salary cuts for their employees. The smaller bakeries are still reported in the contest to the end, but their volume is understood to have been cut practically in half since the price war started. Some of these firms are now offering a 24-oz milk loaf for 9¢@10¢, and even offering premiums in the way of cake with the sale of a certain number of loaves.

The Master Bakers' Association is holding meetings daily to discuss the continually changing aspects of the price war.

## MONTREAL MILLERS REDUCE FLOUR PRICES BELOW LIST

MONTREAL, QUE.—Reductions of 10¢@20¢ bbl were made in flour prices here by one large milling company, putting the firm's prices that much below the official quotations of the Canadian National Millers' Association, which were unchanged. The firm making the reductions quoted spring wheat first patent at \$5 bbl, second patents \$4.40, and straights \$4.20. Millfeed prices also have been reduced by some millers here, although the official quotations remain at \$22.25 ton for bran, \$24.25 for shorts, and \$27.25 for middlings. Bran and shorts are being sold \$1¢@2¢ below these levels, while one company is offering at \$2 below the list on middlings. The same firm offers a 10¢ per bag reduction on rolled oats. Apparently, the cuts were made to stimulate sales.

## DAMAGED FLOUR FOR FEED

MONTREAL, QUE.—Buyers of feed in this vicinity have been enjoying bargain days recently, as a result of the fire which destroyed the warehouse of the Western Canada Flour Mills Co., Ltd., at Montreal. The warehouse contained about 70,000 bags of flour and grain, which were so completely damaged that the insurance underwriters decided to sell the goods as feed for the price they would bring. Farmers within 100 miles, hearing of the sales, have driven into the city, making purchases of from two to three bags to more than 500 in the case of some co-operative purchases. Some of the stocks, unfit for feed, are being sold for fertilizer.

## RUSSIAN GRAIN SHIPMENTS DISORGANIZE GREEK MARKET

PIREUS, GREECE.—Large Russian grain shipments to Greek ports, made in April, have disturbed the Greek grain market. One of the consequences is that Greek orders for Turkish grain have been reduced to almost nothing. The last Russian shipments were offered in Greece at about \$2.40 per 100 kilos. The grain markets at Athens and Saloniki have been affected by Russian offers to such an extent that a regular business is hardly possible.

## MOISTURE IN BRITISH BREAD

LONDON, ENG.—Recently the British minister of health was asked in parliament whether or not he would introduce legislation to increase the amount of flour used in bread and to reduce the percentage of moisture, in view of the present world's surplus of wheat. The minister replied that he was about to set up a committee to consider the law relating to the composition and description of articles of food, but that he had no intention of introducing such legislation as was suggested.

## ALBERTA LEGISLATURE ASKS FIXED PRICE FOR NEW WHEAT

EDMONTON, ALTA.—Fear that the price of wheat at country points next fall may not be more than 15¢ bu, if the conditions of last fall are repeated, lay behind the resolution passed by the Alberta legislature at its recent session, requesting the Dominion government to establish a domestic price of 70¢ bu for the 1931 crop, basis Vancouver, Fort William or Winnipeg.

The legislature felt that federal action in order to save the situation will sooner or later be necessary, but the fixing of a profitable price by law for all future

years was not considered practical. Curtailing of production rather than the stabilization of world prices is the immediate need, in the opinion of Premier Brownlee, who suggested that, if the present conditions continue, the only way out will be to renew the wartime wheat board or some other federal organization to exercise control over the situation.

The request for setting a 70¢ price next fall is in line with the policy agreed upon by the three provincial premiers some months ago, the desirability of the three provinces moving together in the matter being conceded.

At the same time, the native hopefulness of the West continues to assert itself, and Premier Brownlee, after facing the possibility of serious trouble in the fall, said in a recent address that he believes there will be a greater world de-

## MANITOBA WHEAT POOL MAY CHANGE POLICY

Members to Vote on Change in Contract to Permit Outright Sale to Manitoba Pool Elevators

WINNIPEG, MAN.—Members of the Manitoba wheat pool will be given an opportunity to choose between pooling their grain as in former years or selling outright at the open market price, according to proposals made by directors of the Manitoba pool at a recent conference in Winnipeg. If these are adopted by the general membership, they will come into force on June 1, 1931.

Special meetings of the 94 wheat pool locals in the province will be held the last week in May, and the new plan put before them. The changes suggested in the pool contract will make it possible for members to sell outright through the Manitoba Pool Elevator, Ltd., which will handle the operations, holding their purchase in the open market in the manner followed by the private grain trade, and returning to the producer the full amount obtainable on the day of the sale. For those members who still desire to pool their grain and take the initial payment and interim payments as in the past, provision will also be made.

It is suggested that the new proposals will help the farmers' co-operative organizations through present troublesome times and also permit of continued operation of the Manitoba Pool Elevators, Ltd., as a co-operative marketing organization and the handling of members' grain through pool terminals. The provincial pools in Saskatchewan and Alberta announce that they do not contemplate any change in their former policy.

A letter has been addressed to all members of the Manitoba pool by Colin H. Burnell, president of the organization, setting out the reasons for the proposed change in pool contract. Following is an excerpt from Mr. Burnell's letter:

"At a meeting of the board of directors of the Manitoba wheat pool, special consideration was given to the resolution passed at the annual meeting last November, asking that a special meeting of delegates be called this summer to consider the question of handling the 1931 crops, should the economic depression continue. As prices have not improved, the board discussed tentatively, methods which would include pooling and open marketing, and generally provide co-operative services to meet the present needs of the members."

## ALBERTA POOL MEMBERS TO VOTE ON COMPULSORY PLAN

WINNIPEG, MAN.—Members of the Alberta wheat pool will ballot, between July 1 and July 15, on the 100 per cent pool in that province. The ballot will read: "Are you in favor of a 100 per cent pool by legislation?" Answers will be confined to "Yes" or "No." Announcement of the vote declared that the pool executive would take no initiative regarding support or opposition to the 100 per cent pool plan, but would provide all information, pro and con, which pool farmers might request. The result of the vote will be placed before delegates at their 1931 convention to be held in the autumn. There has been no organized effort on the part of Alberta farmers for or against a compulsory pool, such as was seen in Saskatchewan and Manitoba, but the premier of Alberta has been behind the establishment of a federal wheat board.

## SLICED BREAD IN HOLLAND

AMSTERDAM, HOLLAND.—Sliced bread has made its appearance in Holland, and several Amsterdam bakeries are trying it out. Bakers are not charging any more than for the unsliced loaf, and are stressing the advantages in their selling.

Howard W. Adams, manager of the Pratt Food Co., Ltd., Guelph, Ont., is making a business trip through eastern Ontario. He reports quietness in the sale of poultry and cattle feeds.



C. E. SOWARD is export manager of the Maple Leaf Milling Co., Ltd., Toronto, one of the largest concerns in the Canadian flour milling business. The facts that this company has always made a special study of exporting trade and has been a pioneer in many of the foreign markets where Canadian flour is now favorably known, lend additional importance to the position Mr. Soward occupies. It is also to be noted that he rose to this position from within the ranks of the company. At the moment he is about to leave on a trip that will provide further personal contacts with the customers and agents of this company in British and European markets. He sails from Montreal for England by the Duchess of York on May 15.

mand for Alberta wheat within five years. One of his reasons was the likelihood of Russia soon requiring for its own consumption a larger proportion of the wheat it is now exporting. Being now near the lowest margin upon which it can maintain its human life, its gradual movement toward higher standards of living, together with increasing population, will mean more wheat at home and the consequent relief of world markets.

## HARRY H. HUNTER, KANSAS MILLER, DIES SUDDENLY

KANSAS CITY, MO.—HARRY H. Hunter, manager of the Attica (Kansas) Mills, died suddenly on May 3, of apoplexy. Funeral services were held on May 5 from the old family home at Wellington, Kansas, preliminary to interment at Prairie Lawn Cemetery.

Mr. Hunter, who was 47 years old, was one of four sons of George H. Hunter, founder of the Hunter Milling Co., Wellington. Several years ago he and his older brother, Charles W., engaged in business for themselves at Attica. A few months ago, Charles W. Hunter returned to Wellington to become president of the parent company. The Attica mill will continue in business without interruption under direction of other members of the family.



## COTTON ACTION BASED ON WEATHER CHANGES

Stronger Liverpool and Egyptian Prices Help Small Advances—Aerence Cut of 12½ Per Cent Indicated

Bemis Bro. Bag Co.'s cotton goods index, a composite figure reflecting wholesale prices of principal cotton cloths used in bag making, expressed in cents per yard of cloth, is 3.96, as compared with 5.37 a year ago. The Bemis composite figure reflecting duty paid early shipment prices of heavy and lightweight Calcutta burlap, expressed in cents per pound of cloth, is 8.64 as compared with 10.35 a year ago.

NEW YORK, N. Y.—A better tone prevailed in the cotton market last week, despite the fact that advances were small and in some cases offset by later declines. Pronounced recovery from the lows of the preceding week limited buying power, and prevented further advances. Professional operators were very cautious, and paid particular attention to weather reports, evidently believing that the market would be sensitive to all crop predictions. An improvement in prices in both Alexandria and Liverpool also stimulated covering of contracts.

### ACREAGE REDUCTION FORECAST

Private estimates indicate a reduction of about 12½ per cent in the area planted to cotton, according to a statement of the Federal Farm Board. Fertilizer sales are practically 1,000,000 tons under those of the corresponding period last year. The National Fertilizer Association states that sales to May 1 in 13 southern states amounted to 3,513,000 tons, compared with 4,922,000 last year, a decrease of 28.6 per cent.

Reports from the dry goods industry indicate that mills are attempting to restrict output so that production will be more evenly balanced with the decreased distribution. Exports of American cotton continue to run materially behind those of last year, and are now approximately 227,000 bales less than on the corresponding date in 1930.

The market has been unusually sensitive to outside developments in recent weeks, following rather closely the trends in stocks and grains. This fact, coupled with the importance traders are placing in crop news, has created a very uncertain feeling, and it is not likely that a pronounced price movement in either direction will occur until these outside factors become more stabilized.

### BURLAP

The present feature of the burlap market is the low per capita stocks in the bag trade and the small supplies held by dealers. This is a very healthful situation, even though the present volume of business is light. The Calcutta mills are operating cautiously, and keeping output well within the limits of the curtailment program. The inventory in that market decreased 12,000,000 yards during April, and on May 1 amounted to 236,000,000 yards. The fact that the South American countries are approaching their period of heaviest requirements is of particular interest to the trade, and even though such needs will be materially less than normal, they will go far toward taking care of the surplus.

### TRADE QUIET AT NEW ORLEANS

NEW ORLEANS, LA.—Trade is still quiet in this territory and sales are limited to immediate requirements. However, sales have showed a slight tendency to increase, although the improvement was not enough to cause much change in the market. Prices advanced a little, but most buyers believe they will not hold their present level long, although many dealers consider this a fair basis.

Some dealers report that business has shown an increase over last year at the same time, when the business depression was at its height, and this is looked upon as an indication that business will soon return to normal. Several bakers report that retail trade in this territory has improved slightly.

Flour prices, May 8, basis cotton 98's: spring wheat short patent \$5.10 hbl, 95 per cent \$4.85, 100 per cent \$4.65, cut \$4.50; hard winter short patent \$4.45, 95 per cent \$4.20, 100 per cent \$4, cut \$3.75, first clear \$3.45, second clear \$3; soft winter short patent \$5, 95 per cent \$4.60, 100 per cent \$4.45, cut \$4.20, first clear \$3.90, second clear \$3.50.

The demand for semolina is still up to normal. Some macaroni manufacturers are entering the market, but no unusually large shipments are reported. Prices can hardly go any lower, according to local handlers, and buyers are taking hold. No. 2 semolina was quoted, May 8, at 27½¢ lb, bulk.

Foreign demand for flour remains fair, Latin American shipments being steady, while exports to European ports show a slight improvement. Foreign buyers have virtually the same idea as those in the city, that is, they are holding off, or purchasing from other ports until they see how the market acts later in the season. During the seven days ended May 8, a total of 30,670 200-lb bags of flour was shipped through this port, of which Latin America took 16,678 and Europe 14,062, as follows: Rotterdam, 4,881; Amsterdam, 2,971; Copenhagen, 3,591; Glasgow, 1,001; Bremen, 920; Antwerp, 618.

