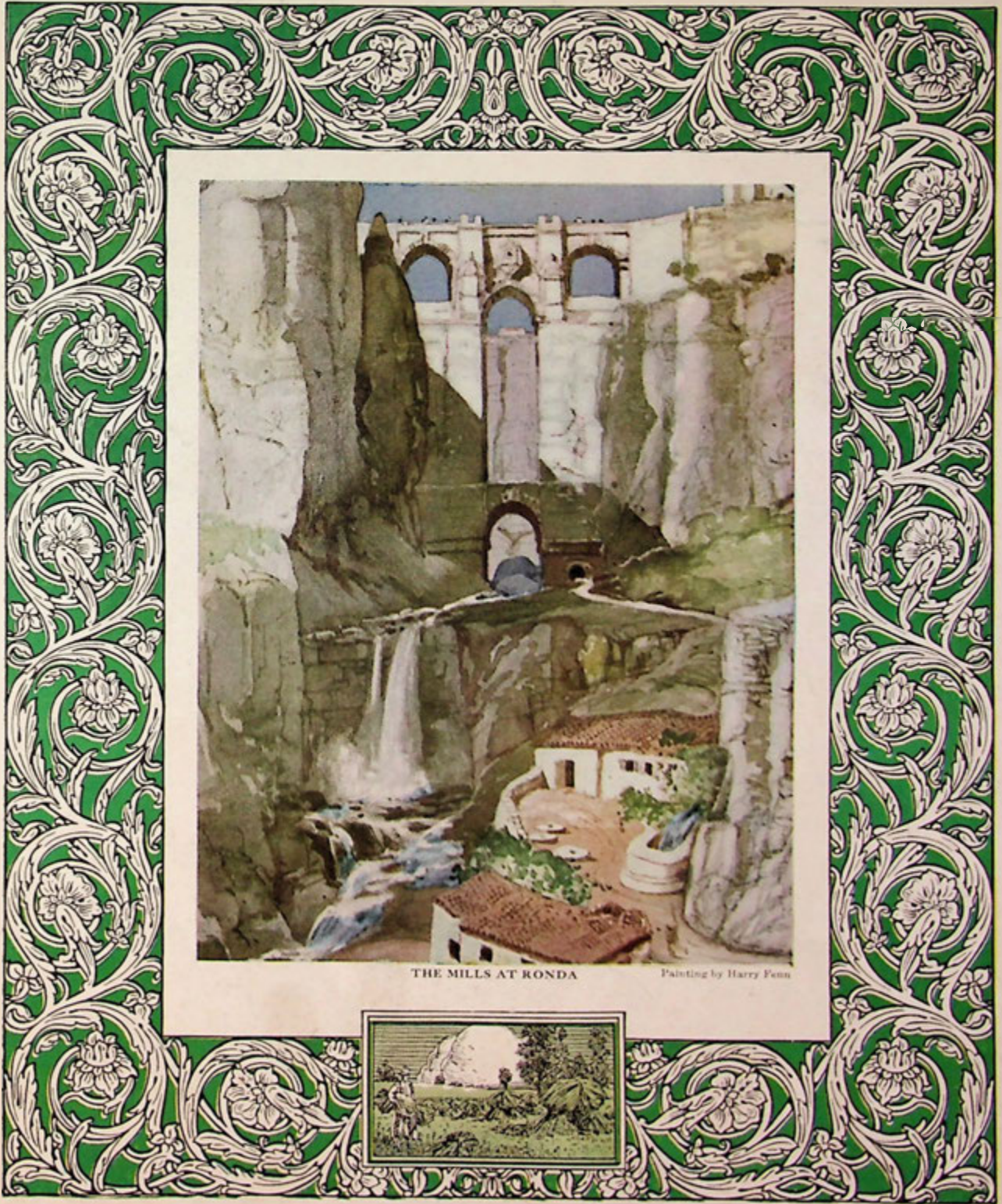


12 JAN 1932

L.L.
THE RESEARCH ASSOCIATION

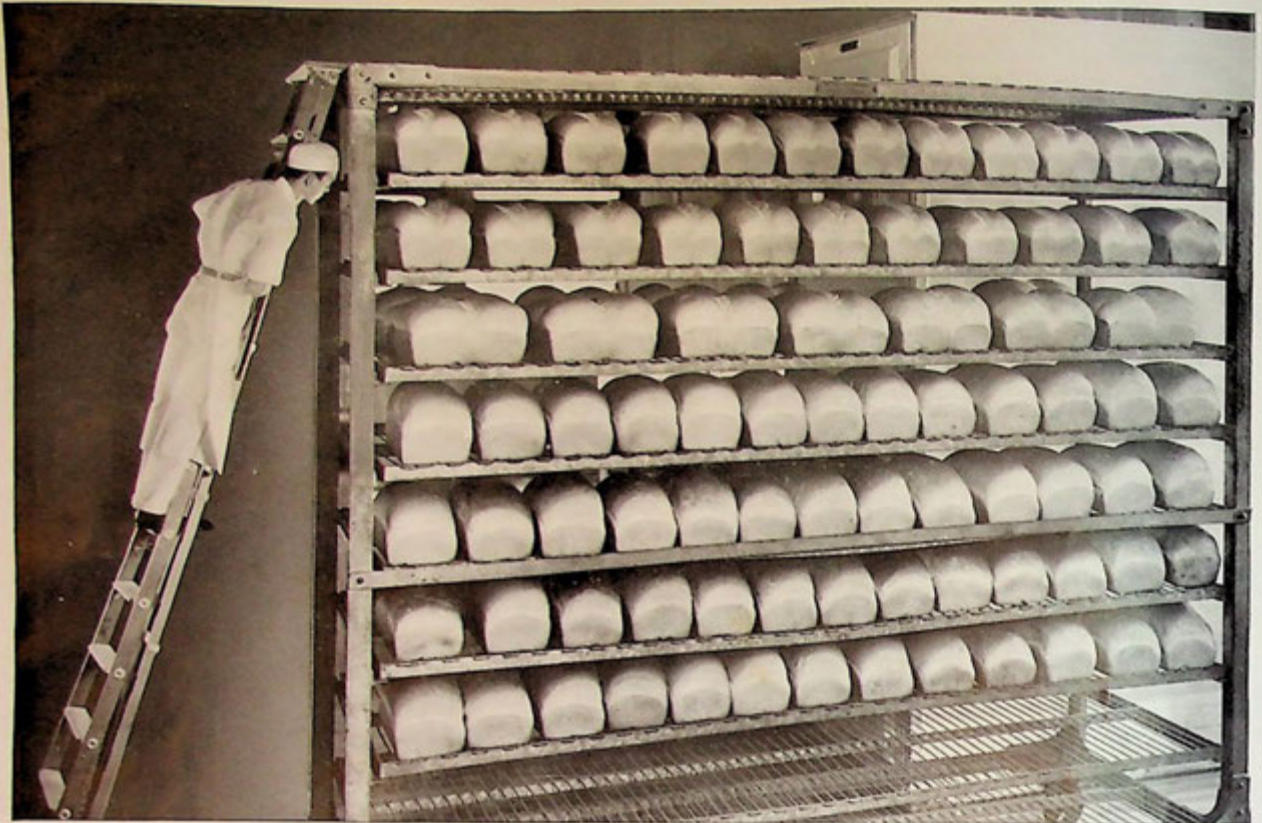
The Northwestern Miller



THE MILLS AT RONDA

Painting by Harry Fenn

DECEMBER 30, 1931



Another actual photograph taken in our Minneapolis Bakery

The Secret of Good Bread

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

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

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

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

INTERNATIONAL MILLING COMPANY
Minneapolis, Minnesota Buffalo, New York



SEAL OF MINNESOTA

FLOUR MILLED FROM TESTED WHEAT



To Our Friends Everywhere in
the Trade
We Extend Best Wishes for

A Merry Christmas
and
A Happy New Year

RED STAR MILLING CO.
WICHITA, KANSAS



“Boomerang Bread” Costs You Money

Stale returns cut deep into net profits!

THE other day we stood on the receiving platform back of a bakery and watched several trucks back up and dump stale bread onto the platform. The sight was enough to bring tears to the eyes of a stone image.

Many bakers claim that under keenly competitive conditions the evil of returned stales is one that cannot be avoided in our industry. Others insist that a proper study of the market, and the production

of a bread that stays fresh longer, will do wonders to cut down this fearful waste.

It is a fact that no matter what the conditions may be in your market, a loaf of bread that keeps its fresh appearance for some time is a lot less likely to come back in the dump-truck. You've seen many a housewife refuse to buy a loaf of bread, baked just a few hours before, because she could feel through the wrapper that the structure had become hard.

There is one sure remedy for this condition—a strong, high gluten flour that is absolutely uniform and dependable. Such a flour will take sufficient moisture to keep the bread fresh. More than that, it will produce exactly the same kind of bread day after day—once you get started right you'll have properly moist, lasting bread every day, because you'll strike no unexpected changes in your flour. That's the answer to your problem—a uniform, dependable, high-gluten flour like Pillsbury's. It may cost you a few cents more per barrel at the start. But if your percentage of stales is cut from 6% or 7% to a figure that is less disastrous, you'll agree that those few extra cents are the best money you ever spent.

Pillsbury's Bakery Flours

OUR TWELVE-YEAR RECORD

A Roll Call of the Major Operations in Construction for the Milling and Grain Industry—Our Exclusive Field

- GOERZ FLOUR MILLS CO., Newton, Kansas
Concrete Office
- OKLAHOMA MILL CO., Kingfisher, Okla.
Concrete Mill Building
- SHAWNEE MILLING CO., Shawnee, Okla.
300,000-bu Concrete Elevator
- FARMERS UNION MERCANTILE CO., Norborne, Mo.
20,000-bu Tilt Elevator
- CLARK & KELLER SEED CO., Shawnee, Okla.
Brick Warehouse
- WESTERN STAR MILL CO., Salina, Kansas
Concrete Tempering Bins and Cleaning House
- EL RENO MILL & ELEVATOR CO., El Reno, Okla.
Concrete Office Building
- RYAN GRAIN CO., McCracken, Kansas
Iron-clad Elevator at Hargrave, Kansas
- FARMERS' ELEVATOR CO., Rushville, Mo.
20,000-bu Concrete Elevator
- MAY GRAIN CO., Independence, Mo.
20,000-bu Concrete Elevator
- WALNUT CREEK MILLING CO., Great Bend, Kansas
250,000-bu Concrete Elevator
- ISMEIT-HINCKE MILLING CO., Kansas City
Concrete Cereal Plant at Bonner Springs, Kansas
- YUKON MILL & GRAIN CO., Yukon, Okla.
Concrete and Brick Mill Building
- PEARLSTONE MILL & ELEVATOR CO., Dallas, Texas
175,000-bu Concrete Elevator
- PONCA CITY MILLING CO., Ponca City, Okla.
65,000-bu Concrete Elevator
- UNIVERSAL MILLING CO., Fort Worth, Texas
Concrete Feed Plant Building
- H. D. LEE FLOUR MILLS CO., Salina, Kansas
300,000-bu Elevator and Tempering Bins
- THE BLAIR MILLING CO., Atchison, Kansas
Concrete Mill and Elevator
- RUSSELL MILLING CO., Russell, Kansas
Tempering Bins and Cleaner House
- PEARLSTONE MILL & ELEVATOR CO., Dallas, Texas
Additional Storage, 110,000 bus.
- RUSSELL MILLING CO., Russell, Kansas
30,000-bu Concrete Elevator at Balta, Kansas
- GOERZ FLOUR MILLS CO., Newton, Kansas
Concrete Warehouse
- SMITH BROS. GRAIN CO., Fort Worth, Texas
150,000-bu Concrete Tanks
- RALSTON-PURINA CO., Kansas City, Mo.
Warehouse, Mill Buildings, Office, Elevator, etc.
- HARDEMAN-KING CO., Oklahoma City, Okla.
Feed Mill, Warehouse and Elevator
- ABILENE FLOUR MILLS CO., Abilene, Kansas
65,000-bu Concrete Storage
- E. G. RALL GRAIN CO., Fort Worth, Texas
200,000-bu Concrete Storage
- KIMBELL MILLING CO., Fort Worth, Texas
650,000-bu Concrete Elevator
- WASHBURN CROSBY CO., Minneapolis, Minn.
800,000-bu Concrete Storage at Kansas City
- LIBERTY MILLS, San Antonio, Texas
300,000-bu Concrete Elevator
- W. J. LAWTHER MILLS, Dallas, Texas
Feed Mill and Elevator
- CHICKASHA MILLING CO., Chickasha, Okla.
125,000-bu Storage and Brick Warehouse
- KIMBELL MILLING CO., Fort Worth, Texas
250,000 bus Additional Storage
- EL RENO MILL & ELEVATOR CO., El Reno, Okla.
220,000-bu Additional Storage and Cleaner House
- EAGLE MILLING CO., Edmond, Okla.
100,000-bu Concrete Storage
- WM. KELLY MILLING CO., Hutchinson, Kansas
250,000 bus Storage Bins
- ACME MILLING CO., Oklahoma City, Okla.
200,000 bus Storage Bins
- AMERICAN MAID FLOUR MILLS, Houston, Texas
500,000 bus Concrete Storage
- WASHBURN CROSBY CO. (Minneapolis), Kansas City
1,100,000 bus Elevator and Storage
- SECURITY ELEVATOR CO., Hutchinson, Kansas
200,000 bus Storage Bins
- YUKON MILL & GRAIN CO., Banner, Okla.
20,000-bu Concrete Elevator
- ABILENE FLOUR MILLS CO., Abilene, Kansas
70,000 bus Storage Bins
- PEARLSTONE MILL & ELEVATOR CO., Dallas, Texas
300-bbl Corn Men Mill
- WASHBURN CROSBY CO. (Minneapolis), Kansas City
Flour Mill, Feed Plant, Blending Plant and Warehouse
- COLLINGSWOOD GRAIN CO., Pretty Prairie, Kansas
80,000-bu Concrete Elevator
- ENID TERMINAL ELEVATOR CO., Enid, Okla.
510,000-bu Concrete Terminal Elevator
- SOUTHWEST TERMINAL ELEVATOR CO., Enid, Okla.
510,000-bu Reinforced Concrete Terminal Grain Elevator
- KIMBELL MILLING CO., Fort Worth, Texas
350,000-bu Concrete Storage Annex
- DEWEY PORTLAND CEMENT CO. (Kansas City),
Davenport, Iowa
Reinforced Concrete Stock and Pack House
- INTERNATIONAL MILLING CO. (Minneapolis),
Davenport, Iowa
125,000-bu Concrete Storage Annex
- RAMON GONZALEZ, Nuevo Laredo, Tamps, Mexico
200-bbl Reinforced Concrete Flour Mill
- RED STAR MILLING CO., Wichita, Kansas
1,300,000-bu Concrete Storage Annex
- INTERNATIONAL MILLING CO. (Minneapolis),
Buffalo, N. Y.
1,600,000-bu Concrete Elevator
- NEW ERA MILLING CO., Arkansas City, Kansas
125,000 bus Additional Storage
- RALSTON-PURINA CO. (St. Louis, Mo.), Nashville,
Tenn.
225,000-bu Concrete Work House
- EL RENO MILL & ELEVATOR CO., El Reno, Okla.
268,000 bus Additional Concrete Storage
- ENID TERMINAL ELEVATOR CO., Enid, Okla.
500,000 bus Additional Storage
- SOUTHWEST TERMINAL ELEVATOR CO., Enid, Okla.
500,000 bus Additional Storage
- COLLINGSWOOD GRAIN CO., Collins, Kansas
100,000-bu Concrete Elevator
- ACME MILLING CO., Oklahoma City, Okla.
110,000 bus Additional Storage
- WILLIAM KELLY MILLING CO., Hutchinson, Kansas
250,000 bus Additional Storage
- ACME MILLING CO., Hopkinsville, Ky.
Warehouse and 1,000-bbl Mill, Designed, Erected,
and Machinery Installed
- BARTON COUNTY FLOUR MILLS CO., Great Bend,
Kansas
75,000-bu Concrete Elevator
- D. H. GRANDIN MILLING CO., Jamestown, N. Y.
75,000-bu Concrete Milling Elevator
- PARIS MILLING CO., Paris, Texas
200,000 bus Concrete Storage
- DEWEY PORTLAND CEMENT CO., Davenport, Iowa
Additional Storage for Cement
- J. C. WIALEY ELEVATOR, Lubbock, Texas
500,000-bu Concrete Elevator with Head House
- GREAT WEST MILL & ELEVATOR CO., Amarillo,
Texas
500,000-bu Concrete Elevator and Head House
- PEARLSTONE MILL & ELEVATOR CO., Dallas, Texas
300,000 bus Additional Storage
- INTERNATIONAL MILLING CO. (Minneapolis),
Buffalo, N. Y.
650,000 bus Additional Storage
- PILLSBURY FLOUR MILLS CO. (Minneapolis), Enid,
Okla.
3,000-bbl Mill and 750,000-bu Concrete Elevator
- RALSTON-PURINA CO. (St. Louis), Minneapolis, Minn.
Concrete Head House and 70,000-bu Screenings
Elevator
- CHICKASHA MILLING CO., Chickasha, Okla.
300-bbl Corn Mill, 300,000-bu Elevator, Office and
Warehouse
- SECURITY ELEVATOR CO., Hutchinson, Kansas
350,000-bu Additional Storage
- WOLF MILLING CO., Ellinwood, Kansas
80,000 bus Additional Storage
- WESTERN TERMINAL ELEVATOR CO., Hutchinson,
Kansas
250,000-bu Concrete Elevator
- RUSSELL MILLING CO., Russell, Kansas
100,000 bus Additional Storage
- WILLIS NORTON CO., Topeka, Kansas
500,000 bus Additional Storage
- PILLSBURY FLOUR MILLS CO. (Minneapolis), Enid,
Okla.
750,000 bus Additional Storage
- TERMINAL GRAIN CORP., Sioux City, Iowa
500,000 bus Additional Storage
- RALSTON-PURINA CO. (St. Louis), Kansas City, Mo.
Hay Warehouse
- WESTERN TERMINAL ELEVATOR CO., Hutchinson,
Kansas
300,000 bus Additional Storage
- DEWEY PORTLAND CEMENT CO., Davenport, Iowa
Cement Storage
- STAFFORD COUNTY FLOUR MILLS CO., Hudson, Kan.
75,000 bus Additional Storage
- WALL-ROGALSKY MILLING CO., McPherson, Kansas
150,000 bus Additional Storage
- KIMBELL MILLING CO., Fort Worth, Texas
525,000 bus Additional Storage
- RALSTON-PURINA CO. (St. Louis), Denver, Colo.
Complete Feed Mill and Elevator
- INLAND MILLING CO., Des Moines, Iowa
128,000 bus Additional Storage
- ARCADE FARMS MILLING CO., Kansas City, Mo.
28,000-bu Concrete Elevator
- INTERNATIONAL MILLING CO. (Minneapolis),
Buffalo, N. Y.
1,100,000 bus Additional Storage
- GENERAL MILLS, INC. (RED STAR UNIT), Wichita,
Kansas
1,500,000-bu Concrete Elevator
- PILLSBURY FLOUR MILLS CO. (Minneapolis), Enid,
Okla.
1,000,000 bus Additional Grain Storage
- TEXHOMA ELEVATOR CO., Texhoma, Okla.
100,000-bu Concrete Elevator
- BUTLINGTON ELEVATOR CO., Omaha, Neb.
800,000-bu Concrete Elevator
- E. G. RALL GRAIN CO., Fort Worth, Texas
200,000 bus Additional Storage
- GENERAL MILLS, INC. (OKLAHOMA CITY UNIT),
Oklahoma City, Okla.
500,000-bu Elevator, Office and Warehouse
- PILLSBURY FLOUR MILLS CO. (Minneapolis), Spring-
field, Ill.
3,000-bbl Mill, Cereal Mill, Warehouse and 1,300,000-
bu Elevator
- PILLSBURY FLOUR MILLS CO. (Minneapolis), Atchi-
son, Kansas
100,000-bu Elevator and Drier
- SECURITY ELEVATOR CO., Hutchinson, Kansas
650,000 bus Additional Storage
- W. J. LAWTHER MILLS, Dallas, Texas
100,000 bus Additional Storage and Warehouse
- DEWEY PORTLAND CEMENT CO., Davenport, Iowa
Additional Cement Storage
- ARNOLD MILLING CO., Sterling, Kansas
100,000-bu Concrete Elevator
- DODGE CITY TERMINAL ELEVATOR CO., Dodge
City, Kansas
500,000-bu Concrete Elevator
- GALVESTON WHARF CO., Galveston, Texas
4,500,000-bu Concrete Elevator
- RALSTON-PURINA CO. (St. Louis), Kansas City, Mo.
300,000 bus Additional Storage
- RALSTON-PURINA CO. (St. Louis), Davenport, Iowa
500,000 bus Additional Storage
- RALSTON-PURINA CO. (St. Louis), Buffalo, N. Y.
500,000 bus Additional Storage
- KIMBELL MILLING CO., Fort Worth, Texas
800,000-bu Concrete Elevator
- OKLAHOMA WHEAT POOL ELEVATOR CORP., Enid,
Okla.
1,000,000-bu Concrete Elevator
- THEO. STIVERS MILLING CO., Rome, Georgia
600-bbl Concrete Flour Mill
- PONCA CITY MILLING CO., Ponca City, Okla.
350,000 bus Additional Storage
- WESTERN TERMINAL ELEVATOR CO., Hutchinson,
Kansas
600,000 bus Additional Storage
- DIAMOND MILL & ELEVATOR CO., Sherman, Texas
100,000 bus Additional Storage
- DES MOINES ELEVATOR & GRAIN CO., Des Moines,
Iowa
350,000 bus Additional Storage
- RALSTON-PURINA CO., St. Louis, Mo.
Concrete Feed Mill and Elevator
- GLOBE GRAIN & MILLING CO., Ogden, Utah
750,000 bus Additional Storage
- G. B. R. SMITH MILLING CO., Sherman, Texas
300,000 bus Additional Storage
- INTERNATIONAL MILLING CO. (Minneapolis),
Buffalo, N. Y.
1,500,000 bus Additional Storage
- KIMBELL MILLING CO., Fort Worth, Texas
500,000 bus Additional Storage
- HALLARD & HALLARD CO., Louisville, Ky.
750,000 bus Additional Storage
- DEWEY PORTLAND CEMENT CO. (Kansas City, Mo.),
Iweey, Okla.
Rock Storage
- RALSTON-PURINA CO., St. Louis, Mo.
350,000-bu Concrete Working House
- UNITED MILLS CO., INC., Grafton, Ohio
300,000-bu Concrete Elevator
- KIMBELL MILLING CO., Fort Worth, Texas
600,000 bus Additional Storage
- SHAWNEE MILLING CO., Shawnee, Okla.
230,000 bus Additional Storage
- BARTON COUNTY FLOUR MILLS CO., Great Bend,
Kansas
137,000 bus Additional Storage
- BOULEVAIRD ELEVATORS, INC., Kansas City, Mo.
383,000 bus Additional Storage
- ENID TERMINAL ELEVATOR CO., Enid, Okla.
720,000 bus Additional Storage
- GARRISON MILLING CO., Oklahoma City, Okla.
230,000 bus Additional Storage
- FEDERAL MILL, INC., Lockport, N. Y.
261,000-bu Concrete Elevator
- FARMERS' NATIONAL GRAIN CORP., Fremont, Neb.
180,000 bus Additional Storage
- DIAMOND MILL & ELEVATOR CO., Sherman, Texas
381,000 bus Additional Storage
- K. B. K. MILLING CO., Marquette, Kansas
90,000 bus Additional Storage

Inquire of Any of These Concerns About Our Work

JONES-HETTELSATER CONSTRUCTION CO.

Designers and Builders for Milling Companies

MUTUAL BUILDING

KANSAS CITY, MO.

American Eagle



This flour contains all of the *quality* that can be put into flour by *country milling* of wheat just as it comes to us from the farmers who grow it,—by the best milling that can be done in a fine modern mill.

The H·D·Lee Flour Mills Co.

CAPACITY 2500 BBLs.

Salina ~ Kansas

Made in Kansas

*Bread Is the Best
and Cheapest Food*

Trademark Registered



*Fifty Years of
Milling Can't
Be Wrong....*

We began milling by making the best flour we could, and we never have changed our policy. If anything, our flour this year is the very best flour we ever made.

Daily Capacity 2,500 Barrels...

Grain Storage Capacity, 1,000,000 Bushels

The
WILLIAM KELLY MILLING CO.
HUTCHINSON, KANSAS

William Kelly, President

THE UCCESSFUL AKER

pays careful attention to the quality of his raw materials.

HIGH QUALITY FLOUR is essential to HIGH QUALITY BREAD.

Beat competition by improving your loaf.

DANIEL WEBSTER

Short Patent

GOLD COIN

Standard Patent

will help you solve your problem of meeting or beating competition.

We also manufacture a complete line of RYE and WHOLE WHEAT FLOURS *of superior quality.*

EAGLE ROLLER MILL CO.

NEW ULM, MINNESOTA

Daily Capacity, 5,000 bbls Wheat Flour
1,000 bbls Rye Flour
300 bbls Whole Wheat Flour

A NATIONAL MILLING INSTITUTION



GOLD MEDAL Flour was established as a Washburn Crosby Company brand in 1880 and has the confidence of millions of housewives throughout the United States. To advertise

the fact that Gold Medal Flour is used in your products will assist greatly in establishing their high quality. This famous brand of flour is available to bakers in every part of the United States.

The WASHBURN CROSBY COMPANIES

Minneapolis Buffalo Kansas City
UNITS OF GENERAL MILLS

G E N E R A L M I L L S , I N C .

LEADING MILLS OF CANADA

A Happy New Year

and may prosperity shine
over all our many friends

WOODS MANUFACTURING COMPANY, LIMITED

COTTON . . . BAGS JUTE

MONTREAL TORONTO WINNIPEG OTTAWA WELLAND

Export Flour INSURANCE

"All Risks"

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

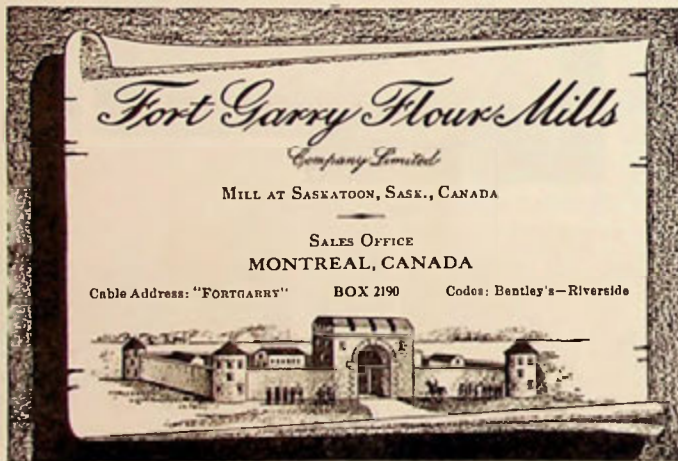
Twenty-Five Years' Experience in
Export Flour Handling

**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
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VANNATTER & CO., LTD.
TORONTO, CANADA

GRAIN FLOUR FEED

Domestic and Export
Cable Address: "VANCO"

**Canadian Hard Spring
Wheat**

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

COPELAND AND ELLIOTT

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

QUALITY UNIFORMLY MAINTAINED SINCE 1887

Lake of the Woods Milling Co., Limited

Cable Address
"HASTINGS"
Montreal



Codes
ABC 4th & 5th Editions
Riverside 1901

Makers of CANADIAN HARD SPRING WHEAT Flour

Owning and Operating
125 Wheat-Receiving Elevators in Manitoba,
Saskatchewan and Alberta

Mills at
Montreal, Brantford, Keewatin, Portage la Prairie,
Medicine Hat

Daily Capacity, 40,000 Bags of 98 lbs.

HEAD OFFICE: MONTREAL

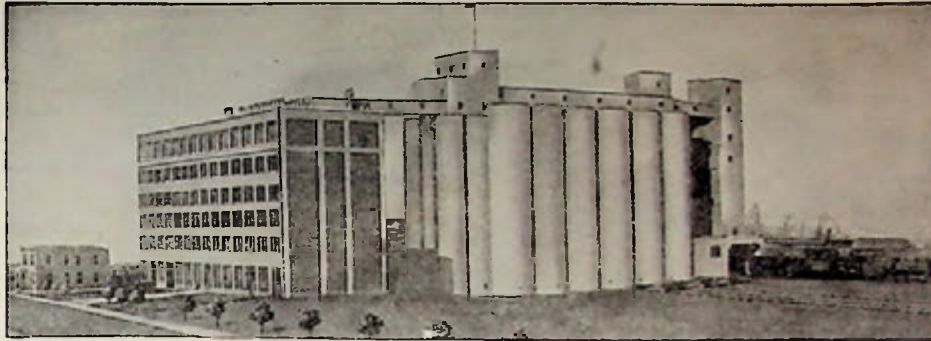
WESTERN OFFICE: WINNIPEG

Offices:

TORONTO, OTTAWA, QUEBEC, ST. JOHN, N. B., HAMILTON, BRANTFORD, SUDBURY, LONDON,
SAULT STE. MARIE, FORT WILLIAM, KEEWATIN, MEDICINE HAT, PORTAGE LA PRAIRIE,
CALGARY, MOOSE JAW, REGINA, EDMONTON, VANCOUVER, - VICTORIA

COMPETITION ONLY STIMULATES OUR SALES

CHOICEST
CANADIAN
HARD SPRING
WHEAT
AND
PERFECT
MILLING
FACILITIES
HAVE
PLACED
OUR
PRODUCTS
IN THE
VAN



BRANDS
"Victory"
"Prairie
Blossom"
"Woodland"
"Homeland"

MILLS
MONTREAL
HAMILTON
BRANTFORD
Capacity, 8,000 Bbls
Cable Address:
"DOMFLOUR"
Riverside Code

OUR SEABOARD MILL AT MONTREAL

The Dominion Flour Mills, Ltd.

Branch Offices at HALIFAX, QUEBEC and TORONTO

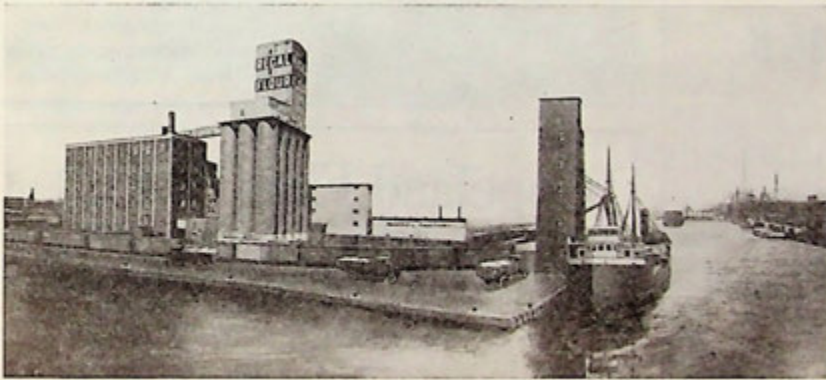
MONTREAL, CANADA

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*

THREE STARS

PURITY

MANITOBA
HARD WHEAT FLOURS

BATTLE

Mills at

WINNIPEG, GODERICH, BRANDON, CALGARY, EDMONTON, VICTORIA

.... By....

Western Canada Flour Mills Co., Limited

Head Office: TORONTO, CANADA

CABLE ADDRESS: "LAKURON"

Flour Milling Capacity, 10,000 Bbls. Daily

Rolled Oats and Oatmeal, 800 Bbls.



BY APPOINTMENT TO HIS MAJESTY THE KING

TELEGRAPHIC AND CABLE ADDRESS "OGILVIE, MONTREAL"

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



FORT WILLIAM MILLS

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

DAILY MILL CAPACITY 23,750 BARRELS

ELEVATOR CAPACITY 10,335,000 BUSHELS

WAREHOUSE CAPACITY 377,000 BARRELS

THE OGILVIE FLOUR MILLS CO., LIMITED

HEAD OFFICE: MONTREAL, CANADA

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

BRANDS — "ROYAL HOUSEHOLD," "GLENORA," "FAMOUS" AND "BUFFALO"

To all members of the Canadian flour milling and allied trades we extend heartiest

New Year Greetings



THE CANADIAN BAG CO., Limited

Factories: Montreal - Toronto - Winnipeg - Vancouver

Cable Address: "DOMBAY" - - - Office, Calcutta

HEAD OFFICE - - - MONTREAL, CANADA

LAKESIDE MILLING COMPANY Ltd.



Flour AND Feed TORONTO, CANADA

N. H. CAMPBELL, PRES. AND MGR.

J. W. CORNISH, SUPT.

CABLE ADDRESS: LAKESIDE, TORONTO

CODES: RIVERSIDE — BENTLEY

Copeland Flour Mills, Ltd.

MILLERS

CANADIAN HARD SPRING WHEAT FLOURS

Midland, Canada

Cable Address: MIDCOP. Codes: RIVERSIDE, BENTLEY, A. B. C., Etc.

Total Daily Capacity 24,500 Barrels Flour



TORONTO MILLS

Cable Address—"Shawley," Toronto, Canada



Maple Leaf Milling Co. Limited.

HEAD OFFICE - TORONTO, CANADA

MILLS AT KENORA, ONTARIO TORONTO, ONTARIO

BRANDON, MANITOBA THOROLD, ONTARIO

MEDICINE HAT, ALBERTA

PORT COLBORNE, ONTARIO

PETERBORO, ONTARIO



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

BEMIS BAGS

JUTE, BURLAP, COTTON,
PAPER BAGS, TWINE

BEMIS BRO. BAG CO.
Winnipeg Manitoba

WOLVERTON FLOUR MILLS CO., LTD.

Canadian Spring and Winter Wheat Flour

"SILVERKING" "GREAT STAR" "WOLF" "KEYSTONE"

Mills at—New Hamburg, Seaforth, St. Mary's
Cable Address: "WOLMACS" ST. MARY'S, ONTARIO, CANADA

JAMES WILSON & SONS

FERGUS, ONTARIO, CANADA
MANUFACTURERS OF
Rolled Oats, Oatmeal, Pot Barley,
Pearl Barley and Feeds
Correspondence solicited.

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TORONTO, CANADA
Cable Address: "PRAMILCO," Toronto.
Codes: A B 05th Edition, Bentley, Riverside

Canadian Flour Export Company

G. D. BRUNDRIT, Proprietor
Cable address: TORONTO, CANADA
CANFLEXCO

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THE KEYSTONE WAREHOUSE CO.
Buffalo, N. Y.

Established 1857

James Richardson & Sons, Ltd. GRAIN MERCHANTS

Owners and Operators of
Public Terminals, Private Terminals
and Country Line Elevators
Grain Receivers—Grain Shippers
Grain Exporters

If you are interested in Canadian Grain we would be glad to hear from you. We make a specialty of Millers' Trade.

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Western Branches: Winnipeg
Port Arthur
Calgary
Saskatoon
Eastern Branches: Toronto
Montreal

Export Offices:
MONTREAL

Private Wire Connections
From Coast to Coast

SPILLERS Limited

AND

VANCOUVER MILLING and GRAIN CO. Limited

EXPORT AGENTS
Vancouver Milling and Grain Co. Limited
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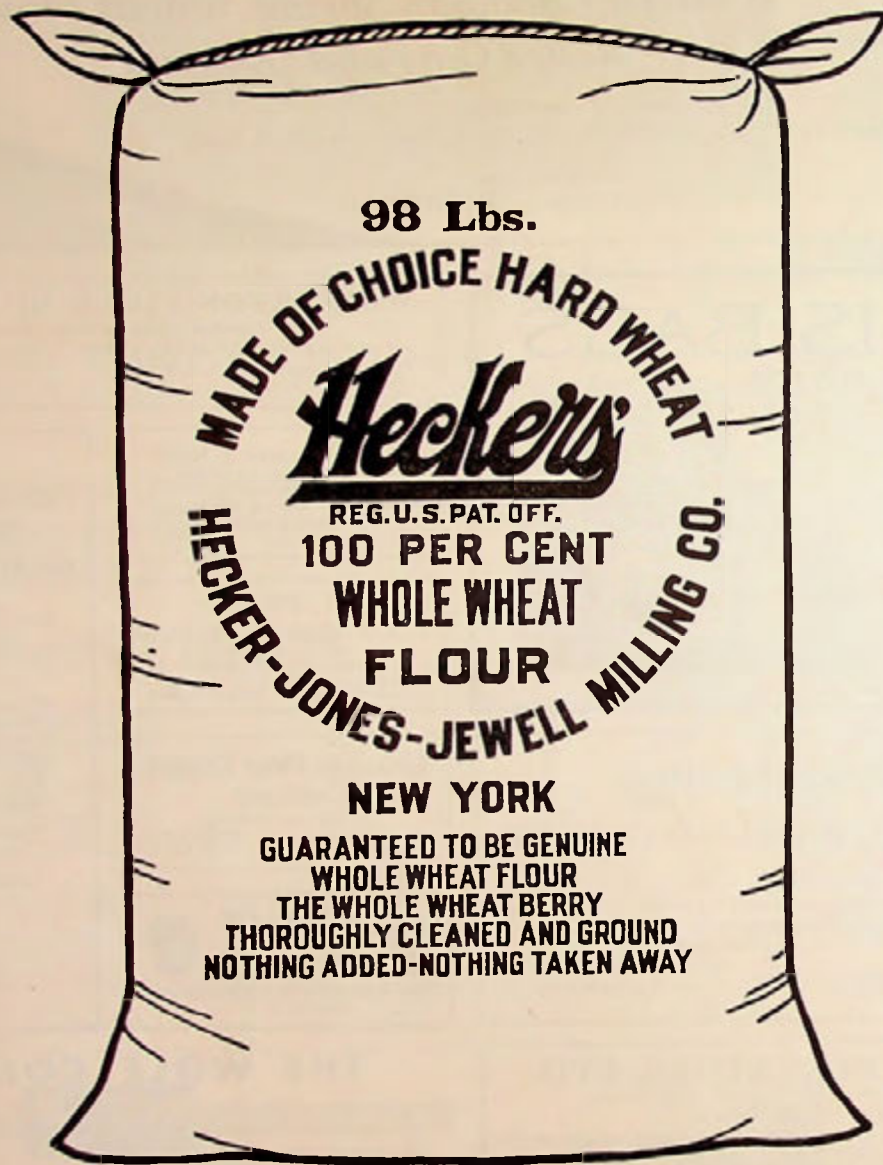


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PIONEERS IN DESIGN AND CONSTRUCTION OF
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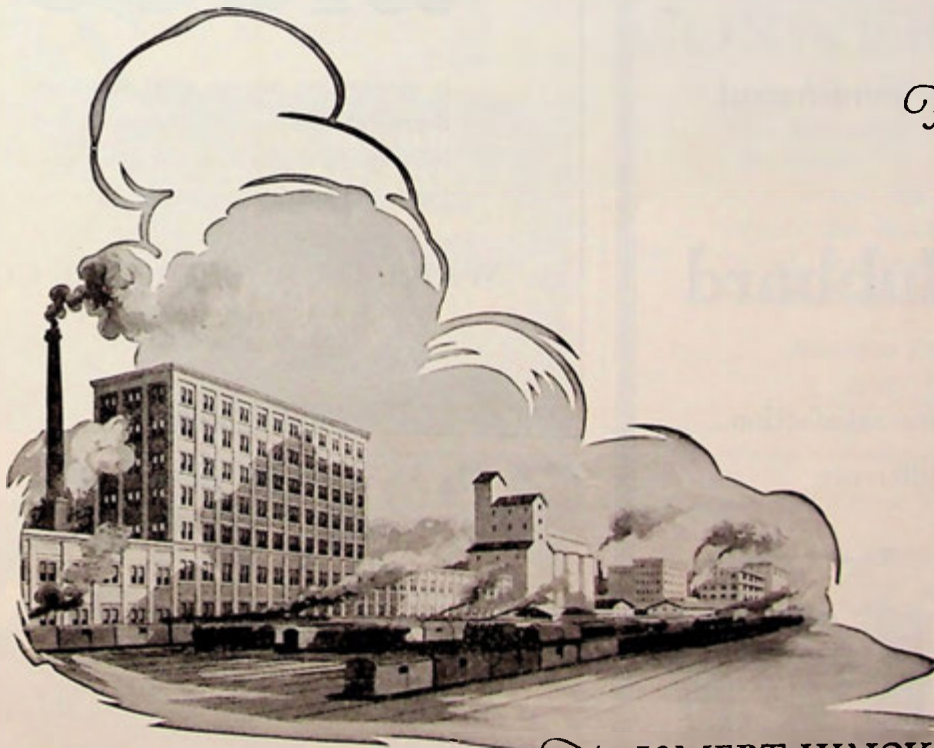


Selected wheat, finely ground to produce a product of full strength and flavor for the baker who desires to supply "honest-to-goodness" whole wheat bread.

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"I-H FLOUR" is made from first choice of the almost four hundred million bushels of wheat produced in Kansas City wheat territory this year. Our buyers just skim off the quality top of this great crop, selecting the kind that is good enough to go into this high and fine quality flour. And we mill this superexcellent wheat with a care to quality detail that insures the flour absolutely against successful quality challenge by any flour in the market.



For Bakers
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A Short Patent
THUNDERBOLT
A Reliable Flour

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Guaranteed Always All Right
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FLOUR
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**“KOMO” and
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*Daily Capacity
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is outstanding among good flours as the repeater—once used always wanted—hence the dealer knows it as a “moving item” and a sure profit producer.

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Daily Capacity 3,000 Barrels
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can fill your needs for any type of quality bread flour.

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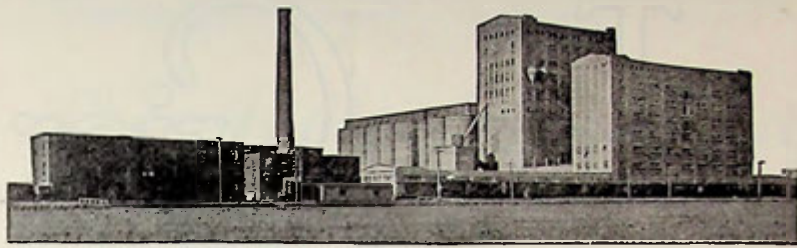
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"CERES" Montana and North Dakota Wheat used exclusively
 Highest Quality Hard Spring Wheat Flour
 Daily Capacity 1,000 Barrels
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 Highest Quality Hard Spring Wheat Flour

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



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 Capacity 1200 bbls. daily

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Just the Cream of Hard Wheat
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"SNOW WHITE" flour, a high quality spring patent.
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 Split ears a specialty
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The Flour with the Doubt and Trouble left out
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Millers of Hard Spring Wheat Flour made from the famous Red River Valley Wheat.
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Positive eradication of flour moths, weevils and all other insect pests
 SAFE AND EASY TO USE
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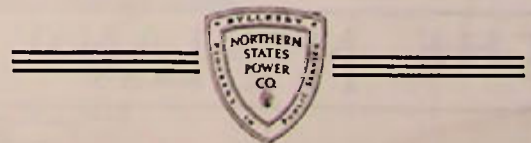
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THE distribution and transmission lines of the Northern States Power Company extend for more than eight thousand miles to the 588 cities and towns served by this company.

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

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

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



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

Town Crier

FLOUR

A NEW YEAR SUGGESTION

If your flour volume is declining
 Don't simply lay it to
 Dull business all around.
 Look the situation over.
 Be sure the flour you are handling
 Is one that will *sell* and *repeat*
 Under normal conditions.
 Be sure you are doing your part.
 Give your trade a chance.
 We can tell you of
 Jobbers who have not only saved
 But *increased* their trade
 By taking on TOWN CRIER
 FLOUR.



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

J. L. Beddoes - 1840

THE MIDLAND FLOUR MILLING CO.
 KANSAS CITY

The Judicial Mill Output for 1931

By Arthur L. H. Street

LAW reports for the year 1931 indicate that the ratio of "milling" in the courts to milling in the mills was higher for the year than during 1930. Another observation, made on a survey of the decisions of appellate courts in cases that arose in the milling industry and the flour trade, is the perennial coincidence that the flour market usually is taking a tail spin when a buyer decides that a contract he has entered into is not legally binding upon him. For 20 years I've been looking for a case where a flour purchase was repudiated on a rising market; but have gotten nothing but granulated eyelids for my pains.

How a flour sales contract legally may be confirmed, and the validity of a clause for assessing damages against the buyer on termination of the contract for his default, were the principal points decided by the United States circuit court of appeals, tenth circuit, in the case of Larabee Flour Mills Co. vs. Carignano, 49 Fed. [2d] 151. The case arose at Wilburton, Okla.