## FARM BOARD MEMBERS WILL ATTEND WHEAT CONFERENCE

WASHINGTON, D. C.—Samuel R. McKelvie, Federal Farm Board member, has been designated by the board to attend the conference of delegates from the principal wheat exporting countries to begin in London on May 18. He will be accompanied by Dr. Alonzo E. Taylor, of the Food Research Institute, Stanford University, California, as technical adviser.

This is the same conference Nils A. Olsen, chief of the Bureau of Agricultural Economics, will attend as a representative of the Department of Agriculture, and it is believed that another announcement designating the pair as official American delegates will follow from the state department.

The following announcement accompanied the naming of Mr. McKelvie:

"Regardless of tangible results, the board feels that such a conference will develop facts relative to the world situation and problems confronting the different exporting countries that will lead to a better understanding of the mutual difficulties of these countries and what must be done to meet them.

"The board wishes to emphasize that participation in the London conference does not change in any way its recommendation to wheat growers of this country that they gradually reduce production to a domestic market basis. That recommendation stands."

The world wheat surplus problem will be the principal question discussed at the conference.

### DULUTH BAKERS THREATEN STRIKE

DULUTH, MINN.—A strike of bakery employees in Duluth and Superior to the number of 100 looms as a result of an announcement by the master bakers of a 10 per cent cut in wages to be effective May 11. The employees have asked the sanction of the national organization of employees for a strike, and labor interests in Duluth have pledged support to the bakers in their resistance to the cut. About 15 shops will be affected. The Purity Bakeries Corporation operates open shop and will not be involved.

### OGDEN TRADE CONTINUES ACTIVE

OGDEN, UTAH.—Continued activity for Ogden mills resulted from excellent business developing in southeastern states and also good trade in intermountain states, though California buying was slow.

Milling operations continued at over 85 per cent of capacity, larger mills operating six days during the week. Country mills operated at less than 15 per cent, largely supplying local demand. Mixed car shipments predominated in Utah and Idaho, with carload trade active to Mississippi River points.

Prices remain unchanged. Quotations, to southeastern dealers: first patents \$5.20

@ 6.60 hbl, straights \$4.70@5.10 and second grades \$4.50@5.70, car lots, f.o.b., Memphis and other lower Mississippi River common points; to California dealers: family patents \$4@4.40, second patents \$3.60@4, straights \$3.15@3.75, and second grades \$3.25@3.65, car lots, f.o.b., San Francisco and other California common points; to Utah and Idaho dealers: fancy patents \$1.60@5.20, second patents \$1.30@4.60 hbl, straights \$3.80@4.40, and stuffed straights \$3@3.30, car lots, f.o.b., Ogden.

### MILL SALE BRINGS SUIT

MINNEAPOLIS, MINN.—F. W. Clifford, of Minneapolis, and I. H. Dahn, of New York, are named as defendants in a suit of accounting filed in the district court, in Minneapolis, by B. B. Sheffield, representing former stockholders in the Commander Mill Co., Minneapolis. It is set forth in the complaint that at the time of the sale of the company in 1926, it was agreed that if the "net quick" assets exceeded \$1,250,000, the excess would be divided among the old stockholders. The plaintiff alleges that there was an excess of \$117,000.

### PITTSBURGH FLOUR CLUB MEETING

PITTSBURGH, PA.—The Pittsburgh Flour Club will meet at the Fort Pitt Hotel, May 15, at 6 p.m. Dinner will precede the business session. Delegates will be chosen to the National Federated Flour Clubs convention at Philadelphia in June. J. T. Lipford, president, will retire because of his transfer to New York by the International Milling Co. V. M. Wintermantel, vice president, will succeed him, and a new vice president will be elected.

## N. Y. EXCHANGE OFFICERS NAMED FOR RE-ELECTION

NEW YORK, N. Y.—The nominating committee of the New York Produce Exchange, of which F. O. Seaver is chairman, has announced its selections for officers and managers for the coming year, to be voted on at the annual election, June 1. Herbert L. Bodman of Milne, Bodman & Co., and Samuel Knighton, of Samuel Knighton & Sons, Inc., have been nominated for re-election as president and vice president, and among the other officers, B. H. Wunder, of the Harry E. White Co., has been nominated a trustee of the gratuity fund for a period of three years.



M. C. SAUER, who recently resigned after 14 years' connection with the Robinson Milling Co., Salina, Kansas, the last several years of which he acted as sales manager, has announced that he will enter the grain trade at Salina under style of the Sunflower Grain Co. Mr. Sauer will do a general cash grain business and handle flour and millfeeds on a brokerage basis. He will spend much of May on a combined business and pleasure trip, and will engage actively in business about June 1.

## DISTRIBUTION THEME OF SOUTHERN MEETING

Seventeenth Annual Convention of Southern Bakers' Association, at Chattanooga, Centers on Marketing Problems

CHATTANOOGA, TENN.—The seventeenth annual convention of the Southern Bakers' Association opened here May 11, at the Signal Mountain Hotel, with a representative attendance of bakers and allied tradesmen from throughout the South. Problems of distribution loomed largest in the program of the meeting as it unfolded, while straight production questions were approached from the marketing point of view.

The outstanding speakers slated to appear before the convention carried out the distribution theme in its various phases, with W. E. Doty, of General Mills, Inc., discussing the building of a loaf for the market, and John C. Summers, former head of the baking department at Danwoody Institute, Minneapolis, and now a nationally known service man for Standard Brands, Inc., showing how public taste can be ascertained and products made to suit that taste and thus capture the market.

Other important speakers scheduled to speak on the program were: M. L. Penick, of the experimental bakery of Armour & Co., Chicago, discussing the kind of cake the housewife wants; John Thies, head of the cost accounting department of the Quality Bakers of America, speaking on "Distribution from the Costs Angle"; L. A. Rumsey, of the W. E. Long Co., on automobile expense in distribution; J. K. Swan, of Knoxville, president of the Quality Bakers of America, on "The Bread Salesman's Earning Power and the Other Fellow's," and John I. Greer, of Knoxville, on "Are We Giving Too Much in the Way of Service?"

It was the duty of W. C. Allison, chairman of the operating committee of the Quality Bakers of America, to summarize the results of the meeting, ability to do which has won him a considerable reputation as a closing speaker on convention programs.

W. J. Barr, of Chattanooga, president of the Southern Bakers' Association, gave the keynote address on the question, "How Shall We Develop Our Potential Markets?" Grooms Mattingly, of Hattiesburg, Miss., and vice president of the southern association, was chairman of the program committee.

## CROP IMPROVEMENT WORK DESCRIBED AT GATHERING

MINNEAPOLIS, MINN.—H. R. Sumner, secretary of the Northwest Crop Improvement Association, the speaker at the meeting of the local section of the American Association of Cereal Chemists, May 8, told of the work being done to raise the standard of the wheat produced in the Northwest. The losses sustained through smut and the seeding of mixed wheat, and how these can be largely overcome by using certified seed, are pointed out to farmers. Much progress has been made, but the full effects will hardly be noticed for some years to come. The chemists agreed to cooperate with the crop improvement association, by testing new varieties of wheat for their milling and baking qualities.

### PHILADELPHIA BUSINESS QUIET

PHILADELPHIA, PA.—Trade in flour last week was quiet, as buyers were reluctant to take hold except in a small way to supply immediate needs. Supplies on hand, however, were light, and the market ruled firm with a hardening tendency. The little business accomplished was chiefly in established brands. Semolinas were firmly held, with stocks in the hands of macaroni manufacturers very small, but the volume of business transacted was of limited proportions. There was very little export business noted. Quotations, May 9: spring wheat short patent \$5@5.30 hbl, standard patent \$4.60@4.85, first clear \$4.15@4.60; hard winter short patent \$4.70@4.95, 95 per cent \$4.40@4.70; soft winter straight, \$3.90@4.40; No. 2 semolina, 2½¢ lb; No. 3, 2½¢.



CURRENT FLOUR, FEED AND GRAIN STATISTICS

Bradstreet's Weekly Visible Grain Supply

Following are Bradstreet's returns of stocks of wheat held on May 2, in the United States, Canada and the United Kingdom, and the supply on passage for Europe; also the stocks of corn and of oats held in the United States and Canada, with comparisons, in bushels (000's omitted):

Table with columns: Wheat, United States, Canada, Week ending, from pre-vious week, Totals. Includes data for May 2, 1931 and previous weeks.

Table with columns: United Kingdom port stocks and floating supply (Broomhall), Totals. Includes data for May 2, 1931 and previous weeks.

Table with columns: American and United Kingdom supply, Totals. Includes data for May 2, 1931 and previous weeks.

Combined aggregate wheat visible supplies, as shown by Bradstreet, follow, in bushels:

Table with columns: United States, East of Rockies, Pacific Coast, Totals. Includes data for 1930 and 1931.

Table with columns: United States, U. S. U. Kingdom and Canada, both coasts, afloat. Includes data for 1930 and 1931.

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Grain Futures—Closing Prices

Closing prices of grain futures at leading option markets, in cents per bushel:

Large table of grain futures closing prices for Wheat, Corn, Oats, Rye, and Flaxseed at various markets like Chicago, Minneapolis, St. Louis, etc.

UNITED STATES VISIBLE GRAIN SUPPLY

Visible supply of grain in the United States, as compiled by the secretary of the Chicago Board of Trade, in bushels (000's omitted), of date May 9, and corresponding date of a year ago.

Table showing visible supply of grain in the United States for various years (1931, 1930, 1929, 1928, 1927) across different grain types and regions.

WEEKLY GRAIN AND FLOUR EXPORTS

Exports of grain from the principal ports of the United States to foreign countries, as reported by the Department of Commerce in bushels in the case of grain and barrels in the case of flour (000's omitted throughout):

Table showing weekly grain and flour exports to various countries (Canada, Italy, United Kingdom, etc.) for different years.

Flour and Grain—Receipts and Shipments

Receipts and shipments of flour and grain at the principal distributing centers for the week ending May 9, as compiled by the Daily Trade Bulletin, flour given in barrels, grain in bushels (000's omitted throughout):

Table showing receipts and shipments of flour and grain at various centers like Chicago, Detroit, Duluth, etc.

Table showing receipts and shipments of flour and grain at various centers like Baltimore, Boston, Galveston, etc.

Table showing receipts and shipments of flour and grain at various centers like Chicago, Duluth, Indianapolis, etc.

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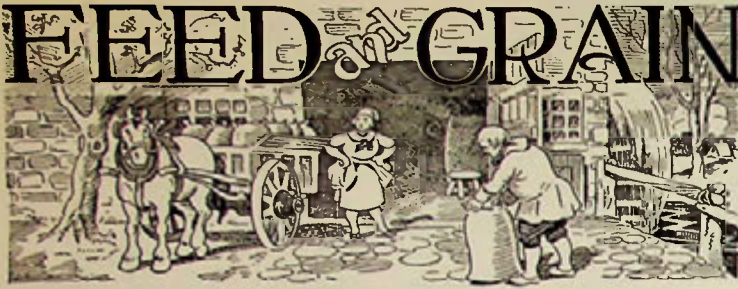
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Readers who are interested in markets for feeds, feeding grains and hay, and in information about the manufacture and distribution of feeds beyond the necessarily condensed market summaries given in this department, are invited to subscribe to FEEDSTUFFS, a feed newspaper issued every Saturday by the publishers of The Northwestern Miller. The subscription price is \$1.00 per year, or 50 cents per year to regular subscribers to The Northwestern Miller. Sample copy on request.

### New Low Reached by Feed Prices

**C**ONTINUED declines in the prices of most feeds carried averages to new lows for the season last week. Index price of important feeds at the larger distributing markets on May 6 averaged 69.4 per cent of the 1926 levels, which are taken as a basis. A week ago the average was 72.2 per cent; for all of April it was 80.4 per cent and for March 79.2 per cent. The week's decline was led by gluten feed and meal, hominy feed and linseed meal. Wheat millfeed, cottonseed meal and alfalfa meal were steady. Dairy, live stock and poultry products continue to sell at levels that provide little incentive to heavy feeding, and pastures are offering sharper competition than usual this year, because of the scarcity of funds in agricultural districts.

#### WHEAT MILLFEED

Bran and middlings are about \$1 ton higher than a week ago, the market having become steady to firm after the recent drastic declines. Light supplies furnished the main stabilizing influence, as buying still is moderate even at the low prices. Flour mill operations have been undergoing curtailment for several weeks, with the result that not much millfeed is available. Small lot buying for immediate shipment is fairly active, and mills are also applying a good part of their current production against May contracts. Deferred deliveries are offered at substantial discounts under spot feed, but buyers and sellers alike are cautious about entering into such contracts. The undertone of the market is firm at the present levels, however, as only light production is anticipated for the next two months.

#### LINSEED MEAL

Moderate demand for linseed meal, together with the rather gloomy outlook in the dairy industry, caused a drop of \$2 ton in prices. Offerings are not heavy, but buying is almost altogether of a hand-to-mouth character. Mixers are taking little, reflecting the dull demand for mixed dairy rations, and dealers are hesitant about building up their stocks. Eastern crushers experienced a relatively better demand than those in the Northwest.

#### COTTONSEED MEAL

Dull trading in cottonseed meal was offset by lack of selling pressure and prices are about unchanged from a week ago, although declines are reported from a few markets. Much the same influences that are affecting linseed meal are evident in the cottonseed meal market. Pastures in the South are in good condition and this is restricting buying. Buyers are not inclined to book their requirements except as needed, although many in the trade believe that present prices are attractive in view of the uncertain outlook for the new cotton crop.

#### CORN BY-PRODUCT FEEDS

Corn feeds are unusually weak. Gluten feed is \$3 ton lower than a week ago, meal \$2 lower and hominy feed \$1.50 lower. Weakness in corn, together with extremely low demand, resulted in the decline. Offerings are heavy, and stocks are said to be accumulating in first hands.

#### ALFALFA MEAL

Alfalfa meal manufacturers continue to concentrate on liquidating old contracts, although selling pressure was noticeable in some markets last week. Prices are generally steady to 50c ton lower than a week ago. Demand is moderate.

### Wheat Advance Stopped

**F**AIR rains over the Northwest wheat belt and evidence that European demand has been satisfied for a while, have halted the recent upward trend in wheat futures, although there is not much indication of weakness for the present. New crop options lost 1@1½c compared with a week ago, and the May future showed a fractional gain. Large shipments of wheat during the past week and increases in stocks on ocean passage were reflected in the Liverpool market, which declined.

The Winnipeg market displayed a little more strength relatively, due to unfavorable crop reports. Some rain has been received in Canada recently, but the greater part of southern and central Saskatchewan and central Alberta did not benefit much. Private reports have suggested a decrease of 6@8 per cent in the Canadian acreage. Rainfall improved the spring wheat prospects in this country, but more is needed. European prospects are generally fair, but some countries report unfavorable conditions. Russian spring seeding is reported to be less than half what it was a year ago, and conditions are said to be very unfavorable.

World's shipments last week were 19,669,000 bus, of which North America supplied 9,996,000 bus. Stocks on ocean passage increased 6,376,000 bus, and the total now is 54,432,000, compared with 34,648,000 a year ago. Liverpool and continental stocks are low, however, and it is generally predicted that good buying will continue for the remainder of the crop year.

The domestic situation continued about unchanged. Primary receipts are running higher than a year ago and probably will continue so for the remainder of the season. The visible supply declined only 1,860,000 bus, compared with a drop of about 6,500,000 a year ago. The total now is 193,831,000, compared with 126,510,000 a year ago. Eastern and gulf port stocks dropped only 529,000 bus, despite the new export arrangement. The Canadian visible supply declined 6,137,000 bus, but there was a gain of more than 2,000,000 bus in bonded stocks in this country.

Under normal conditions, Texas new crop wheat begins moving about the last of this month, and it is thought that there will be a broad demand for the early movement. New crop cash prices are expected to command a high premium for a while at least, especially if farmers show a disposition to hold back. Such a situation would probably strengthen futures prices considerably.

Cash demand continued at about the level of a week ago. Premiums at Kansas City are unchanged, but at Minneapolis, active buying of heavyweight wheat by mills raised premiums. St. Louis premiums also are a little higher.

#### CORN

The fate of corn futures prices, apparently, depends on the cash demand. Prices have rallied considerably from the low points touched early in the month, and it seems probable that market receipts will remain low. Shipping demand remains limited, but increased activity by eastern buyers probably would bring a further price rise. The visible supply declined 1,407,000 bus, making the total 16,863,000, compared with 17,056,000 a year ago. An increase of about 5 per cent in acreage is now expected by the trade, but there are some complaints of small moisture reserve.

#### OATS

Only fractional changes occurred in oats futures since a week ago, and interest is light. Cash demand is fair, and primary receipts small, being about 50 per cent of a year ago last week. The visible supply declined 1,506,000 bus, making the total 10,414,000, compared with 12,402,000 a year ago. Seeding of the new crop has been nearly completed under generally favorable weather conditions, and an increase of about 5 per cent in acreage is expected.

#### RYE

Moderate strength featured the rye futures market, prices gaining 2@3c since a week ago, with the May option the strongest. The gain was made in spite of a government crop report indicating a larger crop than last year. The present low price is the chief source of strength, and it is thought that on the present basis many farmers will not market their rye at all. Another strengthening factor was reports of export sales of American rye stored in Canada while domestic prices were nearer an export basis. The visible supply increased 136,000 bus, making the total 10,414,000, compared with 12,402,000 a year ago.

#### BARLEY

Slight weakness appeared in barley futures after the tone of the market had been firm for several days. Malting types still are in good demand, but feed grades are less active. Prices are now near an export parity, and only about 1c above the Winnipeg basis. The visible supply decreased 304,000 bus, making the total 5,298,000 compared with 6,293,000 a year ago. Crop news was a little better and this was a weakening influence.

#### FLAXSEED

Prices of flaxseed for future delivery were irregular, and showed considerable weakness at times, finishing slightly lower than a week ago. Cash demand is fairly active, and spot prices were strong compared with futures. Receipts at Minneapolis and Duluth-Superior totaled 90,000 bus, compared with 94,000 a year ago. Stocks at the two markets increased 5,000 bus, making the total 981,000 bus, compared with 538,000 a year ago. The Argentine exportable surplus is being shipped at a good rate, with Europe doing most of the buying. Crop news was more favorable.

### Millfeed Markets in Detail

#### CENTRAL WEST

**Chicago.**—Demand inactive; supplies limited; trend slightly firmer. Quotations, per ton, basis car lots, Chicago, in 100-lb jutes: spring bran \$16.75, hard winter \$17; standard middlings \$16@16.50, flour \$17.25@17.50; red dog, \$19@19.50.

**Milwaukee.**—At the recent sharp advance in feed prices, a number of mills accumulated stocks of flour in order to take advantage of the rise in millfeed, hence prices hold about unchanged. Manufacturers have reduced price on gluten feed \$3 and gluten meal \$2, which makes them the lowest in a number of years. Quotations, per ton, basis car lots, Milwaukee, in 100-lb jutes: durum bran \$16@16.50, standard \$16.50@16.75, pure \$16.75@17.25; standard fine middlings \$16, flour \$17@18; red dog, \$19.50@21.50; rye middlings, \$11.50@12; rye flour middlings, \$13@14; second clear flour, \$21.50@22.50.

**St. Louis.**—Demand very dull; supplies freer; trend steady to lower; offerings from the Northwest and Southwest are in excess of needs. Quotations, per ton, basis car lots, St. Louis, in 100-lb jutes: bran, \$16@16.50; standard middlings \$16.75@17, flour \$17.75@18; gray shorts, \$18.50@19.

#### THE NORTHWEST

**Minneapolis.**—Supplies of millfeed available for immediate shipment are very meager, and this is the chief factor of the present strength, rather than demand. Some of the larger mills are far behind on deliveries. In fact, some have been in the market to buy feed, during the last week, in order to keep their customers satisfied. No early increase in production is looked for, so that the undertone is very strong. The market is in a position to respond to any buying. There has been a little speculative inquiry for late summer shipment, but bids have not been attractive to mills, even though they look for better running after July 1. Red dog is becoming scarce, and the spread has widened between it and bran. Bran is quoted firm at \$15.50 ton, standard middlings \$15@16.50, flour middlings \$16@17, red dog \$18.50@19.50, wheat mixed feed \$16.50@17.50, and rye

middlings \$12, in 100-lb sacks, f.o.b. Minneapolis.

**Duluth.**—Demand better for immediate to prompt; supplies scant; trend firm; mills sold ahead and ordinarily have only an occasional small lot to offer. Quotations, per ton, basis car lots, Duluth, in 100-lb jutes: flour, \$15.50; standard middlings \$16.50; bran \$19; red dog, \$21.

**Des Moines.**—Demand generally firm; supplies adequate; trend down 50c@50c on bran, 50c on standard, \$1 on gray shorts. Quotations, per ton, basis car lots, Des Moines, in 100-lb jutes: bran, \$17@20; flour middlings \$21@22, standard \$17; gray shorts, \$19@26; red dog, \$22@32.

#### THE SOUTHWEST

**Kansas City.**—There was a good demand for bran from Wisconsin toward the close of the week; otherwise, the market was featureless; a large percentage of the output is being applied on mixed car contracts, but offerings are still plentiful. Quotations, per ton, basis car lots, f.o.b., Kansas City: bran, \$14.50 for standard and \$15 for pure; gray shorts \$16, brown \$15.

**Atchison.**—Market seems to have hit a snag; millers more or less independent on account of mixed car business; prices firm; very little distress feed offered. Quotations, per ton, basis car lots, f.o.b., Atchison: bran, \$14.50; mill run, \$16; shorts, \$16.50.

**Oklahoma City.**—Further drastic decline has brought feed to the season's low level; mills are able to more than satisfy their straight car customers, yet no surplus stocks are being accumulated. Quotations, per 100 lbs, basis car lots, f.o.b., Oklahoma City: bran, 90c; mill run, \$1; shorts, \$1.05.

**Omaha.**—Demand fair; supplies very light; trend downward. Quotations, per ton, basis car lots, Omaha, in 100-lb jutes: standard bran \$14.75, pure bran \$15.25; wheat shorts \$15.50, gray shorts \$16@16.50; flour middlings, \$17.50; red dog, \$20.50.

**Denver.**—Demand is unsteady; supplies ample; trend downward. Quotations, per ton, basis car lots, Denver, in 100-lb



jutes: red mill run bran \$19, white \$23; gray shorts \$26, white \$28.

Wichita.—Demand slower; price trend lower; supplies ample. Quotations, per ton, basis car lots, f.o.b., Wichita: bran, \$15@16; mill run, \$17@18; shorts, \$18@20.

Hutchinson.—Demand slightly better; supplies light; trend stronger. Quotations, per ton, basis car lots, Kansas City, in 100-lb jutes: bran \$15@16, mill run \$17, gray shorts \$18@19.

Dallas.—Demand fair; supplies ample; trend steady. Quotations, basis car lots, delivered, Texas common points, 100-lb jutes: bran, \$1.15@1.22; brown shorts \$1.25@1.30, white \$1.33@1.38.

Salina.—Better demand for bran than for heavier feeds; there is a better inquiry from the mixed car trade, and fair sales are being made for immediate shipment. Interest from jobbers and mixers not very active; much of the current output is moving to the southern states and Texas; offerings moderate. Quotations, per ton, basis car lots, Kansas City, in 100-lb jutes: bran \$14.25@14.50, shorts \$16.50@17.

Fort Worth.—Demand is slightly better; supplies moderate; trend fairly steady. Quotations, basis car lots, in jutes: wheat bran \$1@1.05 per 100 lbs, gray shorts \$1.12@1.15, white \$1.20@1.25, delivered Texas common points; bran 95 @.97c, gray shorts \$1.10, group one (includes Fort Worth).

THE EAST

Buffalo.—Demand fair; supplies ample; trend easy. Quotations, per ton, basis car lots, Buffalo, in 100-lb jutes: standard bran, \$19; standard middlings, \$18; second clear, \$22; four middlings, \$20; red dog, \$21; wheat mixed, \$20.50.

New York.—Demand flat; supplies are plentiful; trend touching new low levels. Quotations, per ton, basis car lots, New York, in 100-lb jutes: bran, \$23.50@23.85; standard middlings, \$23@23.35; red dog, \$25.50@26.