On the first point it was decided that a standard form flour sales contract was sufficiently confirmed by this brief wire: "Confirm five thousand barrels loaf six forty June 1st." The court noted that where, as in this case, an order is subject to confirmation, it must be confirmed within a reasonable time, but the confirmation need not be in writing, nor any particular form; it may be accomplished by word or act.

A standard clause, providing for assessment of damages against the defaulting buyer on a basis of one third of one cent per day per bbl as a carrying charge, plus 20c for selling cost, plus difference in wheat values, was held not to contravene an Oklahoma statute, forbidding assessment of "unconscionable and grossly oppressive damages," etc. The court pointed out that wheat value is the principal element of damage, that 20c per bbl is a reasonable approximation of loss through selling expense, and that expense for interest, taxes, insurance, unloading, storage, fumigation, etc., makes the one third cent per day charge reasonable. The court concluded: "If the parties are at liberty under the law to contract as to damages, the stipulation bears a reasonable relation to the probable damages for the breach."

EXTENDED EXTENSIONS

That the mills of the law, as well as those of the gods, "grind slowly," sometimes, is shown by the belated decision of the Oklahoma supreme court in a case where a buyer broke a contract to purchase 315 bbls flour. (Wichita Flour Mills Co. vs. Guymon Equity Exchange, 1 Pac. [2d] 657.) The contract was broken in 1921. The decision was rendered in 1931. If the case should be retried, a new decision by 1941 can be confidently expected.

The mill's salesman took an order specifying a date for delivery and a price, but advised the mill that the buyer might desire an extension as to the date of shipment. In accepting the order, the mill wrote the buyer that it would be glad to grant an extension if desired.

Successive extensions covering several months were granted before the buyer declared it would not receive the flour.

When sued for damages, the buyer claimed that it had an oral agreement with the salesman that the flour was to be delivered as needed, and should be paid for at the then prevailing market price. The trial judge allowed this plea, and a jury on the buyer's home ground found against the mill.

But the supreme court upheld the mill's contention, on appeal, that the trial judge erred in receiving testimony that contradicted the wording of the contract. A new trial was ordered.

One thing that helped the mill in the case was a letter received from the buyer, to the effect that had the value of the flour advanced the buyer would have held the mill to the contract price, and did not feel that it would be right to turn the mill down because the market price had declined.

The court applied the fundamental rule that where a written agreement does not cover all of the contract subject matter,—is an incomplete instrument,—oral agreement between the parties may be proved to supply what is not covered

by the writing, but not to contradict the written part.

A similar conclusion was reached by the Michigan supreme court in the case of Watson-Higgins Milling Co. vs. Graczyk, 234 N. W. 132. There it was decided that where the mill confirmed a purchase of rye on specified terms, and the seller's invoice conformed to those terms, he could not rely upon an oral agreement at variance with the terms thus agreed upon in writing, such oral agreement having been reached, if at all, before the parties had confirmed the contract.

CONTRACT SURVIVES MARKET

Even though the flour market dropped, the law afforded a buyer no ground for rejecting delivery, the Kentucky court of appeals ruled in the case of Hawkins vs. Midland Flour Milling Co., 34 S. W. [2d] 439.

The buyer's principal defense centered about the fact that there was no formal agreement for the purchase, he not having confirmed the written contract sent him. But the court decided that voluminous and numerous telegrams that had passed between the parties sufficed to

show a complete and binding agreement on all the essential terms.

The buyer's counsel relied upon a supposed custom of the flour trade that no contract is closed until reduced to the form of a uniform sales contract and confirmed. The court said that a trade custom could be invoked to explain ambiguities in the agreement, if any there were, but not to contradict an agreement evidenced by exchanged telegrams.

FLOUR QUALITY OBJECTIONS

The gist of the decision rendered by the Nebraska supreme court in the case of International Milling Co. vs. Stamm, 236 N. W. 146, is: If a mill shipped to a baker flour inferior to the requirements of a contract, and, on his complaint, replaced it with flour that also was inferior, he was justified in canceling the contract and in refusing to receive further delivery under it.

A similar case was passed upon by the Texas court of civil appeals—Kansas Flour Mills Corporation vs. McDonald, 32 S. W. [2d] 890. There the mill claimed breach of a contract to buy flour. No complaint was made by the buyer as to the first carload delivered and paid for. After paying for the second car, he claimed that it was discovered to be deficient in quality. He complained to the mill, which the court says apparently ignored the complaint.

"Under these circumstances," said the court, "appellee [the buyer] had the right to treat the delivery of the inferior flour as a breach of the contract and to refuse to receive and pay for subsequent deliveries contemplated thereby."

But in a third case—Plant Flour Mills Co. vs. Barag, 100 Pa. Super. 320—the Pennsylvania superior court decided that a flour buyer had waived any right to rescind on the ground that the flour delivered was not up to the agreed quality, and that he had failed to prove a basis for offsetting damages against the mill's claim for purchase price.

In that case the buyer said that he had bargained for "good" flour, and that the trade understanding required such flour to contain 11% per cent proteins, with a high gluten content. Without specifying the deficiency of the flour delivered, the buyer asserted that the protein and gluten content was "considerably less" than required by trade understanding. It was four weeks after delivery before the buyer tested the flour, and it does not appear that he ever offered to return it.

The Pennsylvania superior court decided that the buyer waived right to rescind, by failing to give notice of rescission within a reasonable time. And, although a claim for damages for deficiency in quality, if any, might have been made in offset against the mill's claim for the unpaid purchase price, it was necessary that the buyer prove the value of the flour when received, as a basis for assessing his damages. "The defendant could not keep and use the flour or exercise dominion over it as owner and yet escape liability to pay anything for it because of the bare averment that it was unsalable. The breach



Greek Women of the Fifth Century B. C. Pounding Grain in a Raised Mortar

(Continued on page 867.)

The Mammy Bakers of West Africa

From a Special Report by Charles K. Morris, Assistant
United States Trade Commissioner at Accra

NATIVES of the Gold Coast of Africa eat a type of bread that compares very favorably with that consumed in the United States and Europe, and which is far above the loaf baked for native purposes in Egypt, the Near East, and the Orient. To be sure, none of the scientific experiments carried out in the United States in order to test the quality of flour are prevalent here, but the native mammy, the big baker of the Coast, watches her bread rise with care and astuteness equal to that of a baker working in the experimental laboratories of America. She may not know the gluten and protein content of the wheat the flour was milled from, she may not know the percentage of ash, nor the viscosity of the flour, but let the barrel fail to produce the number of loaves that were formerly baked, let the loaves be smaller in size, or let the taste or the odor be slightly different, and at once a protest is entered in terms that would do justice to a purchasing agent for some big baking consolidation. She knows that bread of that type cannot be sold profitably.

Bread is consumed by all the different classes of people on the Coast. The supply, at present, comes from three different sources: bread baked by the individual for his own or family consumption, bread baked by native mummies and sold by them on the streets, bread baked by the commercial bakeries operating on the Gold Coast.

Only a small amount of the bread used comes under the first enumeration. The natives prefer to buy their bread rather than bake it themselves, if this is at all possible. Bread baked by native mummies forms the largest source of supply for Gold Coast consumers. These women buy their flour from the trading store or the native woman broker, bake the bread, and then sell it to individuals or families on credit. A mammy baker may only use one barrel of flour a month, or she may use 50, depending upon the size of her business.

A very complicated economic arrangement has grown up around this trade. A small baker will bake her own bread and peddle it through the street herself. From this beginning the system pyramids up to a mammy who may operate numerous ovens and employ a number of women to sell her bread through the streets on a commission basis. The ovens used in these native bakeries are generally swish, baked mud affairs. They are built in the shape of an igloo, about four and a half feet high and about five feet in diameter. Of course, there is no real standard size, but these seem to be the dimensions of the general run of ovens. The fire is fed through a small opening about 18 inches high and 18 inches wide in the front. The oven is heated until its temperature is sufficient for baking purposes, and then the burning embers are raked out and only the coals allowed to remain. The baking tins, often petrol tins cut in half lengthwise, are then placed in the oven by means of a stick much the same as the peel used in modern bakeries. In making the dough a type of yeast called palm yeast, made from palm wine, is used, giving the bread a peculiar sour flavor and odor. Aside from the flavor and smell, a fairly good loaf is baked. The volume is good, the texture is fair, and the loaves are always nice in appearance. Large air holes can usually be found in the loaf, however. No definite standard loaf is baked, although the usual weight is around ten ounces, and sells for threepence. The exact amount of flour used in each loaf is unknown. Each mammy has an old battered cigarette tin that has been used as a standard for a number of years, and woe to the barrel of flour that does

not turn out the same number of loaves as the previous one. Except in Kumasi, no regulations regarding sanitation have been enforced in these native bakeries. Recently, however, the local government in Accra passed an ordinance requiring the inspection and licensing of all bakers. This has not yet been enforced



Vendor of Mammy Bread on the Gold Coast of Africa

vigorously, as it would work too great a hardship on the mummies involved in the trade.

Licensed Bakeshops of Kumasi

IN Kumasi, as noted before, a similar ordinance has been in effect for a number of years, and at present there are more than 200 licensed bakeshops. Aside from Kumasi and the move recently started in Accra, no attempt is made to keep track of their operations, and as they are scattered throughout every village and hamlet in the entire colony, Ashanti, and the Northern Territories, it is impossible to know the volume of business which they carry on. It is safe

to say that by far the major portion of the bread sold in this territory is peddled through the street on the heads of the saleswomen for these native women bakers.

There are two commercial bakeries, in the western sense, operating in the colony, one in Accra and the other in Tarkwa. The one in Tarkwa is a small affair, and does very little business. The Kingsway Electric Bakery in Accra is a complete and up-to-date plant. It has been in operation three years, and during that time its business has increased 300 per cent. There are four ovens heated by fuel oil, but all the rest of the baking operations are carried out by electricity. At present the bakery uses 400 140-lb bags of flour each month, but expects to increase this to 500 before many months. The different standard loaves are baked, an 8-oz and a 16-oz loaf, but it is found that the loaves weigh 10 and 18 oz, respectively. These are sold for 3d and 6d, according to size.

Sales Plan Resented

INTERESTING tales are told of the efforts the native mammy bakers have put forward to hinder the business of the Kingsway Bakery. The sales distribution employed by this bakery is a direct sales method to the native mammy vendors. These women come to the bakery every morning, get their bread, place it on a larger wooden tray, place the tray on their heads and set out to do the day's selling. They sell on a 20 per cent commission basis, and some of them have been able to make as much as £2 per day. It is only natural that such procedure should make serious inroads upon the trade of the mammy bakers, and that they should resent it. One morning, one old mammy trader who had been earning more than £2 a day did not turn up for work. Instead, she sent word asking for the payment of her commission. The manager of the bakery was greatly surprised, as she had been doing very well, and seemed to be well satisfied. He insisted that she come and collect her commission herself. Then the story came out. Native mammy bakers had come to her and told her that her efforts and success had had a serious effect upon their trade. They said that she was absorbing their profits, and thus taking the food out of the mouths of their children. She was doing all this for the sake of making a small amount of money for herself, and a large amount for the "white master." They asked her to stop. She did. However, the effects of these affairs have had little influence upon the general trade of the bakery, and at present there are more than 100 women employed as regular street distributors.

The most serious rival that flour has is, curiously enough, another food not native to the Gold Coast; namely, rice. Rice has experienced an increase in importation practically parallel to that of flour. In 1923, rice imports totaled 144,004 cwts, while in 1927 they had grown to 206,066. In 1928 they threaten to surpass this figure, as statistics for the first ten months give the total imports as 197,066 cwts, compared to 175,489 for a like period in 1927.

About 50 per cent of the rice imported into the Gold Coast comes from India. At present there is a move on foot by the local department of agriculture to grow sufficient rice to satisfy the native demand. Extensive experiments are being carried out around Axim, and in 1927 350 long tons of rice were grown and marketed. Although the rice is of a better quality than the imported article, it has not as yet found general favor.



Street Market in a West African Village

EDITORIAL

HAPPY NEW YEAR

IF Providence in a whimsical mood should delegate to us authority to distribute blessings, and if we had courage to accept responsibility for the task, we would, of course, insure to all men the blessings of peace, health, fortune and infinitely larger charity for others. But, if we had to particularize and decide just how these blessings should be bestowed, we would be sadly troubled. We are not so sure we would know just what to do to make A Happy New Year come true. Considering the subject somewhat lightly, we believe we would wish:

For Millers.—A greater prosperity won by their own understanding and efforts rather than bestowed by the mere whim of fortune. We would have the industry take more thought of its rights and duties toward itself and less of strife among its members. We would have it blame conditions less and depend upon its own intelligence and ability more. We would have millers as eagerly conscious of their own shortcomings as they are quick to discover the weaknesses of others. We would not wish them to be good boys gazing always upon the golden rule in a gilt frame, but we would have them looking themselves over a day's end as carefully as they check up their competitors while day's work is going on. We would wish for less loose talk about "our brother miller" and more simple friendliness one with another.

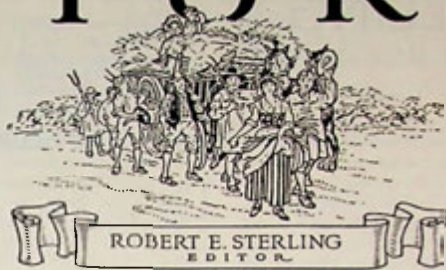
For the Grain Trade.—A fuller realization that a clean fire will keep the house warm even when it is cold out of doors. We would wish its members more interested in proving their system and its application superior to the impossible set-ups of stupid politicians. We would have them offer an earnest, honest and united defense against the common foe, a defense based upon fundamental right under our American ideals, a defense sure of ultimate triumph both in a material sense and in the minds of intelligent and fair thinking people. We would take away the fears of the grain trade and give it instead the confidence of a righteous man armed with truth.

For the Bakers.—We would wish prosperity for the wheat grower through a higher price for wheat. For with higher wheat, flour would be higher, the price of the loaf would be higher and higher also would be the public's understanding of the elements of the cost of bread. We would wish, too, that bakers would become more conscious of public taste; for with them rests final responsibility for the amount of wheat eaten, and when they find and correct the cause of the unrest in bread consumption, they will have contributed not only to their own prosperity but to that of their associates and allies and of the whole people.

For Our Country.—We would wish greater understanding and accommodation between the rich and poor, the mighty, if there be any left, and the lowly, if any are willing to admit themselves lowly. We would wish for fewer politicians and more politics, in the sense of intelligent individual responsibility for our government. We would wish for less self seeking by minority groups. We would wish, almost above all else, for less inclination to place blame in high places for faults within ourselves and misfortune resulting from our own acts. We would wish that each of us could be more conscious that it is *our* country and not a country to be held responsible for our every personal mischance.

For Ourselves.—We would wish a greater tolerance and the ability to see more good in persons and things we do not like, while losing nothing of our enthusiasm for the good in persons and things we do like. We would find more things to commend and fewer to disapprove. We would have this tolerance extended to include our own place in the minds and hearts of others. We would not have every dislike of us broken down, for there are many we greatly cherish, but we would have them freed of bitterness, while we, on our part, would strive to attain greater gentleness in thought, word and deed.

We would wish—we do wish—you all A HAPPY NEW YEAR.



AN OUT FOR THE FARM BOARD

RESERVING our very definite opinion of the impropriety of the United States government using money collected from taxpayers out of an already bankrupt treasury to distribute a 40,000,000-bushel wheat dole, we cannot fail to protest the clause in the Copper joint resolution, as revised by the Senate committee, providing for crediting this wheat to the Grain Stabilization Corporation at cost to it. This means, if the resolution be passed and the scheme made effective, that the stabilization corporation will receive as a credit against the farm board revolving fund the equivalent of approximately fifty cents per bushel more for the wheat than if bought at this time in the open market.

Such a procedure, clearly designed to cover up the speculative losses of the stabilization scheme under the mask of charity, is indefensible from every point of view. If the government has any money to be used in providing a wheat dole, it should, in all conscience, buy the wheat in the open market, where it can be bought cheapest and where the additional demand will be reflected in the price received by the grower, instead of taking over the farm board's dead horse at cost.

This resolution is the cheapest kind of political trickery, unworthy even of the committee of the Senate which thus would cover up some part of the enormous losses of the stabilization scheme by disposing of the wheat at an inflated price in the sacred name of charity. The farm board and its apologists might at least keep their political hands off the country's efforts to care for its poor in time of distress.

UNCLE SAM.—*What a man! What an uncle! He cherishes his people. He is with them when they get up. He is around the house at night. He is in the kitchen and the basement. He is getting a nose like an ant eater's and it is everywhere. He is water boy and medicine man. He sells coffee and he buys wheat. He digs up barberry bushes. He cuts weeds and takes mortgages on crops. He chases fruit flies and slops around in the cow barn. He feels the pulse, teaches kindergarten, censors books, and runs the custom houses to prevent card games.*

If you want a kitchen table, a set of false teeth, some nasturtium seeds, a teething ring, a bit of cash, or another baby, ask your Uncle Sam. He is going loco—and broke.—From the Chicago Tribune.

OUR NEW BOOK

HEARINGS before the Committee on Agriculture and Forestry, United States Senate, Seventy-second Congress, First Session, on Agricultural Situation" is the name of our new book. It came to us from that old established, prolific and generous firm of publishers, United States Government Printing Office. It is the record of the Senate investigation of the farm board. It has five hundred and fifty-two pages and is very dismal.

We had hoped that the book would make good rainy Sunday reading. In this we were disappointed. It has no plot and little sequence. There is no heroine in the book and consequently no love interest. This lack is more than made up for by the fact that all of the male characters are heroes. We watched for some one to appear in the dramatis personæ who was not heroic, but none came. Most of them were self-

sacrificers, men who would give their all *pro patria et pro mihi*.

The book is written in classic style, Greek, as in a play, with questions and answers, colloquy, like "he" and "she" in College Humor. One character, such as, for instance, Senator McNary or Senator Norris, asks a question, like: "Do you believe the love of money is the root of all evil?" Another character, instead of replying "yes" or "no," then says: "I should like to read into the record a resolution I have here," and does so. Then some of the other senators ask more dull questions, and the man who is being asked replies by saying he is a true friend of the farmer and read another piece to show his good faith.

In only one place was our interest stirred by hope of something dramatic. One man, a volunteer, appeared to complain that the government was lending money to his competitor to put him out of business. He only lasted through about two paragraphs of text, being ejected on a point of order. He was told that the committee was meeting to consider the state of agriculture, whereas he was filing a complaint of injustice—quite another matter. His place was in the courts. He should know better than to come to a senate committee. What kind of a citizen was he, anyway? That was our single thrill. And it was over in no time.

As an unbiased literary critic, we hesitate either to commend the book or to warn our friends against it. To any one who has no book it might prove a veritable treasure. Possession of even one book would make this new one indifferently welcome. Its chief quality is, perhaps, durability. We know of no book which it would take so long to read. Some other book might be longer but it could not be so dull, and hence could be disposed of in less time. This book would, on the whole, come nearer to lasting out a lifetime than any book we ever have seen. It is also a very soporific book, which may be regarded as helpful to agriculture in that it reduces the wear and tear on sheep counting.

We did get one splendidly inspiring thing out of the book. We always have regarded the mental temperature of the Senate as slightly subnormal. This book has changed our ideas on this point. We do not necessarily think the Senate is any smarter than we thought it before, but we think it must be sterner, more courageous, more self sacrificing. Any man, or any body of men, who can sit day after day and listen to the abysmal drivel of which our new book is so largely made up is a good deal of a man and a good deal of a body of men. It seems rather a pity that they should be among our unemployed, or, at least, unusefully employed.

WHEREAS NOTWITHSTANDING

THE American Cotton Co-operative Association, in a resolution containing six whereases and six resolves, insists that it chooses its own executive officers, including the seventy-five thousand dollar Mr. Creckmore, that it fixes their salaries, that charges to the contrary are untrue and that it reaffirms its faith in the Agricultural Marketing Act and the Federal Farm Board.

Supplementing and supporting which, Mr. U. Benton Blalock, president of the association, in a letter to Senator McNary submitting the resolution, says: "It is true that these agreements with these executive officers are subject to the approval of the Federal Farm Board, and we think rightly so as long as it is assisting in financing our operations."

We approve the phrase, "rightly so." Since the farm board has the responsibility for having advanced something like twenty million dollars to the cotton co-operative and has only the vaguest idea as to when it will get its money back, some reasonable approval of the personnel would seem to be indicated. And our observation is that the man with the bank account and the last say is very likely to be the man who determines who shall and who shall not have the job, whereas and be it resolved to the contrary notwithstanding.

QUIET TONE PREVAILS IN COTTON FUTURES

Prices Work Slightly Higher on Expectations of New Year Improvement—Burlap Market Inactive

Bemis Bro. Bag Co.'s cotton goods index, a composite figure reflecting wholesale prices of principal cotton cloth used in bag making, expressed in cents per yard of cloth, is 3.08 as compared with 4.30 a year ago.

New York, N. Y.—Trading in cotton was quiet during the greater part of the week. Buying was chiefly of a pre-holiday nature although at the close of the week prices worked to higher levels on trade buying as well as covering.

Burlap markets were almost dead, with prices in narrow limits. Buyers were uninterested in futures, and speculative interest was lacking.

SURVEY INDICATES HEAVY SOUTHWESTERN WHEAT LOSS

DODGE CITY, KANSAS.—Warm days preceding the solstice in December permit a new appraisal of the wheat outlook. The moisture has soaked down, achieving a depth of about 7 inches.

In dry ground seed often remains dormant waiting for favorable conditions to ensue. It is now evident that the wheat sown in proper season in September and October which did not sprout at once is a total loss.

The late seeded fields of mid-November are now getting some benefit from the moisture of late November and early December. This seed is sprouting and making some sort of a stand.

ARGENTINE YIELDS BETTER THAN EXPECTED

BUENOS AIRES, ARGENTINA, Dec. 29.

(By Special Cable to THE NORTHWESTERN MILLER)

ARGENTINE weather is unsettled, delaying movement of the wheat crop to market. Yields are better than expected in doubtful areas, and the export surplus of wheat may be 140,000,000 bus.

rated as total abandonment. In some counties as much as 60 per cent of last year's acreage is either not seeded or is a total loss.

If the days remain warm some farmers will now again enter the fields with drills and reseed some land, but the prospect for a crop under such conditions is small.