Boston.—Demand moderate; supplies fair; trend easy. Quotations, per ton, basis car lots, Boston, in 100-lb jutes: spring bran \$23.50@24, winter \$23.50@24, prompt, lake-and-rail \$22.75@23.25; middlings, prompt \$23@23.50, lake-and-rail, \$23@23.50; mixed wheat feeds (light), \$23.50@24; red dog, \$25.50@26.

Baltimore.—Demand decreasing; supplies increasing; trend lower; selling pressure by mills and resellers has caused a pronounced decline. Quotations, per ton, basis car lots, Baltimore, in 100-lb jutes: spring wheat bran \$22@22.50, winter \$23; standard middlings \$22, flour \$23@23.50; red dog, \$26@26.50.

Philadelphia.—Demand light; supplies ample; trend downward. Quotations, per ton, basis car lots, Philadelphia, in 100-lb jutes: standard spring bran \$22@22.50, pure hard winter \$22.50@23, pure spring \$22.50@23, soft winter \$23@23.50; standard middlings \$22@22.50, flour \$23@25; red dog, \$25.50@26.

Pittsburgh.—Demand fair; supplies ample; trend unsettled. Quotations, per ton, basis car lots, Pittsburgh, in 100-lb jutes: spring bran, \$20.75@21.25; stand-

ard middlings \$20.75@21, flour \$22@23; red dog, \$23.50@24.50.

CENTRAL STATES

Toledo.—Demand has moderated, but largest producer has nothing to offer short of 14 days' shipment; prices lower. Quotations, per ton, basis car lots, f.o.b., Toledo: soft winter wheat bran, \$18@20; mixed feed, \$18.75@20.50; flour middlings \$18.50@20, standard \$15.50.

Cleveland.—Demand very light; supplies ample; trend downward. Quotations, per ton, basis car lots, Cleveland, in 100-lb jutes: hard winter wheat bran \$21.30@21.60, soft winter \$21@22, spring \$20.80@21.40; standard middlings \$20.40 @23, flour \$21.10@23.05; red dog, \$23.50.

Cincinnati.—Demand limited; supplies light; trend weak. Quotations, per ton, basis car lots, Cincinnati, in 100-lb jutes: bran, soft winter wheat \$20.50@21, hard winter \$19.50@20; middlings, standard spring wheat \$19.50@20, soft winter \$22.50@23; gray shorts, \$22@22.50; red dog, \$23@23.50; wheat mixed feed, \$21@21.50.

Indianapolis.—Demand quiet; prices steady to lower; offerings fair. Quotations, per ton, basis car lots, Indianapolis, 100-lb jutes: soft winter wheat bran \$20.50@21, standard middlings \$19.25 @19.75, mixed feed \$21.50@22, flour middlings \$22.50@23, red dog \$23.50@24; spring wheat bran \$17@17.50, standard middlings \$17@17.25, mixed feed \$18@18.50, flour middlings \$21.25@21.75, red dog \$23.50@24.

Louisville.—Demand slow; supplies are light; trend easy; red dog very quiet. Quotations, per ton, basis car lots, Louisville, in 100-lb jutes: bran, \$18; brown shorts \$20, gray \$24; wheat mixed feed, \$19; red dog, \$24.

THE SOUTH

New Orleans.—Demand fair; supplies ample; trend steady. Quotations, basis car lots, New Orleans, in jutes: Texas wheat bran \$1.17 per 100 lbs, gray shorts \$1.22; Kansas wheat bran \$1.15, gray shorts \$1.25; red dog, \$1.35; standard middlings, \$1.20.

Atlanta.—Demand fair; supplies ample; trend barely steady. Quotations, per ton, basis car lots, Atlanta, in 100-lb jutes: wheat bran, \$25; standard middlings, \$25.50; gray shorts, \$27; red dog, \$30.

Birmingham.—Demand fairly strong; supplies plentiful; trend upward; book-

ings mostly for immediate shipment. Quotations, per ton, basis car lots, Birmingham, in 100-lb jutes: bran, standard grade \$22.50@23, pure wheat \$22.75@23.50; gray shorts, \$24.50@25.

Memphis.—Demand lessened. Quotations, per ton, basis car lots, f.o.b., Memphis: wheat bran, \$18; gray shorts, \$20.

Nashville.—Demand fairly active; supplies ample; trend irregular and lower on bran, and steady on middlings. Quotations, per ton, basis car lots: Nashville, wheat bran \$25, standard middlings \$26 @27; f.o.b., Ohio River stations, soft wheat bran \$18@23, standard middlings \$20@25.

Norfolk.—Demand very light; supplies plentiful; trend downward. Quotations, per ton, basis car lots, Norfolk, in 100-lb jutes: red dog, \$25.75@26.50; winter bran \$23.50@26.50, winter middlings \$23 @26; standard middlings or bran, \$22@22.50.

PACIFIC COAST

Seattle.—Demand has improved and few mills have any to offer. Quotation, per ton, f.o.b., transit points: Washington standard mill run, \$16@17.

Portland.—Demand strong; supplies moderate; trend upward; inquiries from California feature of week's market. Quotations, per ton, basis car lots, Portland, in 100-lb jutes: standard mill run, \$18; middlings, \$24.

San Francisco.—Demand is improved; close-by and spot resale offerings are being absorbed, but there is no interest in futures; mill offerings are confined to scattered car lots; the trade is considered well booked for 30 to 60 days. Quotations, per ton, basis car lots, draft terms, f.o.b., San Francisco: Kansas bran, \$24@25; Ogden white mill run \$22 @23, blended \$21@22, red \$20@21; northern red and standard mill run \$18.50 @19.50, white bran and mill run \$21@22, shorts \$21.50@22.50, middlings \$24.50@25.50; Montana bran and mill run \$21@22, low grade flour \$26@27.

Ogden.—Demand brisk, especially from southern California. Quotations, per ton, basis car lots: to California, red bran and mill run \$21, blended \$22, white \$23, middlings \$28, f.o.b., San Francisco and other California common points; to Utah and Idaho, red bran and mill run \$16, blended \$17, white \$18@19, middlings \$23, f.o.b., Ogden.

Los Angeles.—Demand steady; supplies ample; trend firm. While values

seem somewhat high for the immediate future, reasonable supplies are on hand at current prices. Quotations, per ton, basis car lots, f.o.b., Los Angeles: Kansas bran, \$27.50@28.50; Utah-Idaho red \$18, blended \$20@21, white \$21@22; local red \$17@18, blended \$18@19, white \$19 @20.

CANADA

Toronto.—Demand slackening; prices weaker; car lots are reported at various prices, mostly below mill lists; other and cheaper feeds are cutting into the trade. Surplus stocks are being sold to eastern states. Quotations, per ton, basis car lots, bags included, delivered, Ontario points: bran, \$21@22; shorts, \$23@24; middlings, \$26@27.

Winnipeg.—Demand moderate; supplies not burdensome; trend steady; some export business in bran, but sales of shorts negligible; domestic trade broadening, but farmers still feed substantial quantities oats and barley. Quotations, per ton, basis car lots, Winnipeg, in 100-lb jutes: Manitoba and Saskatchewan, bran \$17, shorts \$18, middlings \$25; Alberta, bran \$18, shorts \$19, middlings \$26.

Vancouver.—Demand for bran good, for shorts slow; supplies very light; trend uncertain; a general shortage exists; United States bran is still coming in, while Montana mill run is being offered at a very low price, but owing to its inclusion of screenings, importation has been forbidden by the authorities. Quotations, per ton, basis car lots, Vancouver, in 100-lb jutes: bran, \$21; shorts, \$22; middlings, \$29.

Montreal.—Market duller than for a long time; prices have been shaded. Quotations, per ton, basis car lots, f.o.b., Montreal, less \$2c for cash: bran, \$20.25 @21.25; shorts, \$22.25@23.25; middlings, \$27.25.

Russell's Flour Production and Movement

Russell's Commercial News estimates United States flour production and movement as follows, in barrels (900's omitted):

Table with columns for Production (1930-31, 1929-30, 1928-29) and Exports (1931, 1930, 1929) for various weeks and months.

Flaxseed—Receipts, Shipments and Stocks

Table showing Receipts, Shipments, and Stocks for Flaxseed from 1931 to 1930 for Minneapolis and Duluth.

Imports of Canadian Wheat

Table showing Imports of Canadian Wheat at principal northern border ports for consumption, duty paid, and into bonded mills for grinding into flour for export.

Winter Wheat by States

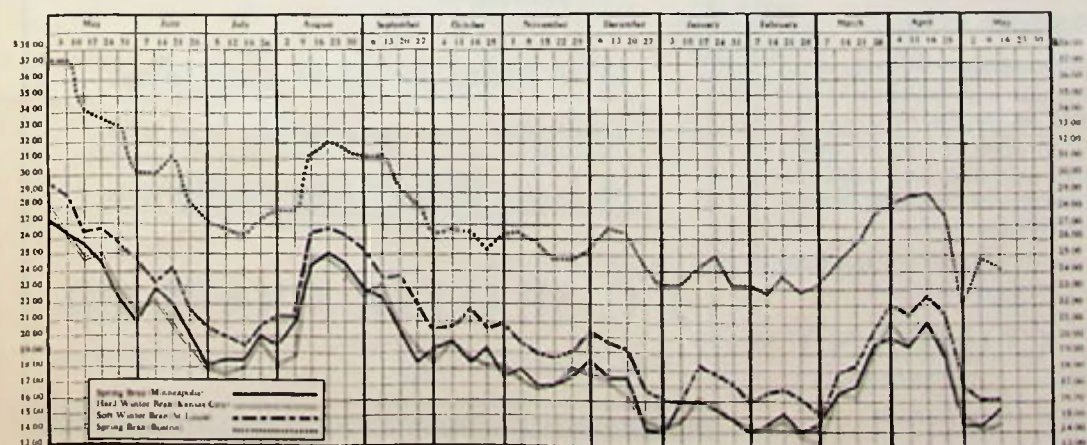
Table showing Estimated winter wheat production of winter wheat states in 1931, compared with the revised estimates for 1930, and the 1925-29 average, in bushels (000's omitted).

SUMMARY OF MILLEED QUOTATIONS

Milled quotations reported by wire Tuesday, May 12, based on carload lots, prompt delivery, per ton, packed in 100-lb sacks.

Summary of milled quotations table with columns for Chicago, Minneapolis, Kansas City, St. Louis, Baltimore, Buffalo, Philadelphia, Boston, Columbus, Nashville, Toronto, Winnipeg, and various shorts and middlings.

Range of Bran Prices





## FEED FUTURES FIRM; SHARP ADVANCES MADE

Near-by Deliveries Up Most, While New Crop Futures Also Gain in Favor—Trend Seems Definitely Upward

St. Louis, Mo.—Sharp advances have been scored in millfeed futures during past week, especially in near-by deliveries. The new crop futures are also gaining in favor and the whole market is firm. Neither demand nor offerings are insistent but trend seems definitely upward. Although traders are not anxious to take hold, volume has been rather light.

Closing prices of millfeed futures on the St. Louis Merchants' Exchange in dollars per ton, Tuesday, May 12:

	Bran	Shorts	Middlings
May	16.20*	17.70*	16.25*
June	15.00	16.50	15.20*
July	13.30*	15.85*	13.85*
August	13.30*	15.80*	13.95*
September	13.50*	15.70*	14.00*
October	13.90*	16.25*	14.50*

\*Bid.

### J. A. LECLERC TO ADDRESS NEW YORK CEREAL CHEMISTS

NEW YORK, N. Y.—The New York section of the American Association of Cereal Chemists will hold its final meeting of the season at the Governor Clinton Hotel, May 26, at 7 p. m. As this follows directly after the national convention at Louisville, there will be reports and discussion of those meetings, and Dr. J. A. LeClere of the Bureau of Chemistry and Soils, Department of Agriculture, will speak on the work of the department in the field of cereal chemistry.

### V. M. HINOJOSA WILL TAKE NEW EXPORT CONNECTION

KANSAS CITY, Mo.—Victor M. Hinojosa has resigned as export sales manager for the Robinson Milling Co., Salina, Kansas, and will on June 1 become associated in like capacity with the Ismert-Hineke Milling Co., Kansas City, Mo. His duties with the Robinson Company will be taken over by John C. Koster, who recently was appointed sales manager for that company.

### NYE ASKS WAR ON CHAINS

BALTIMORE, Md.—Independent dealers throughout the country should band together to defeat the unfair competition of chain stores, Senator Gerald P. Nye, of North Dakota, told members of the Independent Retail Grocers of Baltimore, Inc., at the annual dinner of the organization, April 30. Senator Nye characterized the chains as cold-blooded

monopolies that do not build, but take over and drive out of existence the independent pioneers. "There is a need," said the senator, "for a government that cares for the welfare and protection of every citizen instead of a few."

### WEST VIRGINIA BAKER DEAD

PHILADELPHIA, Pa.—William G. Hieble, baker, of Parkersburg, W. Va., was found dead in his bedroom, on May 3, from a self-inflicted bullet wound in his head. He was engaged in business in Parkersburg for more than 25 years. He was 50 years of age, and is survived by his widow and two daughters.

## CORN PRODUCTS

Minneapolis.—On May 12, yellow and white corn meals were quoted at \$3.25@3.35 per 200 lbs.

St. Louis.—Quotations, per 100 lbs, basis car lots, f.o.b., St. Louis: cream meal, \$1.55; standard meal, \$1.45; grits and hominy, \$1.70.

Memphis.—Demand for meal moderate; offerings not large, but ample; buyers showing preference to cheaper grades. Quotation, basis car lots, f.o.b., Memphis, in 24's: cream, \$2.90@3.25.

Buffalo.—Demand fair; supplies ample; trend steady. Meal, per 100 lbs, basis car lots, f.o.b., Buffalo, \$1.85.

Pittsburgh.—Demand slack; supplies ample; trend unsettled. Quotation, per 100 lbs, basis car lots, f.o.b., Pittsburgh: yellow or white meal, fancy, \$1.95@2.

Evansville.—Demand for meal holds up well; hominy, limited; supplies ample; trend lower. Quotations, per 100 lbs, basis car lots, f.o.b., Evansville: cream meal, \$1.70; flake hominy, \$2.80; pearl, cracked and grits, \$1.90.

Indianapolis.—Demand is fairly good; market firm to higher. Quotation, per 100 lbs, basis car lots, f.o.b., mills, Indianapolis: cream meal, \$1.70@1.80.

Nashville.—Corn meal and hominy feed in fair demand; hominy feed \$1 lower; meal unchanged. Quotations, car lots, f.o.b., Nashville: cream meal, 96-lb bags, \$1.60@1.70; hominy feed, \$26 ton.

Philadelphia.—Steady, but demand only moderate. Quotations, per 100-lb sack, basis car lots, f.o.b., Philadelphia: fancy kiln-dried meal, yellow \$1.60, white \$1.85; pearl hominy and grits, \$1.85.

### BUCKWHEAT FLOUR

Pittsburgh.—Demand light; supplies ample; trend slow. Quotation, per 100 lbs, basis car lots, f.o.b., Pittsburgh, \$3@3.50.

## Special Notices

The rate for advertisements in this department is five cents per word; minimum charge, \$1.

For the benefit of those out of a position, advertisements of Situations Wanted will be accepted at one half the above rate, 2½ cents per word; minimum charge, 50 cents. "Display" advertisements will not be inserted at these rates, but will be charged for at \$4 per column inch.

Advertisements under this heading are transient and the advertiser's responsibility is not necessarily vouched for by The Northwestern Miller.

Only advertisements entitled to Special Notice classification will be accepted for publication herein.

Forms for advertisements in this department are open until Tuesday for the issue of the following day.

Cash should accompany all orders.

### HELP WANTED

LARGE MILLING ORGANIZATION, manufacturing complete line of quality flours, both northwestern and southwestern, requires services of a few mill salesmen; interested only in men of ability who have following in the trade and are recognized as business-getters: If you can show a record of successful past accomplishments, let us hear from you, all applications treated confidentially; our salesmen are aware of this advertisement. Address 2477, care Northwestern Miller, Minneapolis.

### SITUATIONS WANTED

POSITION WANTED BY CEREAL CHEMIST, eight years' experience, university and baking education. J. C. Zvanovec, New Prague, Minn.

EXPERIENCED FLOUR SALESMAN FOR 15 years in Indiana or adjacent territory, have very fine following; can furnish satisfactory references as to ability and integrity; age 42. Address Joe E. Sullivan, 6152 Primrose Avenue, Indianapolis, Ind.

AN EXPERIENCED FLOUR AND MEAL salesman with trade in Arkansas, Oklahoma, eastern Texas and Louisiana, available June 1; references or bond; small salary and commission on sales over an agreed amount per month. Address 686, care Northwestern Miller, Kansas City, Mo.

ONE OF BEST KNOWN AND EXPERIENCED flour salesmen in Indiana open for connection with good mill. Stanley C. Byrum, 2323 N. New Jersey St., Indianapolis, Ind.

CAPABLE AND EXPERIENCED SALESMAN, thoroughly acquainted with general trade in Iowa, would like position with aggressive mill for Iowa, or elsewhere. Address 2478, care Northwestern Miller, Minneapolis.

### MILLS FOR SALE

FLOUR MILL FOR SALE—500-BBL. PER DAY capacity, brick, four-story, latest milling machinery, all A-1 shape, trackage and good shipping facilities; large town; mill made owners a fortune; sacrifice price to settle estate, \$20,000; replacement cost, \$150,000. For full particulars and photo, write Scott Realty Co., Ltd., 11 C. F. R. Office Bldg., Winnipeg, Man.

### MILL MACHINERY WANTED

### WANTED— DOUBLE ROLLER MILL

Must be in first class condition, Nordyke & Marmon 9x36 double roller mill with corrugated rolls and metal housing preferred. Pittsburgh Plate Glass Co., Columbia Chemical Division, Barberton, Ohio.

WANTED—GOOD HALF TON BATCH mixer; also good used Diesel, 100 h-p to 120 h-p; quote us on other good used milling or feed equipment. Address 2474, care Northwestern Miller, Minneapolis.

### MILL MACHINERY FOR SALE

FOR SALE—N & M 9x30 ROLLS, N & M 4-27 Self-balancing Sifter, N & M Meal Driers Union Special Typo L motor-driven Bag Closing Machine, 32x8 Fraser ball-bearing Centrifugal Reel, New Gauntt Feeders, size 12-5, type 4-F. Standard Mill Supply Co., 1307 Waldheim Building, Kansas City, Mo.

*Hedge millfeed and you  
have a sound price basis  
for your flour.*

*Guess-work is unsound, uncertain  
—usually unprofitable; Hedging  
is sound in theory and practical  
in operation.*

*Wire today for more data about  
how you can profitably use the  
St. Louis Millfeed Futures Market.*

**J. C. SHAFFER GRAIN CO.**

O. H. WILLIAMSON, MANAGER

405-406 Merchants Exchange

SAINT LOUIS

## Fumigation Combining Simplicity and Effectiveness

Calcyanide is the most efficient  
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No other agents or vehicles are necessary. Merely dust the powder, through the sprinkler lids with which cans are equipped, upon paper runners laid on the floor.

Excellent results are secured in all parts of mill or warehouse because liberated gas diffuses uniformly and possesses great powers of penetration. All stages of flour mill insects—adults, pupæ, larvæ and eggs—are destroyed.

Descriptive booklet contains simple directions for use which any miller can easily and conveniently follow

**CALCYANIDE COMPANY**

60 E. Forty-second St. Main Office NEW YORK CITY

Name of Nearest Distributor Upon Request



LEADING MILLS OF CANADA

**WOODS MFG. CO. LTD.**  
**COTTON AND JUTE BAGS**  
 CABLE ADDRESS "WOODSBAG"  
 MONTREAL-TORONTO-WINNIPEG-OTTAWA-WELLAND

**The Canadian Bag Company, Ltd.**  
 Head Office, MONTREAL, QUE.  
 JUTE BAGS COTTON  
 The first thing to go into our Bags is Quality, the next thing that goes in is the buyer's goods. QUALITY BAGS FOR QUALITY GOODS is our slogan, and dependability is the foundation of Big Business as well as Bag Business.  
 JUTE BAGS COTTON  
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 Factories: MONTREAL, TORONTO, WINNIPEG, VANCOUVER

QUALITY UNIFORMLY MAINTAINED SINCE 1887

Lake of the Woods Milling Co., Limited

Cable Address "HASTINGS" Montreal



Codes ABC 4th & 5th Editions Riverside 1901

Makers of CANADIAN HARD SPRING WHEAT Flour

Owning and Operating 125 Wheat-Receiving Elevators in Manitoba, Saskatchewan and Alberta

Mills at Montreal, Brantford, Keewatin, Portage la Prairie, Medicine Hat

Daily Capacity, 40,000 Bags of 98 lbs.

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- CALGARY, MOOSE JAW, REGINA, EDMONTON, VANCOUVER, VICTORIA





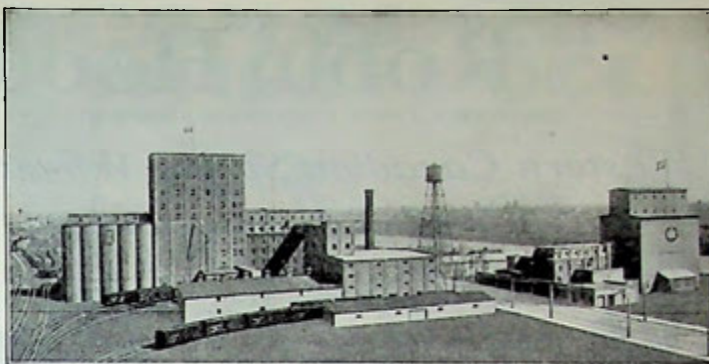




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WINNIPEG MILLS

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

DAILY MILL CAPACITY  
22,750 BARRELS

ELEVATOR CAPACITY  
10,335,000 BUSHELS

WAREHOUSE CAPACITY  
377,000 BARRELS

# THE OGILVIE FLOUR MILLS CO., LIMITED

HEAD OFFICE: MONTREAL, CANADA

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

BRANDS — "ROYAL HOUSEHOLD," "GLENORA," "FAMOUS" AND "BUFFALO"

Total Daily  
Capacity  
24,500  
Barrels Flour



TORONTO MILLS

Cable  
Address—  
"Shawley,"  
Toronto,  
Canada



# Maple Leaf Milling Co. Limited.

HEAD OFFICE - TORONTO, CANADA

KENORA, ONTARIO      MILLS AT      TORONTO, ONTARIO  
BRANDON, MANITOBA      THOROLD, ONTARIO

PETERBORO, ONTARIO

MEDICINE HAT, ALBERTA

PORT COLBORNE, ONTARIO

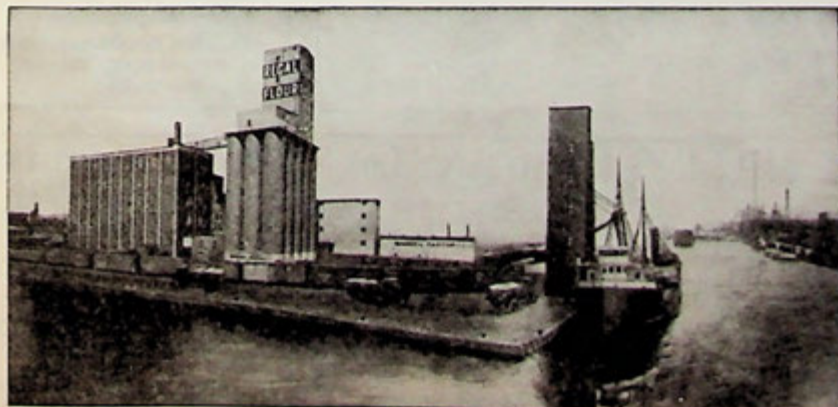


# The St. Lawrence Flour Mills Co., Limited

MONTREAL

CAPITAL, \$1,800,000

CAPACITY, 3,000 BARRELS DAILY



Brands:

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

TO IMPORTERS:

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

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





# Robin Hood Mills

LIMITED

## Western Canadian Spring Wheat Flour Rolled Oats and Oatmeal

*Mills and Western Offices at*  
MOOSE JAW, SASK. ~ CALGARY, ALTA. ~ SASKATOON, SASK.