ALBERT H. CROSBY ENTERS UPON CAREER IN BANKING

MINNEAPOLIS, MINN.—Albert H. Crosby, formerly vice president of Washburn Crosby Co., Inc., is to become associated with the Farmers and Mechanics Savings Bank, another old and outstanding Minneapolis institution, after Jan. 1, 1932.

In announcing Mr. Crosby's resignation, Charles C. Bovey, chairman of the board of Washburn Crosby Co., Inc., expressed the sincere regret of himself and his associates, together with their good wishes to Mr. Crosby in the banking career which he has chosen.

NEBRASKA FARM CONDITIONS

OMAHA, NEB.—Moisture supplies are good in eastern Nebraska but poor in western districts and approximately 18 per cent of the corn is still unhusked, according to reports of Nebraska bankers.

"Moisture supplies range from fair to surplus in the eastern half of the state, but western counties are still very much in need of moisture after an extremely dry summer and fall.

"The general level of farm prices shows a considerable drop from that of

a month ago. Farm prices this month and last are as follows: corn, 36c and 38c bu; winter wheat, 40c and 44c; oats, 23c and 24c; fat cattle, \$5.91 and \$7.67 per 100 lbs; hogs, \$3.33 and \$3.96; butter fat 24c and 26c lb; eggs, 23c and 22c doz; farm slaughter of hogs and other meat animals has been unusually heavy this fall according to bankers."

Exports from the United States of all foods in 1930 amounted to \$541,000,000 of which 36 per cent or \$197,000,000 represented grains and mill products.



Albert H. Crosby, Who Has Resigned as Vice President of Washburn Crosby Co., Inc.

Food Stocks Drift Lower

THERE was no feature to the stock market during the past week. Trading was light and interrupted by the Christmas holidays. Although sales were not heavy, support generally was lacking, and prices average slightly lower than a week ago.

The highest and lowest prices for food stocks listed on the New York Stock Exchange registered in 1931 and the close on Dec. 29, 22 and 15, are here shown (quotations by courtesy of Chas. E. Lewis & Co., Minneapolis):

Table with columns: High, Low, Dividend in dollars, and Close (Dec. 29, Dec. 22, Dec. 15). Lists various food stocks like Allied Mills, Inc., American Stores Co., Continental Baking A, etc.

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

HEARING NEARS CLOSE IN ELEVATOR M CASE

Inquiry Interrupted by Search for Missing Witness—Union Official Denies Knowledge of Sample Tampering

MINNEAPOLIS, MINN.—Taking of testimony in the hearing on charges of malfeasance and neglect of duty brought against the Minnesota Railroad and Warehouse Commission by State Senator Gerald Mullin, growing out of the alleged misconduct of the Farmers' Union Terminal Association, was interrupted last week, while attention was turned to a quest for a missing witness, Edward Hughes, assistant secretary of the Minneapolis Chamber of Commerce.

John G. McHugh, secretary of the chamber, declared that Mr. Hughes was on a vacation, from which he was not expected to return until after Jan. 1. Tom Davis, attorney for the Farmers' Union, however, charged that Mr. Hughes was being hidden in his home to escape service of the subpoena.

Two more charges, referring to the plugging of cars of flaxseed and wheat, were dismissed last week by Governor Floyd Olson for lack of substantiating evidence. A week ago, the governor dismissed eight charges. The charges upon which the inquiry is proceeding are confined to Senator Mullin's principal issue, that by falsifying wheat samples, the Farmers' Union fraudulently raised the grade of 720,000 bus of wheat in elevator M, prior to its sale to the Farmers' National Grain Corporation, and that the commissioners neglected to take action in the matter.

Lee M. Abbey, superintendent of elevators for the Farmers' Union, denied that he had any knowledge of the sample tampering. Previously, John S. Weiss, former superintendent of elevator M, declared that Mr. Abbey had ordered him to make all the wheat grade No. 1.

All the evidence is expected to be given by the end of this week, and it then will be up to Governor Olson to decide whether the evidence substantiates Senator Mullin's charges.

FLOUR EXPORTS CONTINUE MUCH BELOW A YEAR AGO

Exports of flour from the United States continue to run at a rate of about 65 per cent of a year ago. November shipments to foreign countries amounted to 858,000 bbls, compared with 1,156,000 a year ago.

November exports of wheat were 9,519,000 bus, compared with 3,266,000 a year ago, and 11,873,000 in October, 1931. Since the beginning of the crop year, wheat exports have totaled 51,130,000 bus, compared with 52,873,000 a year ago.

Exports of other grain and grain products during November were as follows, with figures for a year ago in parentheses:

Barley, 166,000 bus (879,000); corn, 441,000 bus (1,07,000); oats, 643,000 bus (49,000); rye, 17,000 bus (none); oatmeal, 3,976,000 lbs (2,952,000); corn meal, 55,000 bbls (66,000); hominy and grits, 586,000 lbs (351,000); macaroni, 367,000 lbs (475,000); rice, 32,031,000 lbs (36,652,000).

S. P. RUSSELL JOINS DREYER

St. Louis, Mo.—S. P. Russell, formerly with the Kansas City office of the Livingston Economic Service, has joined the Dreyer Commission Co. He will act as assistant to Charles B. Dreyer, who will have charge of the new office which the company is opening in Kansas City, Jan. 2, to engage in the milled futures market in Kansas City.

TARIFF BENEFITS FOR WHEAT CITED BY HYDE

United States Prices Gain Heavily on Canadian Since Last Summer—Minneapolis Prices 31c Higher

WASHINGTON, D. C.—Benefits of the United States tariff to wheat farmers were stressed by Secretary of Agriculture Arthur M. Hyde this week in a statement issued to the press. The statement follows in full:

"The relation between wheat prices in the United States and Canada during recent months is a striking indication of how the tariff benefits the United States wheat grower. Ever since midsummer, the price of wheat at Minneapolis has been much above the price in United States dollars of similar quality wheat at Winnipeg.

"Thus, for the week ended Sept. 4, No. 1 dark northern at Minneapolis averaged 67.6c bu, or 23.3c above the price of No. 3 Manitoba northern at Winnipeg (a comparable grade), which was 44.3c. For the week ended Oct. 2 the spread had increased to 28.1c, No. 1 dark northern at Minneapolis being 68.2c and No. 3 Manitoba northern at Winnipeg being 40.1c. Approximately this same spread has been maintained since early October, Minneapolis prices being 27½c higher for the week ended Nov. 6 and 31.1c higher for the week ended Dec. 4.

"All the above spreads are based on Winnipeg prices converted into terms of the current rate of exchange. In other words, these prices are in United States dollars. Current quotations of wheat, in terms of Canadian money, tend to give a misleading comparison in recent months, as Canadian currency has depreciated in value compared with that of the United States.

"Prices at Pacific Coast markets of the United States have been similarly higher relative to Canadian prices. Thus, on Dec. 14, high protein wheat from Montana was being quoted in Seattle at 66c bu, while at the same time Canadian wheat, grading No. 1 hard and No. 1 Manitoba northern (comparable grades), was being quoted at Vancouver at 61½c, or, in terms of the current exchange rate, 50½c bu.

"If it were not for the present wheat tariff of 42c bu, Canadian hard wheat could readily be shipped into the United States and, despite the very short crop which was harvested this year in the United States, No. 1 dark northern spring wheat at Minneapolis would be selling practically at a par with Canadian wheat at Winnipeg, for around 46c bu instead of 77c; also high protein Montana wheat at Seattle would be worth little, if any, more than Canadian No. 1 hard wheat at Vancouver."

NEW PLAN FOR POOR RELIEF DISTRIBUTION AT MILWAUKEE

MILWAUKEE, Wis.—After one of the largest and most demonstrative public hearings in many years, the county board's committee on institutions voted unanimously to conduct an investigation aimed at establishing a new plan of distribution of relief to the poor. This investigation is a victory for Milwaukee County's bakers, butchers and grocers who are waging a fight to substitute a voucher system for the present method of distribution of food to the poor through branch stations of the outdoor relief department. A committee representative of the wholesale and retail food industry is to be appointed by the chairman of the county board to work on the plan with the institutions committee and the board of trustees of county institutions. During the discussion it was charged that thousands of dollars' worth of foodstuffs are being wasted each month by indigents.

POWER RIGHTS AT LOCKPORT, N. Y.

BUFFALO, N. Y.—Plans for a fight before the Federal Power Commission in Washington, D. C., Jan. 18, to retain for the city of Lockport, N. Y., power rights to 275 cubic feet of water per second, formerly diverted from the Niagara River, are being made by the

common council of that city, the board of commerce and interested mill owners.

George Lewis, corporation counsel of Lockport; Charles E. Dickinson, president of the Niagara Falls Milling Co., and Charles G. Blakeslee and Charles A. Russell, attorneys for the Public Service Commission, discussed the matter in Albany, Dec. 23, and a meeting has been called for Dec. 28, in Lockport, in which interested parties will make plans for an organized protest.

The Niagara Power Company is alleged to be seeking for itself a permanent assignment, under a recapture clause agreement, of the power rights which it is now using under a temporary assignment.

DUST EXPLOSION HAZARDS EXPLAINED AT GATHERING

BUFFALO, N. Y.—"More than 25,000 plants, representing more than 30 different industries, are exposed to the dust explosion hazard," Roy L. Hunt, of the Bureau of Chemistry, United States Department of Agriculture, declared at a meeting of those taking part in an industrial safety course at the Hutchinson-Central High School, Buffalo, Dec. 16.

"Dust explosion is the rapid burning of finely divided material which accumulates in the air and which causes a rapid increase in pressure," he continued. "It was originally a very serious threat in the Buffalo grain elevators and flour mills, but safety measures have greatly reduced the hazard. The correct method of eliminating the hazard is to apply good housekeeping to factories."

A number of four, grain and feed establishments won safety awards in the seventh annual state-wide accident prevention campaign, sponsored by the Associated Industries of New York State, Inc. The awards were announced, Dec. 17, by Frank E. Redmond, educational director for the Associated Industries. The awards announced for Buffalo feed, flour and baking concerns follow:

Safety plaques for having the best records in their group: Hall Baking Co. and Hecker H-O Co., Inc. Safety certificates, for excellent records: Continental Bakeries Corporation, Saskatche-

wan Pool Elevator, Lake and Rail Elevator Corporation, Spencer Kellogg & Sons, Inc., Allied Mills, Inc., Black Rock Milling Corporation and Ralston Purina Co.

BALTIMORE CHAMBER NOMINEES

BALTIMORE, Md.—The nominating committee of the Baltimore Chamber of Commerce posted the following names for directors of the organization for a three-year term: J. Murdoch Dennis, William H. Hayward, Joseph G. Reynolds, Joel M. Cloud and J. Ross Myers. The annual election of directors will take place, Jan. 25.

The board is composed of 15, of which five directors retire annually. The 10 holdover members of the board are Eugene Blackford, president of the chamber; Henry M. Warfield, Gustav Herzer, Jr., J. Adam, Thomas G. Hope, Eugene H. Beer, Oscar M. Gibson, M. Oloham Lewis, Robert C. Herd, and T. Wilson Johnston.

BALTIMORE BAKER DEAD

BALTIMORE, Md.—John H. Deek, one of the oldest bakers here, died recently from a heart attack at his home, 863 North Howard Street, where he was born in 1861. He lived there all his life. A son of the late John S. Deek, one of the pioneer German bakers of Baltimore, he entered his father's business when 20 years old. He is survived by a son and two daughters.

CUBAN EDITOR SUGGESTS

MORE PREFERENCE TO U. S.

Cuba's independence and economic well being are contingent upon a readjustment of the tariff treaties with the United States according to Count Nolas Del Rivero, publisher of Spanish America's second oldest daily, the Diario de la Marina, Havana. Count Del Rivero suggests an increase in the present 20 per cent preferential tariff on Cuban products to 40 per cent and an advance of 45 per cent in the preferential tariff on American goods to Cuba, as compared with a present rate of 25 per cent.

Bakers Glad to Bid 1931 Farewell

By Robert T. Beatty

BAKERS are not at all sorry to see 1931 drawing to a close. It has been a very disappointing year; unprofitable to all and disastrous to many. Abundant supplies and low prices on all raw materials did not bring about the expected increase in demand for bakers' bread. In fact, the opposite was the result. Some bakers, in an ill-advised attempt to increase their output, cut their prices. This caused competitors to take retaliatory measures, resulting in demoralized conditions in many markets throughout the country. In an endeavor to continue in business, the price-cutter was forced to lower the quality of his product, resulting, in many cities, in a marked increase in home baking.

The lessons learned from this year's experiences are that low prices do not increase consumption, and that there is no market in the United States for poor quality bread. Rather than put up with the latter, the housewife will return to the discomfort of baking bread at home. Just what this experience has cost the bakers of the country in total volume is not known, but it has been very material.

MIXING BUSINESS AND POLITICS

Some interesting stories are told in this connection. One concerns an important southwestern baker, who thought he would put a fast one over on his competitors. He cut his price arbitrarily, told the mayor of his city that the bakers were making too much money, and that bread prices should come down. They did, but a steady diet of red ink became rather distasteful, and the aid of the city authorities was again called upon to convince the residents of that particular community that the bakers should not be expected to continue operating at a loss. Now the pound loaf there is selling at 2c more than its recent low. Just another instance of where business and politics did not pay.

Bread prices were reduced rather generally during the early summer months. Unquestionably, in many cities, reductions were brought about largely through the activity of some who felt that competitors were gaining the business they themselves were losing. Later, when they discovered that the decreased consumption was due to other causes, they hastened to make adjustments in prices and weights so as to net a profit on what little volume they had left. A general tendency to advance prices is noted throughout the country, but more particularly in Central States and the Far Southwest.

Notwithstanding the complaint of bakers as to business, they still feel that they are much better off than many others. Those who are given to analyzing say that really, when all is said and done, the loss in the volume of business just about figures what the waste was in more prosperous times. In other words, people are more careful, and not so much stale bread is going into the refuse cans of the nation.

WHEAT RELIEF ADVISED BY SENATE COMMITTEE

Copper Resolution, as Rewritten, Would Make Grain Available to Red Cross at Cost to Farm Board

WASHINGTON, D. C.—Senator Capper's wheat relief resolution, as rewritten by the Senate committee, would make 40,000,000 bus of the Grain Stabilization Corporation's stocks available to the Red Cross and other charitable organizations, the farm board to be credited with the average cost of this wheat. The resolution follows:

"Resolved by the Senate and House of Representatives of the United States of America in Congress assembled:

"That the Federal Farm Board is authorized and directed to take such action as may be necessary to make immediately available 40,000,000 bus of the wheat of the Grain Stabilization Corporation, or so much thereof as in the judgment of the President may be needed, for the use of the American National Red Cross, and/or for the use of such other organization or organizations as the President, or such person or persons as he may designate to pass upon the matter, may deem advisable in providing food for the needy and distressed people of the United States. It is expressly understood that no organization receiving wheat under the provisions of this resolution shall discriminate against any person who is in distress regardless of the causes of such distress. In the delivery of such wheat or any part thereof to any organization or organizations as provided herein, the Federal Farm Board shall be at no expense, and all expense incident to the receipt or distribution of such wheat shall be borne by the organization or organizations to which said wheat is delivered.

"The Federal Farm Board shall keep account of all wheat furnished and delivered as provided herein and shall keep a record of the average cost of such wheat to the board as a credit against its revolving fund."

The committee ordered the title of the resolution to be changed to read as follows:

"Joint Resolution Authorizing the Distribution of Government Owned Wheat to the American National Red Cross and Other Organizations for the Relief of People in Distress."

C. R. PORTER IS ELECTED 1932 CHAIRMAN OF I. C. C.

Claude R. Porter, a Democrat, was elected chairman of the Interstate Commerce Commission on Dec. 28, for the year beginning Jan. 1.

He succeeds Ezra Brainerd, Jr., of Oklahoma, who has been chairman for the last year.

Mr. Porter was appointed to the commission in 1928. He is a lawyer by profession and served as a member of both branches of the Iowa legislature.

Prior to his appointment he had been United States district attorney for the southern district of Iowa, special assistant attorney general, assistant attorney general and later chief counsel of the Federal Trade Commission. At the time of his appointment he was practicing law in Des Moines.

He was his party's candidate for governor in Iowa on three different occasions and several times its candidate for the United States Senate.

GRAIN STANDARDS VIOLATION

The Department of Agriculture has announced finding of a violation of the United States Grain Standards Act in the case of the Pierce Grain Corporation of Buffalo, which shipped a car of ex-lake corn from Buffalo to F. C. Campbell, of Odessa, N. Y. The car was represented to be No. 2 yellow by means of a cargo service federal appeal grade certificate, which was issued at Chicago to cover corn loaded on board the Angeline, whereas the corn was of an inferior grade and was not part of the lot loaded on the Angeline. The Pierce company did not notify the Odessa firm regarding the official inspection of the corn until after the hearing was called.

PLANS SET FOR START OF NEW FEED OPTIONS

Members of Kansas City Board of Trade Give Approval to Trading in Millfeed Futures

KANSAS CITY, Mo.—Plans perfected by a special committee of the Kansas City Board of Trade and endorsed by the directors for the establishment of trading in millfeed futures were approved by a virtually unanimous vote of the members at a special election Dec. 28. The new trading will be formally started on Jan. 4, with suitable ceremonies and with Frank A. Theis, president of the exchange, participating in the first trade. A number of firms contemplate giving special attention to the new trading feature, but owing to general lack of interest in feeds and narrow price swings at this time, it is anticipated that trading volume will be slow to develop.

F. T. HERBERT TO BECOME PARTNER IN CHICAGO FIRM

CHICAGO, ILL.—Effective Jan. 1, W. S. Johnson & Co., flour brokers, Chicago, will be known as Johnson-Herbert & Co., when F. T. Herbert, who has been associated with Mr. Johnson for the past 15 years, becomes a partner of the firm. There have been a number of changes in this firm since its establishment by Victor Thompson in 1892. It became Thompson & Co., through the establishment of a partnership between H. O. Campbell and W. S. Johnson in 1907. Mr. Campbell withdrew from the firm in 1924, and it has since been known as W. S. Johnson & Co., with Walter S. Johnson conducting the business. Mr. Johnson became associated with the original concern in 1897 and has been acting as a flour broker and mill representative ever since. The firm has had one mill account for 33 years, another for 32 years and several others for from 22 to 25 years. Mr. Johnson and Mr. Herbert are well known and highly regarded in the trade.

DANIEL RICHTER BRINGS SUIT AGAINST ACCUSERS

New York, N. Y.—Daniel Richter, who has been well known to the flour trade as general manager of the Associated Flour Jobbers, Inc., is seeking \$250,000 in damages from some of his accusers who in a recent trial charged him with levying tribute on the flour delivered in New York City. Through his attorney, Mr. Richter has served summons and complaint on Aaron Held, Isidore Held, Irving Held, Joseph Marcus and Charles Goldfein, and the United Flour Trucking Corporation of the Bronx, with which they were connected. They are charged with libel, slander, malicious prosecution, false arrest and defamation of character, the action, Mr. Richter's attorney explained, growing out of the defendants' share in procuring indictments against Mr. Richter, charging him with "extortion and other high-handed methods during the alleged flour racketeering in the Bronx."

CO-OPERATING TO PROTECT NORTHWEST SEED WHEAT

WASHINGTON, D. C.—State committees are aiding farmers of the Northwest in getting the right wheat for seed for next year. Federal, state and private agencies have combined to maintain the notable improvements in seed stocks which have been achieved in this hard spring wheat area in the last decade. Depletion of seed supplies by drouth has threatened these improvements. Experience has often shown that, after a drouth, inferior seed was sold to farmers, often at exorbitant prices, and that it took years to undo the damage. It is to prevent such a setback that action has been taken to insure good seed wheat for next year in the Northwest. The

John S. Pillsbury Makes Christmas Plea for Support of President

CONVEYING his company's holiday greetings in the course of the Pillsbury radio program on Christmas Day, John S. Pillsbury, vice president of the Pillsbury Flour Mills Co., Minneapolis, said:

"Sixty-two Christmas Days have come and gone since flour was first ground in the Pillsbury mills. This period covers almost the entire era of greatest progress in our country. Some Christmas Days have found our nation beset by fears of happenings from within, while others have found us fearful of impending danger from beyond our shores.

"No Christmas, however, has found us lacking in courage—in forward-looking faith—in the desire to co-operate for the common good. Never has the situation called for more of these qualities in American citizens than it does today. The problems confronting us are the result of no single cause, or circumstance, or individual. They will be solved by no single action. Only by loyal support of our President, in his efforts to help in finding a solution, can they ever be overcome.

"Therefore, I deem it my duty, and a high privilege, to extend to you, and to take seriously unto myself, the urge that regardless of our political faiths or personal preferences, we stand united behind our President—President of our country, of all our people.

"From the standpoint of peril to our nation, today is not greatly unlike that in another period in recent American history when we were called upon to support another of our presidents who was struggling valiantly to surmount the great difficulties of that day. We answered that call—let us meet the need today—let us communicate inspiration and confidence to him who seeks to serve despite great obstacles."

program will enable seed improvement workers to maintain the gains they have made and in many cases it will mean improved seed for the farmers.

Drouth region wheat farmers are going to need from 3,000,000 to 3,500,000 bus of seed. Through a plan initiated by the Northwest Crop Improvement Association, and the extension service of the United States Department of Agriculture, aided by other federal and state and private agencies, seed wheat in regions near the drouth area will be held in storage and all wheat shipped into the area for seed will be inspected to prevent entrance of inferior, diseased or weedy seed. Each state has an inspection committee appointed by the governor, representing the agricultural college, the state department of agriculture, the state seed improvement groups, and the Northwest Crop Improvement Association.

Through arrangement with the Federal Farm Board, the Grain Stabilization Corporation is offering to sell wheat for seed to county commissioners in the drouth area at market price, plus handling costs. The wheat may be bought

on time at 4 per cent interest, with provision for payment on or before Jan. 1, 1933.

Private elevators and mill companies also are buying and storing good wheat in the drouth areas and have offered to sell this to the farmers needing seed next spring at market price, plus handling charges. This wheat is all of approved varieties and most of it has been raised in or near the area where it will be used, thus saving the farmers the expense of long freight hauls, and assuring them of wheat of adapted varieties at a reasonable cost.

TEXAS MILL HAS CHRISTMAS PARTY

WICHITA FALLS, TEXAS.—James S. Hargett, general manager, and other company executives were hosts at a Christmas party given employees by the Wichita Mill & Elevator Co. and the Gold Medal Flour Co. of Texas, last week. A program of musical and dramatic numbers was given under direction of Mrs. W. R. Brewer, who also served as accompanist for the several performers. It is planned to make the Christmas party an annual event.

MORE FLOUR TO HAITI IN LAST FISCAL YEAR

Vice Consul at Port au Prince Says Whiteness of Product Is Principal Selling Factor on Island

WASHINGTON, D. C.—The peasant women of Haiti are most exacting in their demands when purchasing wheat flour and will accept none but pure white, consistently purchasing only the brands which experience has taught them produce a white loaf.

The qualities which produce the white loaf are placed paramount to all other attributes and a product not bearing the trade-mark which brands it as the preferred type finds no market, according to the American vice consul at Port au Prince.

Wheat flour is the principal item of food on the island. In the fiscal year ended Sept. 30, 1931, 23,531 metric tons were imported by Haitians. In the corresponding period of 1930, the imports totaled 19,876. More than 90 per cent was brought to the island from the United States, two thirds of this amount from the Gulf ports and one third from New York. The remainder was purchased in Canada.

ENGLISH FLOUR GAINS IN POPULARITY IN DENMARK

LONDON, ENG.—Judging from letters received from Copenhagen, the sale of English flour in Denmark is steadily increasing. Many Copenhagen flour importing firms, who represent American and Canadian mills, have become agents for several well-known English milling firms. These agents are of the opinion that the sale of English flour in Denmark will continue as long as the Danish currency remains depreciated as compared with the American and Canadian dollar. They also state that there is great propaganda in Denmark to "buy British" in order to balance further the trade with England, which is the largest customer for Denmark's bacon, butter and eggs.

MOVEMENT OF CORN LARGER THAN SHOWN BY RECEIPTS

Cross-country marketing of corn, says the Bartlett-Frazier Co., of Chicago, is giving the movement to primary centers a misleading appearance. With only 19,401,000 bus received since Nov. 1 at the terminals, as against 36,570,000 a year ago, one might think the farmers are not selling much. It would seem as if the big receipts were yet to come, especially as this year's crop is 496,000,000 bus larger than that of 1930. However, those who are counting upon it may be disappointed, and present prices may look cheap when the true situation is realized.

W. CLARK DEAN MANAGER OF UNION STEEL PRODUCTS

TOLEDO, OHIO.—W. Clark Dean, vice president of the Union Steel Products Co., Abilene, Mich., has been appointed general manager to succeed his father, George E. Dean, who has been president and general manager for 25 years. The elder Mr. Dean will continue as president of the company, which manufactures bakery machinery.

NEW YORK WHOLESALE GROCERS

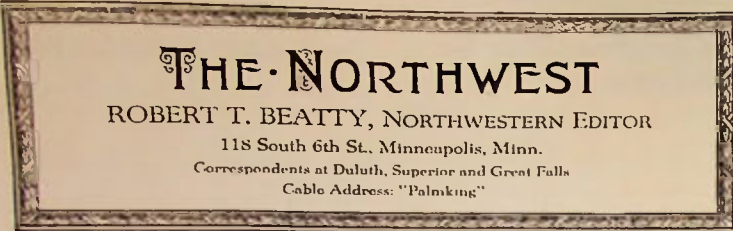
New York, N. Y.—The Greater New York Wholesale Grocers' Association has elected the following officers for the coming year: Louis A. Epstein, president; I. E. Levine, chairman of the board; Jacob Scherzer, first vice president; Samuel C. Rubin, treasurer; Nathan Sher, secretary.

DEATH OF HARRY M. SHERMAN

TOLEDO, OHIO.—Harry M. Sherman, vice president of Miller & Schaefer, flour and feed dealers, Toledo, Ohio, died Dec. 25 at the age of 54 years. He has lived in Toledo 12 years and for several years was representative of the Washburn Crosby Co., Inc., Minneapolis, Minn.

The Punch and Judy Show





Buyers Shun Northwest Market

HOLIDAY dullness, like a cloud, has settled over the spring wheat flour market. Northwestern millers have found it almost impossible to interest buyers. Total bookings for the period ending Dec. 26 were less than 25 per cent of capacity. This condition, however, is characteristic of the season. Buyers allow stocks to dwindle, in order to facilitate inventories, but with this out of the way, there ought to be a noticeable improvement soon in shipping directions and new business. On the lithe business booked last week, millers say they secured very satisfactory prices.

Prospects Outlined.—Opinions differ among millers as to prospect for business in January. Some look for a fair business, while others seem to think that the larger consumers are taken care of for the time being and probably will not add materially to their holdings until March. Along about that time the so-called crop experts begin to get in their work. The condition of the southwestern winter wheat crop is acknowledged to be the lowest in many years and, with a decreased acreage, unfavorable reports may begin coming in along toward spring. A bull market at that time might cause a good sized buying movement to set in. Meantime, spring wheat millers do not look for much activity. They are not as well supplied with orders as usual, it is true, but the spread between northwestern and southwestern prices is still sufficiently wide to cause buyers to limit purchases to near-by needs.

Directions Slow.—There has been a steady falling off in shipping directions since Dec. 1. Last week, northwestern mills operated at only 28 per cent of capacity. Of course, all mills were closed Christmas Day, but some remained idle over the week-end. Directions are still very scarce, but should pick up next week.

Quotations, Dec. 29, hard spring wheat flour, basis cotton 98's or in jute 140's, Minneapolis: short patents, \$4.65@4.95; standard patent, \$4.35@4.55; second patent, \$4.15@4.25; fancy clear, \$3.90@4.10; first clear, \$3.60@3.80; second clear, \$1.80@1.95; whole wheat, \$4.30@4.60; graham, standard, \$3.85@4.05.

Mills in Operation.—Of the 26 Minneapolis mills, the following 13 were in operation Dec. 29: Atkinson, Everett, Aughenbaugh & Co., King Midas, Northwestern Consolidated A and F, Pillsbury A South, Graham, Palisade and Phoenix, Washburn Crosby A (one half), C (one half), F, rye and Gold Medal feed.

SEMOLINAS

New business in semolinas is restricted to car lots for immediate shipment. The larger macaroni manufacturers, apparently, have their wants covered for another 30 to 60 days. New York City factories have operated only spasmodically for the last month or more because of a strike of employees, but this has been amicably settled. Meantime, their stocks of manufactured products have been reduced to a minimum and, when they begin running after Jan. 1, shipping directions and new business should pick up. No. 1 semolina is quoted at \$5.25@5.35 bbl, in jutes, f.o.b., Minneapolis, and No. 3 at 40@50c bbl less. In the week ended Dec. 26, eight Minneapolis and interior mills made 30,107 bbls durum products, compared with 43,026 in the previous week.

CROP YEAR OUTPUT AND EXPORTS

Flour output and foreign shipments by mills of Minneapolis, St. Paul and Duluth-Superior, also by "outside" mills in Minne-

sota, North and South Dakota, Montana and Iowa, from Sept. 1 to Dec. 26, 1931, with comparisons, in barrels (000's omitted):

	Output		Exports	
	1931	1930	1931	1930
Minneapolis	3,044	3,523		
St. Paul	141	140		1
Duluth-Sup.	288	432		
Outside	2,714	3,512		
	*Not available.			

MINNEAPOLIS FLOUR OUTPUT			
Output of Minneapolis mills, with comparisons, as reported to The Northwestern Miller:			
	Weekly capacity	Flour output	Pct. of activity
Dec. 20-26	395,100	103,011	26
Previous week	395,100	132,731	34
Year ago	407,100	138,481	34
Two years ago	403,150	147,592	42
Three years ago	460,800	175,326	38
Four years ago	460,800	238,273	52
Five years ago	529,200	174,957	33

OUTSIDE MILLS			
Flour output by the principal interior mills in Minnesota, including St. Paul, North Dakota, South Dakota, Montana and Iowa, as reported to The Northwestern Miller, with comparisons:			
	Weekly capacity	Flour output	Pct. of activity
Dec. 20-26	429,750	125,525	29
Previous week	429,750	163,542	38
Year ago	437,430	142,143	33
Two years ago	434,550	140,251	32
Three years ago	435,150	169,700	39
Four years ago	428,700	167,717	39
Five years ago	424,890	167,080	39

Duluth Mills Have Slow Trade

DULUTH, MINN.—A slowing down in flour business last week was due to a general withdrawing of buyers from the market pending the holidays and stock

check at the close of the year. Aside from a few in and outers, more or less always in evidence, the trade generally appeared to hold enough flour on hand or under contract to carry them into the new year, and few show any anxiety to make fresh commitments at this time. Those that were compelled to purchase did so sparingly. The fact that outside markets underquote local prices tends to limit inquiry here, buyers realizing that this competition cannot be met and refraining from sending in bids. Even in the case of mill offers made when wheat dipped buyers backed away, lowering their basis, and trade conditions were regarded as disappointing.

A decline in demand for fancy first clear was reported. Due to the curtailed mill operations there is hardly any to be had. Conditions are a little easier for second clear, but there was less call for it. Shipping directions are quiet.

Demand for semolinas is light and indicated buyers making only such purchases as are necessary and furnishing shipping directions only as needs demand. The strike among New York macaroni employees has unsettled business and halted trade.

Quotations, Dec. 24, Duluth-Superior, f.o.b., mills, in 98-lb cottons: first patent, \$4.65@4.80 bbl; second patent, \$4.40@4.55; first clear, \$3.95@4.20; second clear, \$2.45@2.75.

FLOUR OUTPUT

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

	Output	Pct. of activity
Dec. 20-26	7,930	21
Previous week	10,840	29
Year ago	8,045	22
Two years ago	8,335	23

LITTLE DEMAND FOR MONTANA FLOUR

GREAT FALLS, MONT.—Montana millers last week found flour demand at a standstill, with no response shown even to bargain prices made in an effort to stimulate orders. Strength in feed may result in higher flour prices if buying starts as anticipated after Jan. 1. Through inability of eastern millers to

obtain milling supplies of Montana spring wheat at Minneapolis prices, Montana millers are experiencing considerable inquiry for clears for shipment to the East, but sales are light owing to the fact that bids are considered far below actual values. Quotations, Dec. 21, basis car lots, f.o.b., mill, in 98-lb cottons or jutes: first patent, \$4@4.40 bbl; standard patent, \$3.80@4.20; clears, \$3.60@4.

PARTY GIVEN FOR FRANK RUSHTON

KANSAS CITY, Mo.—Frank Rushton, vice president and general manager of the George Rushton Baking Co., Kansas City, Kansas, and a member of the board of education of Kansas City, Kansas, was a guest of honor the evening of Dec. 26 at a party in observance of his fifth birthday. About 200 employees of the company were present.

The party was held in the Rosedale Masonic hall in Kansas City, Kansas, and was arranged by J. L. Keppler.

Other guests were George Rushton, Sr., president of the company; George Rushton, Jr., plant superintendent; and Richard W. Rushton, sales manager.

SPRING WHEAT PREMIUMS

MINNEAPOLIS, MINN.—Trading basis has been switched from the December to the May option, so that current premiums reflect a little higher price for the country shipper. Indifferent demand, however, except for wheat testing high in protein. For 15 per cent, 7@10c bu over May is asked; 14 per cent, 5@8c over and for 13 and 12 per cent, 2@5c over. A terminal elevator mix testing 14 per cent would probably sell for 7c

LARGE LOCOMOTIVE ORDER

The Lehigh Valley Railroad has placed an order for 20 high-speed freight locomotives, one of the largest orders of its kind this year. The order was divided evenly between the American Locomotive Co. and the Baldwin Locomotive Works, and will mean employment of about 3,500 men in the plants of these two firms.

NEW OMAHA-C. F. A. FLOUR RATE

The C., R. I. & P. railroad has given notice that it will soon publish an overhead rate on flour from Omaha to Central Freight Association territory equal to the rate now in force from Kansas City to the same territory, according to a recent bulletin of the Nebraska Millers' Association.

MORE WHEAT SOWN IN ENGLAND

LONDON, ENG.—Owing to the unusually mild weather and the prospect of a quota of English grown wheat next harvest, English farmers are still sowing their wheat, and in some sections of the country an increase in acreage is reported. The seeding of winter sown wheat is generally completed before Dec. 10.

NEWS and PERSONAL

H. R. McLaughlin, of Chicago, president of the Washburn Crosby Co., Inc., is in Minneapolis this week.

C. D. Alexander, of the Indianapolis, Ind., branch of the Bemis Bro. Bag Co., spent the Christmas holidays in Minneapolis.

W. H. Sutherland, secretary of the Duluth-Superior Milling Co., and family spent Christmas with relatives at Cedar Rapids, Iowa.

A. J. Fisher, manager of the semolina department of the Pillsbury Flour Mills Co., Minneapolis, has returned from an eastern trip.

J. F. Pewters has been appointed assistant freight traffic manager of the Great Northern Railway Co. at St. Paul, effective Jan. 1.

W. M. Ballinger, of Des Moines, field manager in Iowa for the Russell-Miller Milling Co., is visiting Minneapolis headquarters this week.

The annual election of the Duluth Board of Trade Clearing Association will be held Jan. 5 and directors will be elected to succeed B. Stockman and O. E. Martin.

W. H. Sudduth, of Minneapolis, former president of the Commander-Larabee Corporation, but now retired, will sail Jan. 2 from New York, for a trip around the world.

Choice high protein wheat is scarce in the Duluth market and premiums are much stronger than the quoted basis for such cars. Ordinary and lower grades are steady. Some interest is shown by mills in top grades of durum but the demand otherwise is slow. No. 1 amber

is quoted 4@20c over December; No. 1 mixed at 4c under to 15c over; No. 1 and No. 2 red 9c under.

Pillsbury Flour Mills Co. branch office managers visiting Minneapolis this week, include H. J. Patterson, of Cleveland; J. D. Kelly, of Milwaukee; Carl Stadelhofer, of St. Louis.

James Krafft, of Minneapolis, who represents the Russell-Miller Milling Co. in southern Minnesota, was married, Dec. 28, to Miss Dorothy Phillips, of Owatonna. The young couple will make their home at Fairmont.

Charles F. Hawe, of Chicago, manager of the animal feed products department of the Marblehead Lime Co., is in Minneapolis. He will address the sales staff of Northrup, King & Co., at the latter's annual gathering.

The annual election of officers of the Northwest Shippers' Advisory Board will be held in Minneapolis, Jan. 26. W. H. Pery, traffic manager for the Pillsbury Flour Mills Co., is slated to be elected general chairman of the board.

The movement of grain both into and out of Duluth is very light and changes in stocks are small. Last week the total decreased 52,000 bus and at the close was 23,802,000 bus. Elevator space is plentiful, the houses in the aggregate being not more than half filled.

John H. Blythe, manager of the Buffalo, N. Y., branch office of the Pillsbury Flour Mills Co., was married, Dec. 19, to Miss Edith Louise Reilly, of Buffalo. Mr. Blythe, who is a native of Owatonna, has been visiting his home town with his bride, and is now in Minneapolis.

CORN FLAKE SNOWSTORMS

Milwaukee, Wis.

THE advent of talking pictures presented a new problem to the Charles A. Krause Milling Co., Milwaukee, which provides corn flake snowstorms for the movies. The ordinary flakes made too much noise when falling, but the research department soon developed a method of "deadening" the flakes. The Krause company has been furnishing "snow" to motion picture companies for many years. In the filming of Lon Chaney's "Thunder," the movie company traveled from California to Green Bay, Wis., to get a real winter setting. There was plenty of snow on the ground, but none in the air, and after a long wait, it was then necessary to telegraph to the Krause company for a carload of snowflakes. Carloads of "snow" from Milwaukee have been shipped as far as Labrador where a company was on location awaiting a tardy snowstorm.

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"

Few Flour Sales in Holiday Week

SOME southwestern mills were favored by quite active sales last week, while others sold almost nothing, bringing the sales average for the first three days of the week to about 35 per cent of capacity. Buyers took hold in scattered points in the Southwest and booked some fairly large amounts. Atchison mills, in particular, found good outlets for flour and reported capacity bookings. These larger sales were for the account of both bakers and jobbers and were for shipment well up into the spring months. All Kansas City mills and most of those in surrounding milling centers were shut down for the holidays, and consequently the small sales volume represents only about three or four days' sales.

Limited Interest.—What little interest was exhibited was confined to the East and Southeast, where several fairly large orders were booked by bakers. On the whole, however, the flour trade was occupied with holiday matters and was probably showing less interest in buying flour than at any other time on the crop. Aside from the few large bookings mentioned before, almost the entire sales of the week were made up of small orders to fill current requirements.

Fair Shipping Instructions.—Instructions were furnished in fairly liberal volume, which was surprising in view of the fact that most of the flour ordered out was booked at higher levels than those now prevailing. Kansas City mills reported production at 76 per cent of capacity, in comparison with 71 per cent the previous week, which is very good considering that they were shut down over the week end.

Scanty Exporting.—Southwestern mills failed to figure in the export news again last week. On one day 3,000 bbls were sold for export to the Latin American trade, but the continued lack of interest displayed by the established trade on the Continent is a source of discouragement. Cables were very scattered and export managers say they can see little hope for the immediate future in this field.

Little Change in Prices.—Prices moved within a narrow range last week and were given some strength by soft millfeed prices. Quotations, Dec. 26, f.o.b., Kansas City, in cotton 98's or jute 140's, basis dark hard winter wheat; short patent, \$3.60@4.10 bbl; 95 per cent, \$3.20@3.60; straight, \$2.95@3.35; first clear, \$2.45@2.80; second clear, \$2.20@2.30; low grade, \$1.90@2.

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

FLOUR PRODUCTION

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

	Weekly capacity bbls	Flour output bbls	Pct. of ac- tivity
Dec. 20-26	316,050	147,829	47
Previous week	316,050	157,007	49
Year ago	325,650	174,580	54
Two years ago	327,450	167,018	51
Five-year average			51
Ten-year average			53

KANSAS CITY

Dec. 20-26	188,700	143,248	76
Previous week	188,700	131,825	70
Year ago	188,700	121,890	65
Two years ago	188,700	118,704	63
Five-year average			67
Ten-year average			66

WICHITA			
Dec. 20-26	62,400	24,934	40
Previous week	62,400	32,725	54
Year ago	62,400	42,907	38
Two years ago	62,400	37,825	61

SALINA			
Dec. 20-26	48,000	28,273	59
Previous week	48,000	31,190	65
Year ago	48,000	32,995	69
Two years ago	48,000	29,451	61

ST. JOSEPH			
Dec. 20-26	17,400	4,400	9
Previous week	17,400	4,642	10
Year ago	17,400	4,153	9
Two years ago	17,400	26,457	56

ATCHISON			
Dec. 20-26	31,500	20,389	65
Previous week	31,500	25,315	80
Year ago	31,500	25,299	81
Two years ago	31,500	22,931	73

OMAHA			
Dec. 20-26	27,300	18,592	68
Previous week	27,300	20,820	76
Year ago	27,300	22,731	83
Two years ago	27,300	22,334	82

Reports of about 70 mills to THE NORTHWESTERN MILLER showed sales represented per cent of capacity as follows: Dec. 20-26, 26; previous week, 38; year ago, 25.

Of the mills reporting, 3 reported domestic business as fair, 8 quiet, 7 slow and 24 dull.

Direct export shipments by all reporting mills outside of Kansas City were

BREVITIES in the NEWS

Gordon B. Wood, sales manager for the Midland Flour Milling Co., Kansas City, has returned from a trip to the central states.

The Ada (Okla.) Milling Co. donated its operation Christmas Eve to free packing and grinding of wheat designated for charity.

J. M. Blair, manager of the Lyons (Kansas) Flour Milling Co., accompanied by his family, spent the holidays at Carthage, Mo.

Don Palmquist, of the feed department of the Pillsbury Flour Mills Co., Atchison, spent the holidays visiting relatives in Litchfield, Minn.

George F. Morman, southern Missouri and Arkansas representative of the Blair Milling Co., Atchison, was a visitor at the home office last week.

A. W. Shelley, general superintendent of the Blair Milling Co., Atchison, accompanied by his family, spent the holidays in western Kansas visiting relatives.

Otis B. Durbin, purchasing director for the Purdy Bakeries Corporation, Chicago, Mrs. Durbin and son, Bryce, spent the holidays visiting in Kansas City.

W. W. Blair, of the sales department of the Blair Milling Co., Atchison, accompanied by Mrs. Blair, spent the holidays in Kansas City, visiting Mrs. Blair's relatives.

Joseph Rabasa, manager of the export sales department of the William Kelly Milling Co., Hutchinson, spent the Christmas holidays in Kansas City with relatives.

Charles B. Dreyer, of the Dreyer Commission Co., St. Louis, was a visitor in Kansas City the first of last week. Mr. Dreyer is an applicant for membership

2,195 bbls last week, 2,270 in the previous week, 10,063 a year ago, and 16,504 two years ago.

Oklahoma Mills Sell Little

OKLAHOMA CITY, OKLA.—Extreme dullness characterized flour sales last week, mills reporting sales ranging from 10 to 40 per cent of capacity. Family trade is predominant, with few bakers in the market. Shipping instructions are dull. Exports have declined each week until last week's total amounts to exactly nothing. Buyers are following a "buy as you need it" policy, evidently determined to keep stocks at the lowest possible levels as inventory time approaches. Prices have been surprisingly firm, closing, basis 48-lb cottons delivered Oklahoma points, as follows: hard wheat, short patent, \$3.80 bbl; soft wheat, short patent, \$3.80; standard patent, \$3.60.

Quiet Week at Hutchinson

HUTCHINSON, KANSAS.—New flour business was almost entirely lacking last week, the trade everywhere being involved in holiday affairs. Scattered inquiry was received from domestic buyers, but none from abroad. Shipping directions contracted still further and most mills were shut down over the week-end. Quotations, basis cotton 98's, Kansas City: short patent, \$4.10 bbl; straight, \$3.70; first clear, \$2.90.

Sales Increase at Atchison

ATCHISON, KANSAS.—Flour buyers, in many instances, decided that values would go no lower, and looking for a turn after the first of the year, decided to cover part of their requirements last week. While inquiry was not general, sales in some instances were in fair volume, and local mills booked capacity for the week. Most of this business is for shipment after Jan. 1, and mills are having difficulty in operating even at a restricted rate of capacity. All of the plants closed for the holidays. Quota-

tions, basis cotton 98's, Missouri River points: hard wheat, short patent, \$3.70 @3.80 bbl; straight grade, \$3.30@3.50; first clear, \$2.40@2.60.