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

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

# COPELAND FLOUR MILLS, LTD.

MIDLAND, CANADA

*Millers Selected Hard Spring Wheat Flour*



BRANDS

FIVE CROWNS      GILT EDGE      CANADIAN MAID      GEORGIAN

Grain Storage Tributary to Our Mills 17,000,000 Bushels

Cable Address: "MIDCOP"

Codes—  
Riverside  
Bentley  
A. B. C.  
Etc.

Ideally situated. The facilities at our disposal are at our disposal to guarantee uniform quality and service.

Established 1857

## James Richardson & Sons, Ltd.

### GRAIN MERCHANTS

Owners and Operators of  
Public Terminals, Private Terminals  
and Country Line Elevators  
Grain Receivers—Grain Shippers  
Grain Exporters

If you are interested in Canadian Grain we would be glad to hear from you. We make a speciality of Millers' Trade.

*Head Office:*  
WINNIPEG, MANITOBA

Western Branches: Winnipeg  
Port Arthur  
Calgary  
Saskatoon  
Eastern Branches: Toronto  
Montreal

*Export Offices:*  
MONTREAL

Private Wire Connections  
From Coast to Coast

## Export Flour INSURANCE

*"All Risks"*

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

Twenty-Five Years' Experience in Export Flour Handling

### Western Assurance Company

701 Royal Bank Building, TORONTO

F. C. THOMPSON CO., LTD.  
Canadian Agents  
Royal Bank Bldg., Toronto, Canada

APPLETON & COX, INC.,  
American Agents  
8 South William St., New York

## KIPP-KELLY Rotary Granulator

SURPRISINGLY LARGE CAPACITY

For Production of Oatmeal, Cut-wheat, Barley or any other Small Grain for Breakfast Foods or Chick Feeds.

Will cut any small grain with negligible production of flour. Many patented improved features. Rugged design. Low upkeep. Excellently constructed. Capacity 400 to 800 pounds product per unit per hour, depending on size of grain and size of product. Six Unit machines producing 2,400 to 4,800 pounds per hour.



TWO UNIT CUTTER

Supplied in 1, 2, 4, 6 Unit Sizes

KIPP-KELLY LIMITED FLOUR CEREAL MILL ENGINEERS  
WINNIPEG, MANITOBA

## McLeod Milling Co., Ltd.

*Manitoba Springs, Ontario Winter Flour and Blends. Our location guarantees quick service to Atlantic seaports.*

STRATFORD, ONTARIO, CANADA

Cable Address: McLeod, Stratford  
Codes: Riverside, Bentley, A B C 5th Edition

## James Cullen & Sons, Ltd.

Established 1887  
MILLERS OF  
Manitoba Springs.....Ontario Winters  
WOODSTOCK, ONTARIO, CANADA

Cable Address: CULLEN, Woodstock

## Frank B. Ham & Co., Ltd.

TORONTO, CANADA

MILLFEED, SCREENINGS, GRAIN  
DOMESTIC AND EXPORT

Cable Address: "HAMCO"

## W. E. TRELEAVEN MILLER

Established 1865  
Canadian Spring and Winter Wheat Flour

Cable Address: Treleaven  
LUCKNOW, ONTARIO, CANADA

## LAKESIDE MILLING COMPANY Ltd.

# Flour Millers

## TORONTO, CANADA



N. H. CAMPBELL, Pres. and Mgr.  
J. W. CORNISH, Supt.

CABLE ADDRESS: LAKESIDE, TORONTO  
CODES: RIVERSIDE—BENTLEY

## VANNATTER & CO., LTD.

TORONTO, CANADA

### GRAIN...FLOUR.....FEED

*Domestic and Export*

Cable Address: "VANCO"

## JOHN KENNEDY EXPORTER

FLOUR—OATMEAL—CEREALS

Royal Bank Building

Cable Address: "KENGRAIN" TORONTO, CANADA

## EDWIN DAVEY & SONS FLOUR MILLERS

Cable Address: "CHANTICLEER" Established 1865  
PYRMONT, SYDNEY, N. S. W., AUSTRALIA



**WHEAT  
OATS  
BARLEY  
RYE  
FLAX**

*Handling more  
than half of  
Canada's total  
wheat crop  
every year*



Head Office:  
**WINNIPEG**  
Canada

Branch Offices:  
**NEW YORK  
BUFFALO  
MONTREAL  
TORONTO  
FORT WILLIAM  
CALGARY  
VANCOUVER**

# WESTERN CANADA FLOUR MILLS CO., LIMITED

Head Office, TORONTO, CANADA

**MILLS**

WINNIPEG	CALGARY
GODERICH	EDMONTON
BRANDON	VICTORIA

Total Daily Flour Milling Capacity  
10,000 Barrels

Rolled Oats and Oatmeal  
800 Barrels

Cable Address: "LAKERON"



Winnipeg Plant (St. Boniface) Daily Capacity, 5,500 Bbls

Manufacturers  
of  
Manitoba Hard Wheat  
Flours

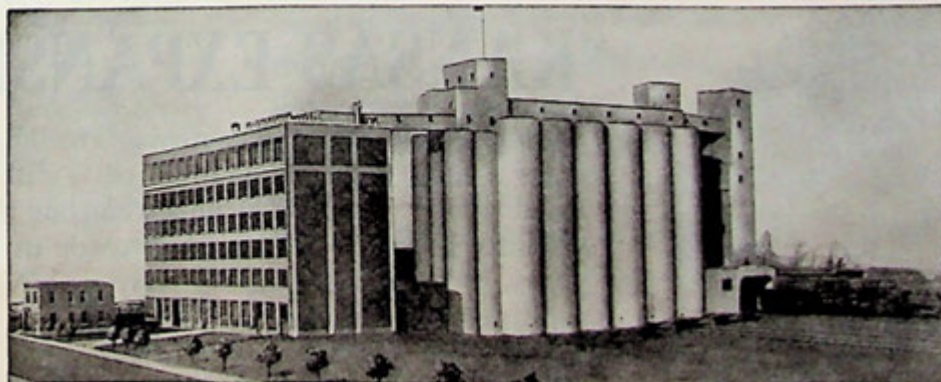
100 Interior Elevators  
throughout Western Canada's  
famous Wheat Belt

NEW YORK AGENCY:  
44 WHITEHALL STREET

## PURITY - THREE STARS - BATTLE

COMPETITION ONLY STIMULATES OUR SALES

CHOICEST  
CANADIAN  
HARD SPRING  
WHEAT  
AND  
PERFECT  
MILLING  
FACILITIES  
HAVE  
PLACED  
OUR  
PRODUCTS  
IN THE  
VAN



BRANDS  
"Victory"  
"Prairie  
Blossom"  
"Woodland"  
"Homeland"

MILLS  
MONTREAL  
HAMILTON  
BRANTFORD

Capacity, 8,000 Bbls

Cable Address:  
"DOMFLOUR"  
Riverside Code

OUR SEABOARD MILL AT MONTREAL

# The Dominion Flour Mills, Ltd.

Branch Offices at HALIFAX, QUEBEC and TORONTO

MONTREAL, CANADA





# White Crest

*The Perfect Flour*

The Best Flour for the Best Trade....  
**WHITE CREST**

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

# "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"

Among the dozen or so southwestern flours which enjoy a quality reputation in the class with "Kansas Expansion," we know of none that has more consistently held and increased its trade through the years. "Kansas Expansion" buyers have no reason to change brands.

**The Wichita Flour Mills Co.**  
 WICHITA, KANSAS

WHEAT STORAGE CAPACITY  
 ONE MILLION BUSHELS

CAPACITY, 2,500 BBLs.



# GRIST OF GRINS



A young lady who is now employed in an eastern branch office of a well-known northwestern milling firm sends the following grammatical gem:

**PERFECT!**

*Teacher:* "Parse the word kiss."  
*Pupil:* "This word is a noun, but it is usually used as a conjunction. It is never declined and more common than proper. It is not very singular in that it is usually used in the plural, and it agrees with the pronoun 'me.'"  
 (Applications for the name of the young lady may be filed at our Minneapolis office.)

*Boss:* "What are you two doing walking so slowly up those stairs?"  
*Midnite:* "We's workin', boss. We's carryin' dis desk upstairs."  
*Boss:* "I don't see any desk."  
*Midnite:* "Fo' d' Lord's sake, Carbon, we dun forgot de desk."

*Auntie:* "I notice your dolly doesn't cry 'Mamma' when she is squeezed now."  
*Modern Child:* "No, auntie; but you forget this is her second season out."

**NOT MUCH PASTURE**

"Nearly a generation and a half ago my head was grazed by a bullet at the battle of Chickamauga."  
 The little fellow looked at the old man's head thoughtfully and said:  
 "There isn't much grazing there now, is there, grandpa?"

**CALL THE WRECKER**

*Attorney (as he noticed a Negro woman struck by a street car):*—"Come with me; you can get damages for this."  
*Negro woman (limping away from the scene of accident):*—"Good Lawd, man! Ah don't need no mo' damages; what Ah needs is repairs."

*Mother:* "Why did you strike your little sister?"  
*Young Bobby:* "Well, we were playing Adam and Eve, and instead of tempting me with the apple, she ate it herself."

*Flubb:* "That's the girl I used to be engaged to; isn't she catty?"  
*Dubb:* "Why do you say that?"  
*Flubb:* "Didn't you see? When she passed us she held her dog's tail so he couldn't wag it at me."

The train robber was holding up a Pullman car. "Out with your dough! I'm going to kill all men without money and kiss all the women."  
 An elderly gentleman said: "You shall not touch these ladies."  
 An old maid in an upper berth shouted: "You leave him alone; he's robbing this train."

**AN ACCOMMODATING LAD**

Little Albert came home one evening with his clothes full of holes.  
 "What in the world has happened to you?" cried his mother.  
 "Oh, we was just playin' grocery store," replied Albert, "and ever'body had to be somethin' so I was the cheese."

**TRUE CONFESSIONS**

"And now that I've told you I'm going to marry Agnes, there's one more thing I'd like to get off my chest."  
 "What's that?"  
 "A tattooed heart with Maggie's name on it."

The best things to eat take their names from where they are produced naturally and in their natural surroundings, — Baltimore oysters, Virginia hams, Kansas City steaks, California and Florida fruits, Michigan celery, *Kansas flour*. We like that phrase, *Kansas flour*, rather than hard winter wheat flour. For we live and mill out here in central Kansas, where Kansas wheat first was grown and still, as we believe, grows better than anywhere else in the country. And we believe, too, it is milled better, in these mills, such as ours, that are right just outside the wheat farm fences. None of the wheat we grind is juggled around here and there, stored and mixed to grades. We get it directly from the farmer who grows it, — much of it bought through our own country elevators and shipped directly from there to one of our five wheatfields mills. And this direct-from-grower-to-you handling and milling shows itself in the quality, too, and in the steadiness and certainty of the quality car after car. Look into this "Kansas Best" proposition and see if you don't become as "sold" on it as we are.

Consolidated Flour Mills Co.,  
 Wichita, 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

**"SUNKIST"**  
 FLOUR  
 In milling Sunkist Flour, the special needs of the baker are borne in mind. For family use it cannot be surpassed.  
 It is through the reputation of its fine, strong flour that the name of Maney has become celebrated.  
**The Maney Milling Co.**  
 OMAHA, NEBRASKA

**Strong Flours From TEXAS**  
 2,000 bbls daily  
**Burrus Mill & Elevator Co.**  
 Ft. Worth, Texas

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

Established 1878  
**Eberle-Albrecht Flour Co.**  
*Exporters*  
 Always open for new foreign connections ST. LOUIS, MO.

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

Established 1842  
**Saxony Mills**  
 Hard and Soft Winter Wheat Flours  
 Correspondence ST. LOUIS, MO.  
 Solicited Daily Capacity, 1,100 Bbls.

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

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



**HUMRENO**  
*bakers bank on it!*

HUMRENO makes you proud of your good judgment as a flour buyer.