Wichita Sales Are Small

WICHITA, KANSAS.—Flour prices held steady last week, with sales light. Shipping directions are also quiet. A number of mills shut down for the Christmas week-end and others operated on a minimum scale. Quotations, basis cotton 48's, hard wheat, short patent, \$4 bbl, in Kansas City territory.

Omaha Bookings Light

OMAHA, NEB.—Holiday dullness featured the flour trade last week. A few sales were reported by Omaha mills, but the volume was small. Most of the bookings were for small lots to be shipped out early.

OFFICERS NOMINATED BY KANSAS CITY TRADE BOARD

KANSAS CITY, Mo.—Nominations of candidates for offices of the Kansas City Board of Trade during 1932 were announced by the nominations committee last week.

W. B. Lincoln, incumbent first vice president, will oppose H. B. Ragan for president, succeeding Frank A. Theis. J. S. Hart, second vice president, automatically advances to the first vice presidency. Candidates for second vice president are K. G. Irons and J. F. Leahy. Six directors are to be chosen from J. K. Christopher, F. J. Fitzpatrick, H. A. Fowler, W. W. Fuller, E. R. Jessen, R. A. Kelly, W. W. Marshall, W. J. Mensendieck, T. A. O'Sullivan, E. F. Merrill, L. B. Stuart and W. B. Young.

An arbitration committee of five is to be selected from the following: J. C. Brackett, E. M. Jolley, J. J. Kraethli, H. O. McVey, W. M. Neil, H. J. Sosland, John Stark, H. G. Stevenson, R. H. Sturtevant and R. J. Thresher. The election will be held Jan. 5.

OPERATIVES CHANGE DATE OF PURDUE DISTRICT MEETING

KANSAS CITY, Mo.—Due to the fact that the original date set for the spring meeting of district No. 3, Association of Operative Millers, would have come during the spring recess at Purdue University, it was found necessary to change the date of this meeting, according to C. W. Partridge, national secretary of the association. The meeting will be held April 2, 1932, and will be called to order at 10:30 in the morning. Four papers will be presented. Luncheon will be served on the campus. It is planned to take those attending on a tour of the greenhouses at the university, where plant breeding is carried on.

STILL PLANTING IN KANSAS

They are still planting wheat in southwestern Kansas, according to reports from farmers. The weather of the past week has been favorable and late planted wheat has been making a good growth and an additional acreage is being drilled. It is expected that the very favorable weather for farm operations will cause a revision of recent estimates of percentage of acreage reduction. Generally, wheat in southwestern Kansas got a poor start this fall owing to lack of moisture at planting time. The fields are now greening up.

S. H. HOGUELAND DEAD

KANSAS CITY, Mo.—S. H. Hogue, 82 years old, father of E. H. Hogue, president of the Southwestern Millers' League, died Dec. 22 at his home in Yates Center, Kansas. Mr. Hogue had been ill several weeks and his son had been at his bedside since Dec. 19. Funeral services were held, Dec. 23, in Yates Center.

OKLAHOMA BAKERS' CONVENTION

The dates for the annual convention of the Oklahoma Bakers' Association have been changed from April 7-9 to April 4-6. The meeting will be held at the Huckins Hotel, Oklahoma City. John Wallen, 401 East Fifth Street, Oklahoma City, is secretary of the organization.

in the Kansas City Board of Trade and will open an office in Kansas City shortly after Jan. 1 to engage in trading on the new millfeed futures exchange.

Andy Goodholm, president of the Stillwater (Okla.) Milling Co., spent the Christmas holidays in Los Angeles, Cal., the guest of his brother. He will be gone a month.

Walter Gunn, brother of L. L. Gunn, president of the Barton County Flour Mills Co., Great Bend, Kansas, has returned to his home in California after a visit in Kansas.

Carl B. Warkentin, president of the Midland Flour Milling Co., Kansas City, accompanied by his family, spent Christmas in Newton, Kansas, visiting his mother, Mrs. B. Warkentin.

A daughter was born to Mr. and Mrs. Charles W. Sherman Dec. 20. This is the third daughter born to them. Mr. Sherman is assistant manager of the Southwestern Milling Co., Inc., Kansas City.

A snow ranging upward from 10 in fell in the Elkhart, Kansas, region recently and was highly beneficial to the new wheat, according to a letter received by L. H. Pettit, Hutchinson grain man, from one of his elevator managers.

Christmas and tax paying needs were responsible for a heavy wheat movement from southwestern Kansas farms last week. Hutchinson receipts topped the 600-car mark. Roads in many localities were passable for the first time in many weeks.

Jack Baker, claim adjuster for the Kansas Grain Shippers' Association, and one of the most widely known grain men in the state, died in Dodge City recently. He was nearly 60 years of age. His wife is his only surviving relative and will continue to operate the claim office at Dodge City.

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 Comes to a Stop

OF course, business has come to more or less of a dead stop with the end of the year, in accord with immemorial custom, and as everybody expected. So far as has been learned, nobody is buying flour who can avoid it, nor furnishing shipping directions. If one could look into the offices all down the line from wheat buyer and dealer to flour jobber he would probably find the entire trade in a holiday mood and indisposed to consider business. Production also naturally declines somewhat under such circumstances.

There being nothing in the present, it is pertinent to inquire about the future. Here there is some difference of opinion. Some millers have the idea that many buyers can go along for at least two months without making any more purchases. They are in a position to escape forced buying, and the intimation is that they are not likely to be tempted out of this standstill unless something develops to indicate that prices are going materially higher. Other millers look for a resumption of buying after the turn of the year, possibly starting at a slow rate but gradually and steadily accumulating speed.

What is the background? The market shot ahead about 23c in a spectacular rise in October and early November, slumped back to within about 8c of its starting point, but didn't reach it, and that may or may not be significant. Later it showed some recovery and nothing in the nature of a complete collapse. But it is a question if the course of the wheat futures is the really significant and pivotal part of the situation.

The cash wheat situation is the outstanding feature in the background. Here values have been not merely relatively stabilized, but have shown real firmness and ability to advance. In fact, looking back over the record and performance almost from the very beginning of the crop year the tendency has been steadily upward relative to the futures until cash wheat overtook and passed the futures. The 23c advance set farmers more firmly than ever in their disposition to hold. Cash wheat accumulations at present levels may show profits if they can be held long enough.

There is a feeling that flour buyers are overlooking this very distinctive feature relative to cash wheat, although it looms and bulks so large that it should be apparent to anybody familiar with the facts. The big governmental holdings are in strong hands under pledge to release them only in comparative dribbles in domestic channels. Of course on account of these governmental holdings the situation is abnormal to the point of freakishness, and there is no telling what may happen.

So far as the crop outlook goes, whatever may be said of it elsewhere, it is so unusual for this time of the year in this section that it is also freakish. Wheat fields never looked better. There has been almost no cold weather, no snow but plenty of rain, and the fields at Christmas time are as green as in the spring. So is the grass in the cities. And there appears to be plenty of acreage.

CENTRAL STATES MILLS

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

	Weekly capacity bbls	Flour output bbls	Pct. of activity
Dec. 20-26	125,850	63,320	51
Previous week	124,050	77,456	62
Year ago	124,950	77,121	61
Two years ago	129,150	65,449	50
Three years ago	138,630	68,412	50

Flour Prices.—Soft winter wheat standard patent flour was quoted, Dec. 26, at \$3.25@3.30, local springs \$4, and local hard winters \$3.50, in 98's, f.o.b., Toledo or mill.

Holiday Depress Indianapolis Trade
INDIANAPOLIS, IND.—The holiday influence, coupled with an urgent desire to show small stocks for inventory, caused an almost total absence of flour business during the past week. A few scattered orders from jobbers and retailers whose supplies were about exhausted constituted the volume of business. This is usually a slack period in bookings, but the inactivity was more pronounced this year than last. Owing to the limited demand for Christmas cakes, bakers were skeptical and curtailed their output. There was a marked slackening in shipping directions on old contracts, with mill operations below normal. Export offers were below a working basis. Flour prices held fairly steady to 5c bbl higher at the close. Quotations, Dec. 26, f.o.b., Indianapolis, basis car lots, 98-lb cottons: soft winter short patent \$4.30@4.70, 95 per cent \$4.10@4.50, straight \$3.70@4.10, first clear \$3.55@3.65; hard winter short patent \$4.40@4.80, 95 per cent \$4.10@4.40, standard patent \$3.80@4.20, first clear \$3.30@3.60; spring wheat short patent \$4.25@4.65, standard patent \$4.05@4.50, first clear \$3.25@3.55.

Demand Drops Off in Southeast
NASHVILLE, TENN.—Demand for flour from the Southeast dropped off Christmas week, current sales being about one third of capacity of soft wheat mills. Shipments on contracts held up fairly well, and mills were enabled to keep running time well sustained, production being about normal for this season of the year. The latter part of the week was practically a holiday.

Volume of business has shown decrease in December, falling some 10 or 15 per cent below former years at times. The tendency during the latter part of the month has been toward increased demand. Aggregate business for year will show about normal volume, with cash re-

turns much smaller on account of lowest prices for years.

Quiet trade is expected until about the middle of January, as many firms will be taking inventories and will be holding stocks down to a low mark for the taxation period.

Flour prices continued in narrow range last week, although wheat and millfeed were irregular at times. Quotations, Dec. 26: best soft winter wheat short patent, 98-lb cottons, f.o.b., Ohio River stations, \$1.60@5.20 bbl; first clears, \$3 @3.50.

Rehandlers had light business. Stocks are fairly liberal, being materially larger than last year. Self-rising flour holds its own fairly well. Quotations, Dec. 26: spring wheat first patent, 98-lb cottons, delivered Nashville, \$5@5.50; standard patent, \$4.70@5.10; hard winter wheat short patent, \$4.25@4.75; straights, \$3.80 @4.25.

Wheat was quiet at Nashville last week, with moderate withdrawals by mills for running needs. Government stocks were sustained at a high mark. The market was easy, with No. 2 red, with billing, 68c.

FLOUR OUTPUT

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

	Weekly capacity	Flour output bbls	Pct. of activity
Dec. 20-26	120,420	75,566	63
Previous week	121,320	68,950	57
Year ago	109,620	63,247	58
Two years ago	113,520	74,030	65
Three years ago	123,720	72,998	59

Better Business Forecast at Detroit
DETROIT, MICH.—The seasonal holiday slump in flour buying is in full swing in the Detroit market, but the trade here looks for a considerable increase in business shortly after the first of the year. Mills are running slightly below normal. Prices have dropped 10c all along the line, with quotations, Dec. 24, f.o.b., Detroit, basis car lots, 98-lb cottons: spring wheat short patent \$5@5.25, bakers fancy \$4.75@5, standard \$4.70@4.95, first clear \$4.50@4.75; extra fancy winter wheat patent \$5.70@5.95, bakers fancy \$1.20@1.45, standard \$3.45@3.70.

Norfolk Trade Dull, Prices Weak
NORFOLK, VA.—The flour market is dull and prices have weakened. Inquiries are slack, and the trade is reacting to the holiday slump. Quotations, Dec. 26: top springs \$4@4.25, second patents \$3.75@4; Kansas top patents \$3.60 @3.80, second patents \$3.40@3.60; top winters \$3.40@3.60, second patents \$3.15 @3.40; Virginia and Maryland straights, \$3@3.15.

Trade at Low Level in Atlanta
ATLANTA, GA.—The past week has brought no change in the flour business, which continues dull and quiet, with light demand and few inquiries. Trade has

reached the lowest level ever seen here. Prices, Dec. 26: Kansas short patent \$4.30, 140-lb jutes; bakers patent 20c lower; low proteins from Oklahoma and Kansas mills, \$3.25@3.40, 95 per cent bulk basis; Illinois, Indiana and Missouri mills, \$3.50@3.75, 95 per cent, bulk basis.

INDIANA CHAIN STORE TAX GIVEN WIDE APPLICATION

INDIANAPOLIS, IND.—Little did the bakers or flour men serving Indiana think two years ago when they sat by and permitted the legislature to pass a so-called chain store tax, that they would be much affected. The bill was popularly known as a chain store tax bill, and they were not in the mercantile business.

But the trade has suffered a rude awakening with an opinion just issued by the state attorney general, ruling that all bakers, all flour jobbers and a few others must pay the tax. Not only that, but all flour mill and other supply men who maintain offices in the state, whether domiciled in Indiana or not, must pay the tax for selling agents in the state.

The ruling says "agents representing home or foreign concerns, having offices and taking orders" will be made to pay the tax. Say, for instance, a flour mill has a selling agent in one or more of the larger cities of the state. For each agent maintaining an office where he takes orders or sells merchandise, a tax must be paid. The tax is graduated from \$3 for a single business, exclusive of a 50c fee for application, to \$25 for each more than 20, with a separate fee for each application.

And this is but the beginning. When the bill first was introduced, it provided a maximum of \$150 for each business more than 20 owned by the same firm instead of \$25, and in the hope the chains would not fight, the maximum was lowered. Since the fight was made and the case lost in the Supreme Court of the United States, it is conceded the next legislature likely will make increases.

NOVEMBER FEED EXPORTS LARGER THAN A YEAR AGO

Total exports of feedstuffs during November amounted to 94,218 tons, compared with 21,633 in the corresponding month last year. Larger exports of linseed cake and meal and cottonseed cake and meal accounted for most of the gain. Exports of cottonseed cake and meal during November were 56,061 tons, compared with 1,554 a year ago. Linseed cake and meal exports amounted to 21,391 tons, compared with 12,785 a year ago. Other oil cake and meal accounted for 3,059 tons in November this year, compared with 147 a year ago.

Mixed dairy and poultry feeds shipments amounted to 670 tons, compared with 691 a year ago. Other mixed feed accounted for 386 tons, compared to 306 a year ago. Hay exports were 213 tons, compared with 238; oyster shell 3,085, compared with 4,678; alfalfa meal 218, not reported a year ago; fish meal 17, not reported a year ago; other feeds 9,188, compared with 1,254.

WHOLESALE PRICE INDEX DECLINES IN NOVEMBER

The index number of wholesale prices, as computed by the Bureau of Labor Statistics, shows a minor decrease for November. This index number, which includes 550 commodities or price series weighted according to the importance of each article and based on the average prices for 1926 as 100, was 68.3 for November, as compared with 68.4 for October, showing only a fractional per cent of decrease between the two months. When compared with November, 1930, with an index number of 80.4, a decrease of 15 per cent has been recorded. Among foods, price decreases were about 2½ per cent for the group as a whole. Rye and wheat flour and corn meal averaged higher than in October.

NEWS CRIST in BRIEF

The silver jubilee convention of the Ohio Bakers' Association will be held Jan. 18-20 at the Deshler-Wallick Hotel, Columbus, Ohio.

The Detroit Jewish Bakers' Association has pledged \$25 per month toward the support of a local dining room for unemployed men.

Howard W. Adams, Pratt Food Co., Buffalo, N. Y., formerly sales manager for David Stott Flour Mills Co., Detroit, Mich., was in Toledo early last week.

First prize in a window decorating contest conducted by the Chamber of Commerce of Boyne City, Mich., last week, was awarded to the Boyne City Bakery.

F. C. Churehman, sales manager for the David Stott Flour Mills, Detroit, Mich., has returned from a trip through Pennsylvania, stopping off at Buffalo on the way back.

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

who died Dec. 19, after an illness of eight weeks.

J. O. Cain, representing Schultz-Baujan & Co., Beardstown, Ill., was in Toledo last week calling on the trade with the firm's local representative, T. E. Vogler, flour broker, Toledo.

Lakeside Biscuit Co., Toledo, is pushing plans for the building of a fireproof warehouse costing about \$100,000, to replace the one recently destroyed by fire. It will adjoin the present factory.

The annual meeting of the Michigan State Millers' Association will be held at the Olds Hotel, Lansing, Jan. 27. Instead of a closed meeting the night before, it has been decided to hold a meeting at 1 p.m. followed with an annual dinner instead of lunch as heretofore.

William E. Partlow, who succeeded his father as manager of the Eureka Flour Mills, Grand Rapids, Mich., now known as the Cass Wright Mills, and who managed the enterprise for some years, died at Greenville, Mich., last week, at the age of 75 years, following a heart attack.

ST. LOUIS DISTRICT

ARTHUR F. G. RAIKES, MANAGER

513 Merchants Exchange, St. Louis, Mo.

Correspondents at Memphis and New Orleans

Cable Address: "Palming"

No Improvement in St. Louis

AS was generally expected, St. Louis flour mills last week had no better report to give of conditions than has been the case for the past two or three weeks. Business is almost at a standstill, chiefly owing to the usual holiday lull, but emphasized to some extent by the uncertainty that exists in the wheat market.

While the wheat market seems full of hulls and shows good resistance to bear attacks and the weakness which exists in the stock market, buyers still are of the opinion that flour will be bought at lower levels before the crop season of 1931-32 is past history. They point out that the bull news comes from this country alone and that unless the wheat market can be looked upon as a domestic affair there is no need for anxiety on their part with regard to missing their opportunity to book flour at cheap prices. The fact remains that cash wheat shows no definite signs of slipping and so long as millers find cash wheat strong, they are bound to believe that present flour prices are a bargain.

The Price Factor.—One miller here last week said that he found that the prices he could quote with wheat selling at about 4c under its present level apparently encouraged buyers and that both he and his jobbers could sell flour at those levels. As soon as prices advanced, however, both he and his customers found that their demand dried up. He gave this as his reason for believing that wheat could not advance sensationally in the next few months. If flour will not be consumed at more than a certain price, of course wheat will have to stay at the level which will make that price possible, but it seems impossible that the consumer could find some cheaper food to take the place of flour while striking against flour prices. In China, for instance, if wheat goes above a certain price, the consumer falls back on rice but, so far as we know, there is nothing for the consumer to fall back on in this country and so it is hard to imagine a flour buyers' strike controlling the price of wheat.

Operations Light.—Operations at mills are still extremely slow and are far below what they should be at this time of the year. Directions are very hard to obtain and, as yet, mills have not experienced the improvement they hoped for in the way of shipments scheduled for after the first of the year. Next week, it is hoped, may see more flour ordered out, but some mills say that the only response that their requests for specifications receive at the present time is "Merry Christmas."

Export business also is at a standstill with no change to be reported from previous weeks' experience with this class of trade.

FLOUR OUTPUT

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

	Output bbls	Pct. of activity
Dec. 20-26	16,800	32
Previous week	17,600	31
Year ago	33,600	48
Two years ago	37,000	61

Output of outside mills, with a weekly capacity of 61,800 bbls, the product of which is sold from St. Louis:

	Output bbls	Pct. of activity
Dec. 20-26	29,700	46
Previous week	28,800	44
Year ago	27,700	43
Two years ago	42,900	49

Flour quotations, Dec. 26, f.o.b., St. Louis, basis July 140's: soft winter short patent, \$3.35@3.75 bbl, straight \$2.75@3.10, first clear \$2.50@2.70; hard winter short patent \$3.30@3.75, 95 per cent pat-

ent \$3@3.20, first clear \$2.60@2.75; spring wheat top patent \$4.30@4.60, standard patent \$1.10@1.25, first clear \$3.35@3.60.

Few Purchases at Memphis

MEMPHIS, TENN.—Business in flour is of small proportions. Stocks have been reduced to a very low level and everybody continues to buy only small lots for immediate needs. Prices remain quiet, with a slight inclination to shade quotations when business is offered, but general feeling that after Jan. 1 there will be a pickup in buying. Bakers have not experienced their usual demand during the holidays, but their supplies of flour have been kept low. Slow movement of cotton and no price improvement keeps general business from improving, but there seems to be no expectation of flour getting any cheaper.

Flour quotations, Dec. 26, basis 98's, f.o.b., car lots, Memphis: spring wheat short patent \$9.15@5.25 bbl, standard patent \$4.45@4.90; hard winter short patent \$4@4.35, standard patent \$3.50@3.90; soft winter short patent \$4.25@4.95, standard patent \$3.65@4.05, blended 95 per cent patent \$3.50@3.55, low protein \$3.30@3.65.

Low Stocks in New Orleans Area

NEW ORLEANS, LA.—Flour buyers continued to take hold cautiously last week, and with prices working downward slightly, purchases were still for 30-day or immediate delivery.

The local baking trade was preparing to close the year with what is probably the lowest stock on hand for many years. As there does not seem to be any indication of an immediate return to former buying policies, it is predicted that stocks will continue to remain at a low stage for some time to come.

The baking trade in the country territory is also lagging, both in consumption of flour and, necessarily, in production of baked goods.

The domestic consumption of flour seems to offer some slight ray of hope, so far as the city trade is concerned, but it is believed that a balance has been struck in the country beyond which even price cannot sway buyers. One flour dealer reported a recent example of this situation when he told of a leading country grocer who was selling flour below replacement cost, who said that even at the price he was charging, it was impossible to increase his volume, or even hold his former level of flour sales. It is said that the families in the country have bought up to their limit, and cannot be budgeted beyond that, no matter what price concessions are offered.

In the city, however, conditions seem to be improved in the domestic flour field. But here, also, the saturation point will be reached soon, it is predicted, and price will have little bearing on volume.

City consumption of bread has declined, it is said, but this condition is regarded as only temporary, and some bakers have given up the idea of making overtures for increased volume at the expense of profit, are putting out a better loaf, weighing less than formerly, and are able to show a small profit. However, there are some bakers who have gone to the other extreme, and while their volume is increased, their profits have dwindled. This is said to be particularly true with city bakers who are trying to invade near-by small towns.

Flour prices, Dec. 23, basis cotton 98's: spring wheat short patent \$4.85 bbl, 95 per cent \$4.60, 100 per cent \$4.40, cut \$4.30; hard winter short patent \$3.90, 95

per cent \$3.65, 100 per cent \$3.45, cut \$3.25, first clear \$2.95, second clear \$2.70; soft winter short patent \$4.65, 95 per cent \$4.15, 100 per cent \$3.90, cut \$3.70, first clear \$3.40, second clear \$3.05.

Foreign demand continued to lag, with little hope of local exporters getting into the European market. The Latin American trade continues to take hold with caution. Most shipments to this section are made up of small quantities intended to cover immediate or very near future requirements.

During the seven days ended Dec. 23 a total of 19,454 200-lb bags flour was shipped through this port of which Latin America took 18,669 and Europe 765 as follows: London, 213; Amsterdam, 209; Antwerp, 117; Hamburg, 114; Rotterdam, 112.

TEBELMANN BAKING CO. IS BOUGHT BY ST. LOUIS MEN

ST. LOUIS, Mo.—The assets of the Tebelmann Baking Co., of this city, were bought recently at auction by Chris Hauck and John Hamm, of this city, who plan to continue the company under the name of the Yur-Favrit Cake Co. The Tebelmann company was put into the hands of a receiver some months ago and Mr. Hauck and Mr. Hamm will take over all the physical assets and the good will of the company. Mr. Hauck is president of the Hauck Baking Co., a well-known wholesale St. Louis bread baking company, but he announces that the new cake company will be operated separately from the Hauck bakery. The Tebelmann company's brand, Yur-Favrit, will not only be continued, but it will be featured in the title of the new company.

ROLLS IN THE DOUGH MAKE THEIR DEBUT AT LOUISVILLE

LOUISVILLE, Ky.—Rolls in the dough is a new product recently placed on the market by the No-Do Roll Co., Inc., the proprietors being M. J. Doll, Clifford W. Doll and Frank A. Noel, the latter an experienced baker. The company, which has a capital of \$500, began operations about three weeks ago in small quarters, and is now fitting up a plant at 300 East Jefferson Street, designed to produce 40,000 packages daily.

Clifford Doll states that the concern is now producing from 600 to 750 packages per day, supplying about one fourth of the larger independent grocers of Louisville, and has made no effort to enter the stores, due to limited capacity.

The product retails at 10c for 10 rolls, representing 10 1-oz dough balls, packed in a circular paper board box, 1 3/4 inches

high and 6 inches in diameter. Directions on the box state: "Remove this cover—bake in this container. Set uncovered box in warm place. Bake in oven 400 to 450 for 15 to 20 minutes. Turn out on plate and serve hot."

The dough is a yeast roll, of the home production type, thoroughly mixed. The rolls in the package are not separated, but each ball is greased, and after baking separation is easy.

Mr. Doll says that when the company secures capacity in its new plant it plans to go after the chains and all local business available, and will later enter other cities as development warrants, although it is planned to move slowly at the start. Like other dough products this one has to be kept chilled, distributed and handled by refrigerator and refrigerator trucks, which means rather heavy expense in the matter of development on a quantity basis.

Local reception has been excellent and the company feels that it has something that will prove up in a large way as the product becomes known. So far there has been no advertising of the product, which is selling itself on its own reputation and momentum.

ILLINOIS MILLERS WILL DISCUSS VARIOUS TOPICS

ST. LOUIS, Mo.—J. L. Grigg, secretary of the Southern Illinois Millers' Association, has announced further details of the program for the forty-sixth semi-annual meeting to be held in St. Louis at the Missouri Athletic Association. Bert H. Lang, vice president of the First National Bank in St. Louis, will speak on the farm board, a subject on which he is well qualified to talk. Herman Steen, secretary of the Millers' National Federation, is another addition to the program which, as already reported in THE NORTHWESTERN MILLER, will include talks from R. M. McCombs, of the Cape County Milling Co., Jackson, Mo., and H. T. Corson, of the National Food Bureau, Chicago. Dr. W. H. Strowd, secretary of the Southeastern Millers' Association, is also scheduled for a short talk as is George A. McKinney, secretary of the Millers' Mutual Fire Insurance Association of Illinois.

It is just possible that C. H. Koenigsmark, author of the idea that flour might be traded in on a futures market, may introduce the topic under the heading, "Should Flour Sales Be Margined?"

It is understood that each speaker will be limited to 20 minutes.

POTOMAC BAKERS PREPARE FOR MIDWINTER MEETING

NEW YORK, N. Y.—The Potomac States Bakers' Association is preparing a constructive program for its midwinter convention, to be held Feb. 12, at the Lord Baltimore Hotel, Baltimore. Discussions vitally related to the future of the industry will dominate the business sessions, while the social entertainment, as always, will be a bright spot of the convention.

DOUGHNUTS FOR UNEMPLOYED

BALTIMORE, Md.—Through the generosity of Edward S. Goldhill, manager of the Doughnut Mfg. Corporation, doughnuts have been added to the menu of the meals being served the unemployed by the city officials. Mr. Goldhill is supplying 75 doz doughnuts a day and delivering them to the soup house where the meals are served.

A. C. Bernet, eastern manager for the Bernet, Craft & Kauffman Milling Co., who maintains his headquarters in Philadelphia, visited the home office of his company last week and will be in St. Louis, his old home, over the holidays.

L. R. Bowman, of the Scott County Milling Co., Sikeston, Mo., was a visitor on the floor of the Merchants' Exchange of St. Louis last week.

J. M. Chilton, of the Farmers' National Grain Corporation, Chicago, visited old friends in St. Louis last week.



L. J. Schumaker, president of the American Cone & Pretzel Co., Philadelphia, was elected chairman of the board of the American Bakers Association, at the recent meeting of the governors of the organization. Mr. Schumaker at one time served as president of the association.

EUROPEAN DEPARTMENT

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Opposition Developing to British Wheat Quota Scheme

By C. F. G. Raikes

LONDON, ENG.

IN a letter to the prime minister, John Westgate, president of the National Association of British and Irish Millers, recently outlined reasons for the opposition of the association to the proposed British wheat quota schemes and expressed surprise that the government had definitely committed itself to the principle of a quota for Dominion wheat.

"We much regret," the letter said, "that before these steps were taken the industry principally concerned with these subjects was not consulted, as we are in position to prove that both schemes are almost impracticable and, certainly, most inefficient and uneconomic."

Referring to the homegrown wheat quota scheme, Mr. Westgate wrote: "It is quite obvious that the scheme is a most cumbersome method of endeavoring to achieve the primary object in view, i.e., the receipt by the British farmer of an economic price for his wheat. The scheme is one which is quite unnecessarily intricate, and its operation would cause the creation of numerous further officials. It would, moreover, act very unfairly against the flour milling industry, and would increase the already unfair advantages possessed by those who import flour into this country."

THE DOMINION QUOTA

This led to his criticizing the British Dominion quota scheme, as follows: "I desire to emphasize that millers in this country are quite willing that a preference should be given to Dominion wheat as against foreign wheat, but this can be done in a way which would prove very much less burdensome to the consumers in this country than by the method now proposed. I would point out that, apart from India and one or two other parts of the Empire from which we receive comparatively small quantities of wheat, the whole of our importations from the Empire come from Canada and Australia."

"It is still fresh in our minds that two years ago Canada withheld her supplies of wheat to a large extent, in the hope of securing a better price. If millers in this country had surrendered to such a policy and purchased the proportion of their grist which is usually obtained from Canada, it would have involved an impost on the consumers in this country of several million pounds. It was due solely to the fact that we were in a position to purchase our requirements from all parts of the world that this organized effort to secure prices above the world's parity was rendered unsuccessful."

"If the proposed scheme is to prove satisfactory to the farmers in Canada and Australia, it must of necessity involve considerably higher prices for wheat than those which now exist. Present prices, of course, are uneconomic, and some increase is justified. At the same time, we should have very little control over prices under a quota scheme, and whatever increase ensued would inevitably have to be borne in its entirety by the British public."

"As I have mentioned already, the objects in view can be achieved in a much less costly and far more satisfactory manner."

"I desire to point out, further, that Canadian and Australian millers are our chief competitors, and no suggestion has

been made that we are to receive any protection against this class of imported flour. Any increase of these importations would be to the detriment of employment in British mills, and involve a smaller supply of freshly milled wheat feed to our own farmers—an animal food which is so essential from the live stock point of view."

"It can be shown that the flour imported from the Dominions is disposed of here at prices lower than those ruling in the countries of origin, and this can be done owing to the fact that the Dominion millers in question have protection at home, and can, in consequence, afford to dump their surplus products into this country."

The charge that flour imported from the British Dominions is "dumped" is entirely erroneous and misleading. How the president of the National Association of British and Irish Millers could make such a statement in a letter to the prime minister amazes the flour importing trade. As a matter of fact, Canadian flour is certainly 5s per 280 lbs above the price of home milled, which can be manufactured at its present low price because millers are able to use a large percentage of cheap Russian wheat. It is the Russian wheat that is "dumped."

In conclusion the letter stated that the millers had no alternative but to oppose the schemes "most strenuously with every method at their command."

DUMPING CHARGE DENIED

A letter refuting the charge that Canadian and Australian flours are "dumped," appeared in some of the leading London papers, Dec. 11, and was as follows:

"I wish to state that the millers of Canada and Australia have indignantly denied that flours milled in Canada and Australia and shipped to the United Kingdom are in any way dumped or subsidized. Any statement to the contrary, either directly made or implied, is untrue and should be regarded as merely unworthy efforts to create prejudice."

"J. H. PHILMAN,

"Hon. Secretary and Treasurer, National Association of Flour Importers."

After the publication of Mr. Westgate's letter, the editor of the London Morning Post, which claims to be the originator of the quota scheme, sent a wireless message to Prime Minister Bennett, of Canada, who was crossing the Atlantic on his way home. The message was as follows: "Wheat quota system endangered here owing to millers declining to work it, unless importation of flour is prohibited. Would Canadian millers raise objection to prohibition of foreign and Canadian flour into England, provided Canada were allowed to export a large quota of wheat in grain?"

Mr. Bennett replied: "The difficulty was discussed at the conference last fall. It is my recollection that the solution suggested involved including importations of flour in terms of bushels as part of the Dominion's wheat quota. I am afraid your suggestion is unsatisfactory, as Canada exported to the United Kingdom \$16,000,000 worth of flour and meal last year. I regret it is impossible properly to discuss the question from on board ship."

It is difficult to understand the ex-

pectations of the editor of the Morning Post in sending such a message to the prime minister of a country where flour milling is one of its leading industries. Did he expect the prime minister to reply that he would see that mills in Canada were closed down so that the British millers might have the benefit of a larger supply of Canadian grain? One can only come to that conclusion.

ADVERTISING CAMPAIGN

The next move in the game was by the British millers, who placed a half page advertisement in all the leading London papers and also in some of the more important provincial papers. This advertisement announced their disapproval of the quota scheme and by the way it was displayed attracted a great deal of attention. It was as follows:

THE MILLERS and the WHEAT QUOTA

A statement of vital importance

IN order to remove a serious misunderstanding which appears still to exist in the minds of the public, Members of the House of Commons, and even (as it seems from the publication in the press) in the minds of certain Cabinet Ministers

THE NATIONAL ASSOCIATION OF BRITISH and IRISH MILLERS

desire to announce that the entire milling industry is opposed to a quota system, whether for homegrown or Dominion wheat, on the ground that it will ultimately redound to the far greater disadvantage of the consumer than would

the more straightforward method of a tariff, including preference to the Dominions.

Furthermore,

It would completely disorganize the milling and grain trades.

This method of throwing down the gauntlet to the government and cabinet has not met with the approval of the British milling trade as a whole. A number of millers, who are members of the association, have expressed their disapproval of this propaganda, which they consider tactless and undignified.

The publication of this advertisement brought forth a severe reprimand from Sir John Gilmour, minister of agriculture, who, in an address the following day, to the Council of Agriculture, said:

"I think that I am justified in saying that I am a little surprised that some sections with whom I have so conferred have seen fit, in the advertising columns of the press, to make statements which, if they were to be regarded either by myself or the government, would be dictation of policy to the government upon a question which is the government's affair, and nobody else's. I want to say pointedly that while I am most anxious to work in a most amicable way with every interest, and listen to all suggestions, there is a form of dictation which, so far as I am concerned, is bound to defeat itself. This is not the time for that kind of agitation. The government does not desire to do injury to any one, but it is determined to put the agricultural industry upon a sound footing."

The morning following this statement by Sir John Gilmour a report appeared in some of the London papers to the effect that the millers had come to an agreement with the government in regard to the wheat quota plan, but it appears that the report was unfounded.

South African Corn Trade

LONDON, ENG.

SOME time ago representatives of the British corn trade visited South Africa for the purpose of studying conditions for the growing and shipping of South African corn, as the trade in this cereal has increased considerably during the last decade. The delegates sent to South Africa were Alec Slater, R. S. Clement and S. H. Tidford. Unfortunately, shortly after they arrived in South Africa Mr. Slater became seriously ill and was unable to take any further part in the tour. This was much regretted by Mr. Slater's colleagues, as they were deprived of his valuable advice and experience. An abridged report has recently been published containing valuable information to those interested in the maize trade. The report is as follows:

"A particularly interesting feature was the very large stocks of maize in bags, stored either out in the open or in shed, which we found everywhere alongside the railway line, and in the main were owned by either the Central Agencies or the local co-operative movement. This method of storing was said to be cheaper than if delivered to the elevators. En route, we visited a number of up country elevators and the terminal elevator at Durban. At several points, we were met by representative farmers and other agricultural interests, and in particular those connected with the co-operative movement. To these gentlemen we took the opportunity of emphasizing the necessity of producing that which the over-

sea market required, and the advantages to be derived from marketing their produce for export through the normal experienced trade channels.

"At the Potchefstroom School the primary work of breeding new types and of eliminating defects in existing types of maize is conducted. At the time of our visit, experiments were mainly centered upon the production of a large berried white of good yield and early maturity."

"The elevator system comprises two terminal or port elevators and 35 country elevators. The port elevators are situated at Durban and Capetown. The Durban elevator has a storage capacity of 42,000 tons, the Capetown elevator 30,000 tons, and both have an intake capacity from rail and loading to ship capacity respectively of 1,000 tons per hour. The storage capacity of the country elevators ranges from 1,800 tons to 5,800."

"Maize on arrival at the country elevator undergoes a cursory examination prior to off loading, to insure that it is not damp, weevily or otherwise unsuitable for storage."

"The official grade of the cleaned maize is ascertained when the grain is in the scale pan of the weighing machine. A long sampling spear is used for sampling—the spear having six or seven compartments, in order to show the quality of the bulk throughout its depth. The grader determines the grade by a visual examination of the sample; but in doubtful or border line cases, the percentage

of defective berries is ascertained by weighing on a small balance scale. Similarly, moisture content is determined by 'feel,' but moisture testers are used in the event of doubt arising.

"Maize and maize products in bags are graded at the port elevator grading sheds, each bag being spearred. The grade mark and a letter identifying the grader responsible is stenciled on every bag. Maize products are tested for texture, smell and moisture content.

"The South African elevator system is well organized and operated, and the graders appeared to us to be experienced men. Nevertheless, the grading and the handling and storing of graded maize is dependent on the human element, and the possibility of mistakes occurring cannot be entirely eliminated.

"Our comments were directed mainly toward the continuing decrease in size of the berry of Flat Whites, the color of maize products, and the necessity for exercising greater care in determining moisture content. We also pressed for the absolute right to compensation to be conceded to receivers in the event of damages being suffered through an error in grading.

"Greater yield and earlier maturity have encouraged the production of smaller berried types of maize, particularly that known as Wisconsin, in preference to Hickory King and other large berried types. The grade specifications for Flat Whites 1, 2 and 3 do not preclude the smaller berried maize, and it is possible for a shipment of two's or three's to consist entirely of the Wisconsin type. We suggested that the smaller berried types should be excluded from grade 2, and perhaps even grade 3. At our request the South African authorities are forwarding to the association samples and descriptions of the various types of maize grown in the union. We also suggested that maize meal should be graded to a standard of color, and that there should be three color standards, white, yellow and light yellow."

NATIONAL ASSOCIATION OF IMPORTERS HOLDS MEETING

LONDON, ENG.—A meeting of the delegates of the National Association of Flour Importers was held in Glasgow, Dec. 9, to discuss further the situation that has arisen owing to the British government's decision to adopt the policy of a wheat quota. Delegates from the various markets of the United Kingdom were present. No details as to what took place at the meeting were announced, but it is understood that as a result of the meeting a London importer was delegated to call on the minister of agriculture on his return to London.

AN INSIDE JOB

AMSTERDAM, HOLLAND.—One evening recently the manager of the United Bakeries, at The Hague, was sitting in his office when a masked man, revolver in hand, entered. He ordered, "Hands up," which command the manager perforce had to obey promptly. A second bandit then entered, and together they tied up the manager, who lost consciousness. The night watchman on going his rounds at midnight found him in a small room adjoining the office and called the police, who found the safe had been opened and \$3,600 stolen. From the first, the police doubted the truth of the above story, told by the manager, as the thieves had left no traces of how they got away, and in the end the manager of the bakery was arrested and he confessed to defalcations of the firm's money. He had been a trusted servant of the firm for over 10 years, but got into financial difficulties through personal speculation.

London Flour Arrivals

The arrivals of flour in London by weeks, in sacks of 250 lbs. showing countries of origin:

From	Dec. 1	Nov. 27	Dec. 5
United States	1931	1931	1930
Atlantic	1,750	1,750	6,291
Canada—Atlantic	9,100	6,675	13,527
Pacific		3,950	
Australia	12,805	10,700	800
Argentina	400	4,625	
Continent	5,123	7,297	5,707
Coastwise	2,752	1,840	3,032

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

Dullness Rules Chicago Market

HOLIDAY dullness is here in full force, and flour business in Chicago is at a low ebb. No one seems to care what the market is doing or how cheap prices are, and buyers are devoting their time, interest and energy to Christmas matters. This same condition exists every year, and flour merchants never expect any improvement until the holidays are over and inventories completed.

Spring Wheat Flour.—The market is devoid of interest. The little business reported is merely the usual l.c.l. stuff with the retail trade and a few scattered single car orders. Buyers are passing up all offers, regardless of price, and are holding off until next year. Shipping directions are also rather hard to get.

Hard Winter Flour.—Southwestern brands also were in slow request. Buyers can see no good reason for entering the market now, and with inventory taking close at hand, do not want large supplies. Stocks are rather low with most buyers, and dealers look for fair buying after the turn of the year.

Soft Winter Flour.—There is nothing to report on soft winters. Scattered buying of small lots makes up the little business. No change in the situation is expected for several weeks. Shipping directions are only fair.

Durum.—Macaroni plants are operating at reduced capacities, and consequently there is no activity in semolinias. Quotation, Dec. 24, No. 1 semolina, \$5.30 @ 5.60 bbl, bulk.

Flour Prices.—Quotations, car lots, basis Chicago, patents in cotton 98's and clears in jutes, Dec. 24: spring top patent \$4.10 @ 4.35 bbl, standard patent \$3.90 @ 4.15, first clear \$3.40 @ 3.85, second clear \$2 @ 2.40; hard winter short patent \$3.40 @ 3.90, 95 per cent patent \$3.20 @ 3.70, straight \$3 @ 3.40, first clear \$2.60; soft winter short patent \$3.35 @ 3.90, standard patent \$3 @ 3.50, straight \$2.80 @ 3.20, first clear \$2.60 @ 2.80.

FLOUR OUTPUT

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

	Output bbls	Pct. of activity
Dec. 20-26	17,786	44
Previous week	22,415	57
Year ago	21,004	60
Two years ago	24,703	62

Milwaukee Demand Small

MILWAUKEE, Wis.—Demand for flour fell off to practically nothing during

Christmas week. The usual holiday spirit it has taken a firm hold of the market, and local houses expect no revival of interest until after the first of the year. The few sales that were made were of the hand-to-mouth type, just large enough to fill the immediate needs. Unsteady market conditions continue to keep buyers from booking in advance. Shipping directions call for prompt delivery. Old bookings are not being taken out as willingly as a few weeks ago, buyers wishing to keep stocks as low as possible for inventories. Northwestern flour prices remained fairly steady.

Quotations, Dec. 24, basis Milwaukee, patents in cotton 98's and clears in jutes: spring top patent \$4.10 @ 4.95, standard patent \$3.85 @ 4.10, first clear \$3.70 @ 4.25, second clear \$2.25 @ 3.65; fancy pastry flour, in 100-lb packages \$3.75, in barrels \$5.65; soft winter wheat, 95 per cent standard patent \$4.

Although southwestern offerings decreased 10c, buying interest was not aroused. Dealers report that the usual holiday spirit and unsteady market conditions were keeping buyers "at home." Stocks in the hands of the buyers are below normal, and local southwestern flour men feel that increased activity will be noted immediately after Jan. 1. Current orders are for prompt shipment. Directions on old bookings have been rather difficult to get.

Quotations, basis Milwaukee, patents in cotton 98's and clears in jutes: short patent \$3.60 @ 3.90, standard patent \$3.40 @ 3.65, first clear \$2.85 @ 3.25, second clear \$2.30 @ 2.95. The current range between the northwestern and southwestern offerings has become 50c @ \$1.05, compared with 40c @ \$1.10 for the previous week.

Market conditions for semolinias remain unchanged. Prices are up 10c. Interest is entirely lacking. Quotations, Dec. 24, Milwaukee: No. 1 \$5.80, special durum \$5.55, No. 3 \$5.40, durum patent \$5.55, macaroni flour \$5.20.

VICTOR CHEMICAL OFFICES

CHICAGO, ILL.—The Victor Chemical Works, Chicago, manufacturers of "Regent Phosphate," will move their offices, Jan. 2, to the new Board of Trade Building. The concern will occupy the entire thirtieth floor and the new location will give them more spacious quarters. The Victor Chemical Works have had their offices in the Fisher Building.

NEWS CRIST in BRIEF

R. L. Walker, of the Pillsbury Flour Mills Co., Chicago, and Mrs. Walker motored to Milwaukee to spend Christmas with relatives.

H. I. Brown, general manager of the Miller Products Co., Cedar Rapids, Iowa, visited in Chicago Dec. 23, en route to Cleveland to spend Christmas with his son.

Guy Thomas, chairman of the board, and C. F. Dietz, executive vice president of the Commander-Larabee Corporation, Minneapolis, were in Chicago recently.

The officers for the Flour Jobbers' Exchange of Chicago for the ensuing year are as follows: president, Fred H. Brinkman, Gold Medal Flour Co.; vice president, Paul B. Eckhart, John W. Eckhart & Co.; secretary-treasurer, C. C. Anthon, Southwestern Milling Co., Inc.

Executive committee: Frank P. Barrett, Northwestern Consolidated Milling Co.; F. C. Doerfel, Chapman & Smith Co.; John W. Eckhart, John W. Eckhart & Co.

H. R. McLaughlin, president of the Washburn Crosby Co., Inc., and a number of other members of the staff at Chicago, are spending the Christmas holidays in Minneapolis.

W. E. Foster, of the Hubbard Milling Co., Mankato, Minn., last week visited the Millers' National Federation offices. Mr. Foster was returning from a month's business trip in the East.