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

**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

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

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

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

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

QUALITY ECONOMY The Wilson Flour Mills WILSON, KANSAS  
READY SALES

**"Sasnak Flour"**  
For Discriminating Eastern Buyers  
ENNS MILLING CO., Inman, Kan.

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

**Scott County Milling Co.**  
Manufacturers of Hard and Soft Winter Wheat Flour  
SIKESTON, MISSOURI

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

**"Gooch's Best"**  
Superior quality —to make all baked things better.

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



By Wallace F. Ganssen

**HUMORISTS WANTED**  
Ambitious persons with journalistic aspirations and some originality to train for Column Conducting. If you possess a fair education, are studiously inclined, and can write terse, common-sense English, you may be able to step quickly into a Columnist's berth—where fame, influence and big money are won in an easy and fascinating way.

Arthur Brisbane earns as Columnist \$250,000 yearly; Will Rogers as Humorist and Columnist, \$150,000; O. O. McIntyre, \$100,000; Walter Winchell, \$75,000; Heywood Brown, \$50,000; Floyd Gibbons (spare time), \$25,000. Scores of others \$10,000 and up.

Why not YOU?  
My system of instruction will surprise. Many declare, "I never dreamed it could be made so simple and so easy!"

Write today for FREE SAMPLE LESSON and valuable information about Column work and Humor writing—without obligation on your part  
W. Jack Pansy, Brooklyn, N. Y.

—Ad in the Writers' Digest—trade journal of the "free lance" writing industry.

For a long time a serious question has been bothering us. Why should not Stuffed Straights be more remunerative? Now we have the answer, thanks to Mr. Pansy,—and we certainly think it is a "daisy" (or maybe a "pansy"). The Column Conductor needs professional training!

Readers of S. S. are hereby warned to watch for a marvelous improvement in it. We have already sent for our free sample lesson. Fame, influence and big money are just around the corner!

Somebody says an optimist is a fellow who uses a paper weight to keep his bills down. We always thought he was the chap, who when falling overboard, always insists that he is thirsty anyhow.

And speaking of optimism, we don't overlook the fact that the "late" depression came with longer skirts. Probably that's what has gotten us out of the habit of looking cheerfully ahead.

Have you heard the one that was going the rounds at a party the other night? It was about a deputy sheriff. The one under discussion had been sent to take inventory of the furnishings of a house to be sold at a sheriff's sale. He didn't come back.

A searching party found him stretched out on a couch in the house. Near by, on a table, was a list reading: "One dining table, six chairs, one lamp, one quart whisky." The last item was scratched out and beneath it was written: "One pint whisky." That also had been scratched out and "One whisky bottle" inserted. The last entry, in a wavering scrawl, noted "One revolving rug."

**"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

**HIGH UTILITY PATENT**

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

The **WALL-ROGALSKY MILLING CO.**  
MEPHERSON, KANSAS





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



Here is a very fine, medium-short patent that is an exceptional value for the price asked.



THOMAS PAGE MILL COMPANY  
NORTH TOPEKA, KANSAS  
• Mills 1200 Barrels Capacity at Topeka and Manhattan •

"Sweetheart"

SHORT PATENT FLOUR

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

From finest Turkey wheat

REA-PATTERSON MILLING CO.

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

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

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

"CHERRY BELL"  
Made exclusively from  
Central Kansas  
Turkey Wheat  
N. SAUER MILLING CO.  
CHERRYVALE, KANSAS

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



The ROBINSON  
MILLING COMPANY  
SALINA, KANSAS

ROBIN'S BEST

No flour could build up the fine reputation held by "ROBIN'S BEST" without being very good in the first place and always—good year after year.

ROBINSON MILLING CO.  
SALINA, KANSAS





**Boss Patent**

Here is a flour that you will like for its high and uniform quality and for the fair price at which it is sold.

*Established more than 50 years*

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

JOHN H MOORE  
PRESIDENT



G M LOWRY  
SECRETARY

**Old Squire FLOUR**

**Old Squire Says:**

If anybody working for me says anything about reducing the quality standard because prices are cheap, there is likely to be one more member added to the ranks of the great unemployed. That is one thing I will not stand for.

*The* **MOORE-LOWRY FLOUR MILLS CO.**  
KANSAS CITY, U.S.A.  
ADDRESS MAIL TO ROSEDALE STATION, KANSAS CITY, KANSAS

**GINGHAM GIRL**



*The World's Finest Flour*

*The Gingham Girl*

Made by Millers of  
**WHITE STAR**  
The Baker's Flour Dependable Since 1840  
Plant Flour Mills Company  
ST. LOUIS, MO., U. S. A.

**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*

*The Designs on this page were originated and engraved by*

**HOLLAND ENGRAVING CO.**  
KANSAS CITY, MO.



1,500 Barrels Daily

**ZEPHYR FLOUR**

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

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



## Terms and Customs in Export Wheat Trade

(Continued from page 421.)

of prices of wheat futures in the exporting countries and in Liverpool, with consideration of cash prices at both ends, serve in general to indicate the position, when taken in connection with the shipping differential. It is a range rather than a line, is modified by many circumstances, and is determined day by day through bids and tenders between importers and exporters.

### SOME QUALIFYING POINTS

Several points are important in qualification. When wheat export price parity exists between the United States and Liverpool, it does not follow that wheat must go freely into export. That depends on miller's choices in the importing country and on the bullishness or bearishness displayed in the importing country in relation to the holding of stocks. If, for example, Canada, the United States, Argentina and Australia should all stand in positions of wheat export price parity, Europe would import proportionately much more from some than from others and might conceivably import from the United States only small or even negligible amounts. Type and quality of wheat tend to govern the transactions, prices being equal. Given a sufficiently large accumulation of wheat stocks in the United Kingdom, it is possible that for a brief period export price parity might not be found in any export country.

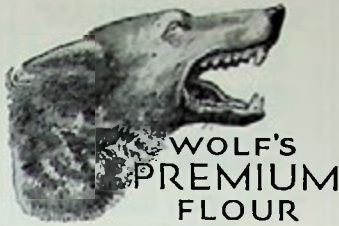
A second point relates to the scope of exporters' activities when wheat export price parity exists. It is not implied, when a full shipping differential exists between Chicago and Liverpool futures, that an American exporter, without making a sale in Liverpool, can purchase a cargo of wheat at the price of the Chicago futures, sell futures in Liverpool, ship the wheat unsold to Liverpool, and deliver it against the contract for sale on the Liverpool Corn Trade Association exchange. This does not obtain, because the shipping differential terminates when the vessel arrives in port, and does not include the expense of unloading, storage and delivery on the exchange. Delivering wheat against futures in Chicago merely involves transferring a warehouse receipt; but delivering wheat from a vessel lying in the harbor against a futures contract on the Liverpool grain exchange involves a series of expensive operations.

The local merchant, under favorable conditions, is able to deliver against futures in Liverpool for a cent a bushel above the c.i.f. price; but the shipper in an exporting country, working under unfavorable conditions, might need to pay as much as 6c or 7c bu to deliver from the vessel on futures in the Liverpool market. From time to time the Liverpool importer is able to buy wheat c.i.f., sell a future, and deliver the wheat at a profit. On highly exceptional occasions, shippers in wheat surplus countries have sold futures in Liverpool and delivered on the contracts, of which perhaps 1929 furnished the best illustration with Argentine wheat. If in some exceptional manner the spread between Chicago and Liverpool futures should ever widen to such an extent as to make it practicable to buy wheat in the United States, sell futures in Liverpool, and ship the wheat over and deliver it against the contract, the position would be promptly corrected by decline in the Liverpool price. Otherwise, Liverpool would be "holding the bag" for the wheat of the world, and the system of futures trading does not work out that way.

### NO RECORD OF EXPORT SALES

A third qualification relates to the lag between sales for export and the exports reported by the Department of Commerce. There is no public record of sales for export. Departures of export wheat are reported for the month in the Monthly Summary of Foreign Commerce, and can be secured by weeks in mimeographed reports. A sale for export may be made for immediate shipment. The terms of sale may allow a limited term (say, several weeks) for the convenience of the exporter in securing ocean space.

(Continued on page 454.)



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

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

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

**"GOLDEN EAGLE"**

*Short Patent*

The Lindsborg Milling & Elevator Co.  
LINDSBORG, KANSAS

**"AMERICAN EAGLE"**

*Sells Quickly  
Bakes Exceptionally  
Repeats Invariably*

H. D. LEE FLOUR MILLS CO.  
Salina, Kansas

**"KANSAS SEAL"**

*A Fine Short Patent Flour  
from Central and Western  
Kansas Strong Wheat*

Barton County Flour Mills Co.  
GREAT BEND, KANSAS

**"AMBASSADOR"**

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

BOWEN FLOUR MILLS CO.  
Main Office: INDEPENDENCE, KANSAS

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



# "THORO-BREAD"

Every cent we spend on publicity for good "Thoro-Bread" flour would be money wasted if we did not make the flour good enough to keep your *interest* once we got your *attention*.

"Thoro-Bread" will treat you and your trade right.

THE ARNOLD MILLING CO.  
STERLING, KANSAS

A. L. JACOBSON, Manager

New York Representative—J. H. Blake, 204 Produce Exchange, New York City.  
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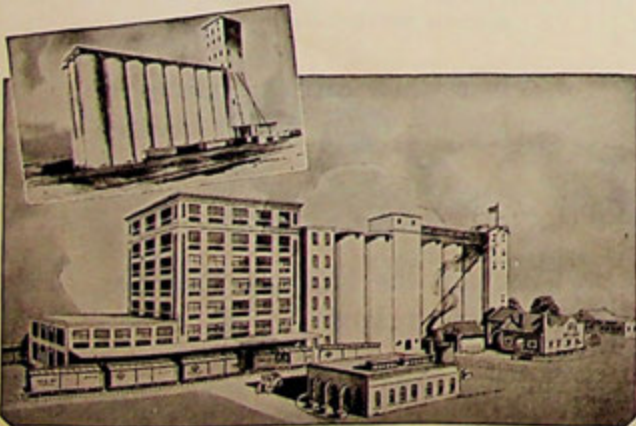


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TWO splendid flours from Kansas that are always competitive in QUALITY and PRICE.

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Millers of the Highest Grade Red Winter Wheat Flours  
Correspondence Capacity, 1,500 bbls.  
Invited from agents in all markets.

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Milled from hard Turkey wheat  
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The Rodney Milling Co.  
KANSAS CITY, MO.

Eastern Representatives  
Seaboard Flour Corporation  
BOSTON, MASS.

## Terms and Customs in Export Wheat Trade

(Continued from page 453.)

The sale may be for deferred shipment, several months later. If one will compare the exports of the month with the position during that month of the spread between Chicago futures and Liverpool futures, he will encounter months in which it is clear that the exports could not have represented sales during the month.

Finally, when wheat is exported from east of the Alleghenies, from Pacific ports, or from northern Texas and southern Oklahoma through Galveston, the shipping differentials from Chicago (and Kansas City) do not apply. Not infrequently, certain types of wheat are so cheap on the Pacific Coast as to facilitate export to Europe when the margin between Chicago futures and Liverpool futures is narrow. Of more importance is the relation of the country tributary to Galveston. When the lower fringe of the hard winter wheat belt raises more wheat than the local mills are able to absorb, this wheat must go abroad or to Kansas City. The distance to Galveston is short, and the freight rate relatively low; the distance to Kansas City is considerably longer, and the freight rate relatively high. Directly after the harvest the exportable surplus of wheat tributary to Galveston is apt to be in "distress," in the sense that exports are sought in order to avoid carrying charges. Therefore, both for wheat and flour, July-September are favorable months for export from Galveston, and, within limits, quite irrespective of the spread between Chicago and Liverpool. The notable exports during July-September, 1929, were largely the result of shipments from Galveston, consequent on the relatively abundant crop in Texas and southern Oklahoma.

It is of course to be recognized that weekly averages offer merely general indications. The exporter does not work on averages, but on specific bids and quotations. It is possible for the average spread of a week to appear unfavorable for export, while on one day the spread was wide enough to enable exports to be worked. Strictly speaking, one ought perhaps to contrast the closing price of Liverpool with the lowest Chicago quotation subsequently on the same day. For the purpose of the present discussion these refinements are unnecessary, since the averages of spreads correspond with the trends of export.

There is a natural seasonal trend in export price parity. At the time of the year most appropriate for export there is marketing pressure, which tends to depress the price of domestic futures and widen the spread between domestic futures and Liverpool, and also often drives cash wheat to a significant discount under the future. This seasonal relation is to be seen more or less distinctly during the crop year in each major wheat exporting country. When for any reason domestic merchants accumulate stocks at the time when marketing pressure usually depresses the domestic price, the spread between domestic futures and Liverpool does not widen and the seasonal flow of exports does not occur.

#### LOW PRICED SPOT WHEAT

An apparent contradiction to the statement that wheats flow from exporting countries to western Europe only with export price parity is to be found in the familiar experience that it is usually possible to purchase on the spot market in the large cities of western Europe parcels of wheat at prices lower than the prices of the day in the countries of origin, adjusted to the c.i.f. basis. This circumstance, which was considered in detail in the investigations of the British Royal Commission on Food Prices in 1925, if taken at its face value, would imply either that the merchants engaged in international trade are working for nothing (or at a loss) or that the rule of export price parity does not hold.

When the circumstance is analyzed, neither of these inferences obtains. The amounts of wheat involved are usually not large, and all varieties are not avail-

(Continued on page 156.)



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FLOURS  
MADE ANYWHERE

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ARKANSAS CITY, KANSAS

**Fisher's**  
THE largest and most modern flour mill and elevators on the Pacific Coast with storage capacity at our mills of 2,500,000 bushels, together with more than one hundred elevators and warehouses in the choicest milling wheat sections of Montana, Idaho and Washington, insure the uniformity of all Fisher's Flours.  
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Domestic and Export Millers  
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Also Choice Blue-stem and Hard Spring Patents

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An Excellent Flour at a Fair Price Is

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Frank M. Cole, Gen'l Mgr.  
**FLOUR and FEED STORAGE**  
Costs little more than in your own warehouse  
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Soft Winter and Blue-Stem Wheat Flours

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Futures . Receivers . Shippers  
MILLING WHEAT

## Terms and Customs in Export Wheat Trade

(Continued from page 454.)

able. Second-hand prices, rather than first-hand, are conspicuous in such transactions. There is usually more or less distressed wheat in, or headed for, western European markets. A miller or a grain dealer may have imported more than the cash market readily absorbs. Arbitrage and forward selling influence cash prices. Differences in cost between unloading into storage and unloading "over side" directly to the processor enter into the situation.

Sometimes the Liverpool futures contract is quoted under the parity of c.i.f. cost (Liverpool futures usually represent the cheapest wheat, quality considered, in Europe), and under these circumstances hedging may operate to make certain parcels of wheat salable at a lower spot price. There is considerable reselling in these markets, which is a speculation in cash wheat, and the reseller often tires of holding certain parcels.

Not infrequently parcels arrive in Europe at extraordinarily low liner rates; a shipowner may have bought wheat in order to get a cargo, and may wish to unload on arrival. The reseller, in actuality, may be an exporter or a jobber in distress in the country of origin. The exceptions only prove the rule, though the circumstance serves to make the observer cautious in applying the inclusive shipping differential to the futures quotations in Chicago and Liverpool. Numerous indeed are the reasons why small amounts of wheat continue to move from the United States when the Chicago and Liverpool futures stand somewhat closer together than export price parity would suggest.

### DEVELOPMENT OF HEDGING IN EUROPE

Traditionally, the large European grain importing houses were conventional merchants. Drawing wheat to Europe before the war from six prominent sources of supply in close touch with exporters' surpluses and importers' requirements, they "played" the selling countries against each other and the buying countries against each other. Conversant with home stocks and transportation facilities, they secured the best terms for charters and avoided the carrying of stocks in storage. Under these circumstances, they were in position to buy for cash (either f.o.b. country of origin or c.i.f. Europe) and to sell for cash without hedging, and it was the going rule of the trade that an experienced international grain merchant ought to outguess the market seven times out of twelve. It was traditional that the cheapest wheats in the world were secured by British merchants; and while these wheats were often sold to continental countries on price bulges, so much remained in the United Kingdom that it enjoyed the cheapest bread in the world. In the decade before the war, however, European importers began to pay more attention to hedging.

Since the war, conditions have changed in favor of the extended use of hedging by European importers. Imports from India and from Russia have been inconspicuous, except for the current year, in the case of Russia. Imports from the

Southern Hemisphere are largely under the control of the European importers. Imports from North America are closely connected with trading on the grain exchanges of the United States and Canada.

There is one active futures market in Europe, at Liverpool, the ruling market. Liverpool futures register the basis on which there is conducted an international trade in wheat approaching or exceeding 500,000,000 bus. Sometimes cash wheat sells in Winnipeg, Chicago and Kansas City significantly above or below futures; in Europe, spot prices may fluctuate above or below Liverpool futures. The cash price is what the exporter pays in the United States, directly or indirectly; the spot price is what the importer receives in Europe, directly or indirectly. Nevertheless, futures prices represent the base line of operations on each side. Hedging has gradually become more advantageous to the European importer as an insurance and in facilitation of transactions. Probably the commonest method of importing wheat into Europe at present (especially into the United Kingdom, and particularly from North America), is to close the deal on bid or on tender c.i.f., with hedging in Liverpool, or Chicago, or Winnipeg, delivery of the wheat in the vessel in port to the importer, and final closing out of the hedge at the most favorable date before maturity.

Thus, exporter and importer meet at the port of destination and here the price computations apply. This holds even when the European importer hedges in Chicago, as is often the case. On account of the high costs of delivery from vessel against wheat futures in Liverpool, practically all business is done on the c.i.f. basis. Importers do not hedge all transactions, but mix hedged trading with speculative trading; and when the importer uncovers what he regards as a bargain, he is inclined not to hedge the transaction.

### THE WHEAT CARRY-OVER

When a wheat exporting country has a small exportable surplus, the domestic price may rise above export parity; on the other hand, even with a small exportable surplus, the domestic wheat price may remain on the export level. Under such circumstances, particular factors influence the domestic price in one or the other direction, and the case need not detain us here. When a wheat exporting country has a large exportable surplus, the domestic price must approximate export parity (shipping differential and quality considered), or wheat remains unshipped to appear in an enlarged carry-over. When an exporting country disposes of its surplus, this indicates that export price parity has obtained; looking forward, if export price parity does not obtain, this indicates that, if the relation continues, an unusual amount of the surplus will be carried over into the new crop year.

Whenever two countries (let us say Argentina and Australia) disposed of their surpluses and entered the new crop year with the customary low carry-over, while two other countries (let us say Canada and the United States) did not dispose of their surpluses but entered the new crop year with unusually high carry-overs, three possible explanations are available: (1) The wheats of North America were so poor and those of the Southern Hemisphere so good that Europe preferred wheat from the Southern Hemisphere, with Canada and the United States refusing to take appropriate discounts for low quality; (2) The wheats of Argentina and Australia stood below export parity, while those of Canada and the United States stood at export parity, on the basis of price quotations, quality considered; (3) The wheats of Argentina and Australia stood at export parity, while those of Canada and the United States stood above export parity, quality considered.

When the situation is appraised from the side of the importers, of these three possible explanations the last one has held in recent years. The spread between Chicago and Liverpool necessary

(Continued on page 458.)

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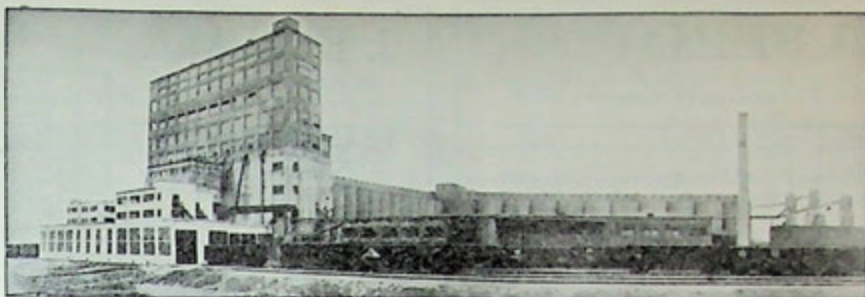
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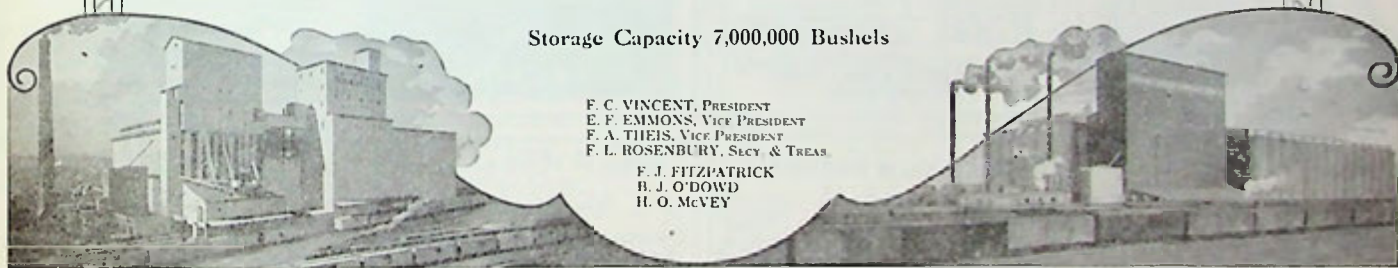
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Russell Milling Co.  
Montana Flour Mills Co.  
Red Wing Milling Co.  
Shellabarger Mill & Elevator Co.  
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Reference: Merchants National Bank,  
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Domestic **FLOUR** Export

F-18 Produce Exchange NEW YORK

**Terms and Customs in Export Wheat Trade**

(Continued from page 456.)

to establish export parity can never be stated to the cent. Only occasional exports can be consummated when futures in Chicago stand within 10c of futures in Liverpool; when the spread is 15c, considerable amounts of wheat can be exported, type and quality considered; when the spread is 20c, European importers can pick and choose freely in the United States.

Below a certain point, exports are practicable only by reason of particular circumstances—quality, adaptability, position, distress of holders, or extraordinarily low freight rate, with the circumstances expertly exploited by ingenuity of exporters. These may be not ineptly called "specialty" exports. Above a certain point, exports become more or less routinely practicable, and the movement depends on competitive circumstances of quality and type in the importing country. Such exports may be not ineptly termed "bulk" exports. Export price parity implies not specialty exports, but bulk exports, the free movement of United States wheat into European markets in competition there with wheats of other countries on the basis of quality and type. The line of export price parity, the spread between futures in Chicago and Liverpool necessary to permit of free movement of wheat across the Atlantic Ocean, is not rigid but flexible, and the range varies from time to time. It is largely due to the lack of accurate and timely data that wheat export price parity cannot be sharply defined at any time; but the experts of the trade know when wheat is on the export basis and when not.

EDITOR'S NOTE.—Installments of this treatise by Dr. Taylor appeared in THE NORTHWESTERN MILLER of April 15 and 29. Other installments are scheduled for publication in early issues.

**Slicing by Retailers Is Chicago Topic**

The slicing of bread in the retail bakery was an important topic before the regular April meeting of the Chicago South Side Master Bakers' Association. The excellent work which the entertainment committee of the South Side association has been doing was rewarded at the meeting when the members voted to exempt the committeemen from payment of dues for one year in recognition of their services. Just preceding this action, George Popp, treasurer, reported substantial returns from the masquerade recently promoted by the committee.

**Dallas Bakers to Go "On the Air"**

The Dallas Retail Bakers' Association is planning to "go on the air" with the idea of bringing the neighborhood bakery closer to bread and cake consumers. At the recent meeting of the organization the question of a half-hour program over the radio every week was discussed at length and the proposals made by the Dallas radio stations submitted. The retailers have been discussing the question of "taking the air" since the big wholesale houses began broadcasting. It is probable that the retailers will start broadcasting during May.

**Maine Bakers Ask Standard Weight Law**

At a recent meeting at Portland, Maine, the bakers of that state voted to ask the legislature to enact a uniform weight law for bread, starting with the pound as a minimum size and increasing by quarter pound steps to four pounds.

It has been decided by the Maine bakers that they will hold monthly meetings. At a meeting in Lewiston, just prior to the Portland meeting, Fred R. Walton was elected chairman of the group, and H. D. Likins was asked to serve as secretary.



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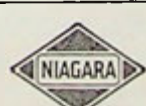
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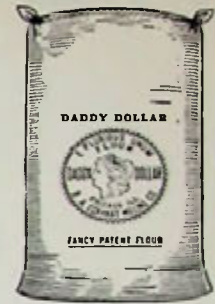
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