The Victor Chemical Works, of Chicago, has been given a special citation for unusually good performance by the Chicago Safety Council. The employees of the company worked a full year without a single accident causing lost time.

343 South Dearborn Street, for more than 20 years. Before that, they were in the old Board of Trade Building. The Victor Chemical Works operates large plants at Chicago Heights, Ill., and Nashville, Tenn.

HILLMAN BAKERY EXPANSION

CHICAGO, ILL.—Hillman's Stop & Shop, a large and successful retail grocery and bakery in Chicago, will establish another bakery in the Leiter Building, State and Van Buren streets, Chicago. This building is being remodeled to be used as a downtown store for Sears, Roebuck & Co. The Hillman firm will run the bakery department. This concern is also installing a modern bakery in its new building in Oak Park, Ill.

BRITISH CROP INADEQUATE FOR PROPOSED MILL QUOTA

In a letter to the Glasgow Herald, Andrew Law, of Crawford & Law, flour importers, Glasgow, points out that those who are urging the imposition of a 20 per cent quota of English grown wheat in the milling mix evidently are not aware of the fact that the British crop is inadequate to take care of such a percentage. Following is Mr. Law's letter in part:

"Taking the figures from the last issue of the Statistical Abstract, the British wheat crop is given as 26,560,000 cwt. The importations of all kinds of wheat are given as 115,975,000 cwt. The total of homegrown and imported wheat used in that year would therefore be 142,535,000 cwt. It would therefore appear that the British millers, if tied by this quota scheme, will be compelled to use 28,507,000 cwt of homegrown wheat, which would be 2,000,000 cwt more than the entire crop; but when it is realized that at least half of the English wheat crop is at present required to feed the poultry of the country, the hens will have to go without.

"But when it is further realized that dry, hard, high protein, imported wheat is the best possible wheat for bread, and English wheat the worst, while English wheat is the best possible feeding for poultry because it is soft and easily assimilable in the digestive organs of poultry, it seems to be clear that the gentlemen who are pushing the government in this quota direction are pushing them in this respect in the wrong direction.

"That does not end the matter. Should poultry feeders be forced as wheat buyers into competition with the British millers, the inevitable result will be that the price of wheat will soar to the very levels which the landlords and farmers of East Anglia want to see. It will then be necessary, in justice to our ill-used hens, to put a heavy duty on Danish eggs laid in a free market."

DATES FOR NORTH DAKOTA BAKERS' MEETING CHANGED

Railroad facilities at Minot, N. D., make it necessary that the dates of the convention of the North Dakota Bakers' Association be changed from Feb. 17-18 to Feb. 16-17. Other plans for the meeting remain unchanged, according to Harry Howland, of the Fargo (N. D.) Bakery Co., president of the association.

RUSSIAN STATE FARMS

LONDON, ENG.—According to cable news from Moscow, the council of commissars of the Soviet Union and the central committee of the Russian communist party have issued a decree regarding the activity of Russian state farms. The decree points out that, although many state farms have worked satisfactorily, a number of them have not fulfilled their obligations in accordance with the plan. In this connection, the president of the association of state farms has resigned. In his place Mr. Jurkon, deputy commissar of agriculture, has been appointed. In order to control fulfillment of obligations by the state farms, special controllers will be appointed for each farm.

EASTERN STATES
 WAYNE G. MARTIN, JR., EASTERN MANAGER
 25 Beaver Street, New York, N. Y.
 Correspondents at Baltimore, Boston, Buffalo, Philadelphia and Pittsburgh
 Cable Address: "Palmking"

Customary Dullness Prevails at New York

"HOW'S business?" is a foolish question in the New York flour trade during the week preceding or following Christmas. It is never expected that there will be any, and so no one is disappointed. Strangely enough, no matter how dull even the entire month has been, the custom of years is so strong that as Dec. 25 approaches, flour men work into the spirit of the occasion with a proper disregard for everything but a good holiday. Unquestionably the new year is going to bring new life into business—such at least is the subconscious thought—so with that hope for the future, the best is made of the present.

Directions Slow.—Although the flour trade is not concerned at all over the current dullness, many men do express concern over the difficulty in getting shipping directions. On the whole, these are very slow, and even when pressed some buyers cannot give them. Many brokers report that their deliveries for December will reach smaller totals than other years. In one or two instances, cars were being ordered out in a lively manner, but these cases were the exceptions.

Range Nominal.—The range on prices during the week was largely nominal. So few mill agents had business of any kind to work on that the range was based almost entirely on millers' ideas. Some men were not even posted on quotations, but where wires had been received, the prices were regarded as just the starting point for negotiations, and almost all representatives felt that on genuine offerings there would be concessions. A few did not find this the case, and there were reports of 5c bbl precluding sales. This was particularly true where mills were behind on their shipments through prompt directions from other parts of the country.

Northwestern Prices.—With interest in prices reduced to such a low ebb, it was not easy to report on them in an accurate way. High gluters from the Northwest were probably the most attractive, although they ranked about 75c above southwesterns. Montanas ran \$5@5.30, which was higher than flours from Minnesota. Clears seemed to be offered slightly more freely by some mills, although sales of short patents had not been reported in any volume; in fact, there was no business in round lots, on any grades. Among Kansas flours, there was particularly light interest, and the best that was reported was small routine orders. Cake flours maintained their relative positions, with some low priced Pennsylvania flours still offered while other flours from the same territory were held at as high prices as middle western soft winters. Pacific Coast grades were also dull, although their prices were held slightly above eastern flours.

Flour Prices.—Quotations, Dec. 26, all in jutes, spring fancy patents and high gluters \$4.65@5, standard patents \$4.30@4.40, clears \$4.10@4.40; hard winter short patents \$4@4.50, 95's \$3.60@4; soft winter straights \$3.15@4.

Buffalo Market Inactive

BUFFALO, N. Y.—Last week was distinguished more by Christmas spirit than business activity. Production was the lowest of any week in the year, and plans for 1932 were considered rather than immediate business. Most mills worked the first four days of the week and then closed until Monday, and the same applied to mill offices. This week probably will be a repetition of the previous one.

Prior to the recent rise in wheat

prices, millers catering to the family trade enjoyed, on the whole, a better business than those serving the bakery trade. The price of 45@60c for a 24½-lb sack of flour looked more economical to the housewife than the price for single loaves of bread produced by the baker. The rise in wheat prices in November boosted the price of these sacks and temporarily the family trade suffered, but when wheat went back to almost its old levels, it started up again. The big bakers are now complaining about an underconsumption of bakers' bread, which it is believed is caused by more extensive home baking and the fact that many people are consuming more potatoes, which also are very cheap.

After the first of the year, many believe, wheat will again start climbing. This fact is based on reports of a 10 per cent reduction in the acreage devoted to winter wheat growing and poor condition of the crop. The rise may be deferred until February or March, but by April, it is thought, wheat prices will reach a higher point.

There was considerable comment during the week on the following Associated Press dispatch from New York City:

"All the leading bread baking companies are said to have covered their anticipated flour requirements through the first half of 1932, at prices close to the record low levels. The halting of

the decline in flour prices is expected to make for increased stability of prices for bread."

The consensus of opinion among local millers seems to be that this statement is only about half accurate. The largest baking companies and combinations are believed to have covered about three fourths of their requirements for the first half of 1932. The great mass of bakers, however, on whom the industry leans for the consumption of bulk of the flour produced are only covered from 60 to 120 days, and some even less than that. But few of the smaller operators have taken advantage of the present low prices to cover their requirements and are still following a hand-to-mouth policy of buying.

Quotations, Dec. 26, in 98-lb cottons: spring fancy patent \$5.05@5.20 bbl; standard patent, \$4.70; hard winter standard patent, \$4.30; soft winter straights, \$3.20; pastry, \$3.40; semolina No. 1, \$6.10; No. 3, \$5.50.

FLOUR OUTPUT

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

	Weekly capacity bbls	Flour output bbls	Pct. of activity
Dec. 20-26	273,000	155,487	56
Previous week	273,000	172,290	63
Year ago	273,000	185,781	68
Two years ago	276,000	178,744	65
Three years ago	255,500	139,820	55
Four years ago	238,000	166,112	65

Boston Business at Low Ebb

BOSTON, MASS.—Business in flour in New England was at low ebb last week. There were semioccasional sales made, mostly for shipment in the first quarter of 1932 at prices which showed little change. Spring wheat flours have been dull, with sales in small quantities, largely for near-by delivery. In short patents, some business is reported at \$4.60@4.75, and in standard patents around \$4.40@4.50. Clears are still relatively dear at prices close to the level for standard patents.

The call for hard winter flours has suffered in common with others, although there has been some business placed in moderate volume for near-by shipment,

and also in one or two instances through the second quarter at prices about the under the level of a week ago for both short and standard patents. Soft winter patents have been quiet and quoted at \$3.75@4 for the most part. Straights are selling mostly around \$1.50 and clears at about \$3.25.

Quotations, Dec. 26, 98-lb cottons, Boston rate points: spring special patents \$5@5.40, short patents \$4.50@5, standard patents \$4.25@4.75, first clears \$4.20@4.50; hard winter short patents, \$3.85@4.75, standard patents \$3.60@4; soft winter patents \$3.75@4.15, straights \$3.35@3.75, clears \$3.15@3.50.

Pittsburgh Trade at Standstill

PITTSBURGH, PA.—With the Christmas holiday and its attendant features taking up the thoughts, time and money of flour buyers in the Pittsburgh market, it was not expected by even the most sanguine flour sellers that there would be any extended flour sales last week. The flour market was practically at a standstill. Only a few scattered sales of springs were made, and demand for hard winters did not show any improvement, even with low prices as an attraction. Prices were practically at the same range all week. Not much change in the buying is expected until after Jan. 1. The present month, on the whole, was one of the dullest in years. Shipping directions were fair.

Some clears found a sale in certain quarters, while demand for soft winters was still light. The larger consumers appear to be well stocked. It was reported that sales of holiday cakes showed a decided drop in comparison with a year ago. Prices of these cakes were 35@50 per cent lower. Bread sales were light, which was not unexpected. Semolina was unchanged, being quoted at \$6.10 in 140-lb jutes, Pittsburgh.

Quotations, Dec. 26: spring short patent \$4.50@5 bbl, standard patent \$4.25@4.50; hard winter short patent \$4@4.50, standard patent \$3.50@4, low price standard patent \$3.25@3.50; clears \$4.25@4.50; soft winters \$2.75@3, bulk.

Philadelphia Market Dull

PHILADELPHIA, PA.—The flour market last week was dull, and no improvement is anticipated until after the turn of the year, as the trade is now busy with taking account of stock and will buy only such small lots as are needed to tide over current needs. Semolinans were dull, with macaroni manufacturers disinclined to add to their stocks owing to the slowness of consuming demand. Export demand was nil. Quotations, Dec. 26: spring wheat short patent \$4.60@5 bbl, standard patent \$4.35@4.60, first clear \$4.10@4.50; hard winter short patent \$4.05@4.55, 95 per cent \$3.70@4.05; soft winter straight, \$3.30@3.55; No. 1 semolina, \$6@6.25.

Holiday Lethargy at Baltimore

BALTIMORE, Md.—The Baltimore flour market has developed a holiday lethargy. Quotations, Dec. 26, in 98-lb cottons: spring first patent \$4.65@4.90, standard patent \$4.25@4.50; hard winter short patent \$4.15@4.40, 95 per cent patent \$3.85@4.10; soft winter short patent \$3.75@4, straight \$2.85@3.10.

Buffalo now has more vessels docked in the harbor for the winter than any other port on the Great Lakes because of the large number of storage grain vessels moored here, according to a compilation made by Louis Lawton, manager of the Hand & Johnson tug line. A total of 136 boats is in port for the winter, including 84 storage grain boats.

J. Ross Myers & Son, of Baltimore, have been awarded a contract by the Central Purchasing Agency for 1200 bbls of hard winter wheat flour to be delivered within the next three months. This flour is for Maryland state institutions. White & Co., Baltimore, received an order for 210 bbls of spring wheat flour.

The New York Produce Exchange has forwarded to President Hoover, to the governors of the states and the members of Congress in which its membership resides, a copy of the resolution asking for the repeal of the eighteenth amendment on economic grounds.

NOTES on the TRADE

Henry Knighton, of Samuel Knighton & Sons, Inc., New York, was in Boston recently.

A. T. Safford, of Safford & Smith, flour, Boston, has left for the South for his annual winter vacation.

G. F. Gilmore, assistant manager of the Eastern States Milling Co., Buffalo, was in New England last week.

Charles W. Greer, Jr., sales manager at Buffalo for the Russell-Miller Milling Co., was in the East last week.

B. H. Wunder, New York flour broker, with his family, spent the Christmas holidays at Livingston, in the Catskills.

A. P. Cole, vice president of the Jesse C. Stewart Co., Pittsburgh, has returned from a business trip to Youngstown, Ohio.

W. E. Foster, of the Hubbard Milling Co., Mankato, Minn., was one of the few out-of-town millers in the New York market last week.

E. Markel, of Mount Vernon, one of the well-known veteran flour jobbers in the New York metropolitan district, died suddenly, Dec. 23.

Orrin Honsberger, of the Boston office, and Frank Kauffman, of the Baltimore office, of the Washburn Crosby Co., Inc., visited Buffalo last week.

Henry P. Smith, president of the Boston Grain & Flour Exchange, and head of the firm of Safford & Smith, flour merchants, is receiving congratulations on again becoming a grandfather. He is spending the holidays at Annapolis, where he is visiting his daughter.

Willbur Behymer, manager at Baltimore for the Washburn Crosby Co., Inc., has just been elected a member of the Traffic Club of Baltimore.

Mrs. A. Baumwald, wife of A. Baumwald, flour merchant of Boston, recently underwent a serious operation at the Deaconess Hospital, Boston.

Dean K. Webster, first president of the Boston Grain & Flour Exchange, has been elected a director of the Massachusetts Grand Lodge of Masons.

Walter A. Hill, secretary of the Achenon Flour Co., of Philadelphia, and manager of the Boston office of that company, visited Philadelphia recently.

John R. Hessey, advertising manager for the Russell-Miller Milling Co., Minneapolis, was in New York last week for the holidays and called at the mill's local offices.

R. H. Pearce, of the export department of Washburn Crosby Co., Inc., Buffalo, spent the Christmas week-end at Duluth. Waldo Grant, of the grocery products department, spent Christmas at Lowell, Mass.

J. H. Blake, New York flour broker, has purchased a membership in the New York Produce Exchange and, it is expected, will be elected to membership in that body at the next meeting of its board of managers.

The late Theodore Brennecke, of Philadelphia, who was connected with The Fleischmann Co. and Standard Brands, Inc., for 52 years, left an estate valued at \$49,000 to his son and daughter. Mrs. Brennecke died just six days after her husband.

PACIFIC COAST

WALTER C. TIFFANY, SPECIAL REPRESENTATIVE

P. O. Box 726, Seattle, Wash.

Correspondents at Los Angeles, Ogden, Portland and San Francisco

Cable Address: "Palming"

No Interest in Pacific Northwest

BUYERS in North Coast markets showed little or no interest last week in flour for future delivery. Satisfactory shipping directions and the great preponderance of buying in small lots for prompt delivery show the low level of flour stocks in bakers', jobbers' and distributors' hands. Contracts for future delivery on mill books are abnormally light, and the few remaining are approaching exhaustion.

Sales of Pacific flour in eastern and Californian markets are very light. Eastern mills are underselling this coast, Pacific wheats being proportionally higher than middle western, and Utah and southern Idaho mills are offering to California trade below North Coast prices.

Flour Prices.—Washington flour quotations, car lots, coast, Dec. 24: bluestem family short patents, \$4.70@5.20, 49's; standard patents, \$4@4.45, 98's; pastry flour, \$3@3.55, 98's; blends, made from spring and Pacific hard wheats, \$4.65@5.30, 98's. Spring wheat first patents, car lots, coast, arrival draft terms: Dakota, \$5.15@5.95; Montana, \$1.50@5.45.

Export Trade.—There is no improvement in flour demand from China. The millers held a meeting last week and appointed a committee to take up the matter of reducing flour freights to the Orient with the Pacific westbound conference so as to make it possible for coast flour to meet the competition of Australian. No decision has as yet been made.

FLOUR OUTPUT

Output of Seattle mills with weekly aggregate capacities of 46,500 bbls, as reported to The Northwestern Miller:

	Output bbls	Pct. of activity
Dec. 13-19	31,399	67
Previous week	36,839	79
Year ago	27,004	57
Two years ago	28,382	60
Three years ago	37,278	80
Four years ago	31,075	66
Five years ago	15,265	31

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

	Output bbls	Pct. of activity
Dec. 13-19	41,831	73
Previous week	41,237	72
Year ago	37,912	66
Two years ago	45,111	79
Three years ago	48,488	85
Four years ago	34,613	60
Five years ago	23,606	41

Portland Business Small

PORTLAND, OREGON.—Domestic flour business last week was of small proportions. The large buyers have their requirements covered, and small buyers hought in a limited way. The market was about steady. Quotations, car lots, Dec. 26: best family patents, \$5.10; second hard wheat, \$3.35@3.95; second bluestem, \$3.15@3.85.

Export trade was dull, but shippers hope for a revival in January if lower freights to the Orient are granted by the steamship lines.

FLOUR OUTPUT

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

	Output bbls	Pct. of activity
Dec. 13-19	30,688	83
Previous week	30,226	81
Year ago	22,742	61
Two years ago	27,227	73
Three years ago	27,266	73
Four years ago	26,133	71
Five years ago	24,346	66

Ogden Business Shakers

OGDEN, UTAH.—Affected by the Christmas holiday season and approach of inventory periods, Ogden flour trade slackened last week, mill operations dropping to 70 per cent of capacity, although advance orders are sufficient to assure operation through January and far into February. Shipping was much slower.

Buying was in small lots for fill-in needs. Most of the trade was from California, with fair buying in intermountain states. Prices dropped 10c for both southeastern territory and Pacific Coast markets.

Quotations, Dec. 24: to southeastern dealers, first patents \$3.50@3.90, straights \$3.40@3.60 and second grade \$3.20@3.45 bbl, car lots, f.o.b., Memphis and other lower Mississippi River common points; to California dealers, family patents \$4.35@4.55, second patents \$3.85@4.15, straights \$3.75@4.05 and second grades \$3.45@3.85 bbl, car lots, f.o.b., San Francisco and other California common points; to Utah and Idaho dealers, fancy patents \$1.50@5, second patents \$1.50@5, straights \$1.40@4.60 and stuffed straights \$3.80@4 bbl, car lots, f.o.b., Ogden.

GRAIN FUMIGANT TRIALS CONTINUE WITH SUCCESS

WASHINGTON, D. C.—Experiments with ethylene oxide-carbon dioxide as a fumigant for grain in terminal elevators were continued during the past fiscal year "with gratifying success," according to the annual report of C. L. Marlatt, chief of the bureau of entomology of the Department of Agriculture. Many thousands of bushels of wheat have been successfully fumigated without fire or explosion hazard and with no danger to the operator or injury to the wheat, he said.

A new departure in the investigational work of the bureau during the past year, Dr. Marlatt said, was an attempt to introduce the ethylene oxide-carbon dioxide mixture in the form of a vapor or gas into the column of wheat by a piping system permanently installed in the elevator bin. After the bins have been filled and closed the vapors are introduced directly from the steel cylinders containing the fumigating mixture.

"It is hoped that this method will prove more satisfactory than shoveling the ethylene oxide-carbon snow mixture into the stream of wheat entering the bin," Dr. Marlatt said. "The results of experiments already conducted are very encouraging."

SIMPLE DEVICE RIDS CARS OF WEEVIL INFESTATION

The federation has had a heavy correspondence the past two months over the question of weevil infestation of flour bags, which in many cases grows out of weevil infested grain left in car linings. Several millers who have been unsuccessful on damage claims because of such infestation have asked the federation to make a test case of a claim of this sort which has been refused. Other millers tell us that they collect such claims, especially when they establish that freshly

milled flour was loaded and that there was no unusual opportunity for infestation in the mill, warehouse or elevator.

One miller has developed a device which seems to eliminate all trouble of this sort. Early in the crop year he had more than a dozen cars refused within a week or so, because of weevil on flour bags. Not only did he have to go to the trouble of brushing the bags, and in most cases of reselling the flour, but this recurring trouble was interfering with his dealings with customers—and no damage claim collection could compensate for that. He put a young man to studying the problem, and he found that no matter how well a car was cleaned there was usually a good bit of grain and refuse in the car linings and spaces between the floor boards, providing weevil and other bugs plenty of parking space.

He flattened the end of a piece of quarter-inch gas pipe, attached it to a hose and put on 90 lbs of air pressure. This blast applied to the car linings, floor and wall cracks proved to be mighty unpopular with all kinds of bugs. The first car cleaned (after the switching crew had swept it and declared it fit for flour shipment) had a huskel of grain in the linings and cracks, and eight different kinds of bugs which live on grain were picked out. In other cars the results were similar. More important still, from that day to this not a car shipped from that mill has been reported as having weevil or bugs on the flour bags, and before the air blast was used it was a frequent source of trouble.

The cost of this treatment is nominal. Half an hour is all the time that is required to clean a car. Most mills have air pressure; where they do not, a pressure system can be purchased for a small sum. A piece of hose and a dime's worth of gas pipe are all the equipment necessary. The inventor points out that he tried various rates of air pressure, and that less than 80 lbs didn't do a satisfactory job.

Several railroads have become interested in this process, and may use it on cars before they are set out for flour loading. It really comes within the province of the carriers, but millers who have been harassed by bug trouble can well afford to use the air blast themselves pending general adoption of this plan by the railroads.

As for a test suit to establish carriers' liability, that hardly seems feasible even though the provocation is great. Conditions in different mills vary so greatly, and even in the same mill they change a great deal from time to time, that it seems impossible to make a test that will establish a general rule. A number of well-informed mill traffic men whom we have consulted do not believe it possible to establish a precedent that would be recognized, even though a case were to be won.—*Millers' National Federation.*

CHINESE FLOUR RELIEF

SEATTLE, WASH.—The Chinese relief flour committee of the North Pacific Millers' Association, Dec. 14, accepted the eighth allotment by the Farmers' National Grain Corporation. This allotment was for 200,000 bbls, on the basis of 14 bus No. 2 western white wheat, sacked, for one barrel straight run flour, delivery up to Jan. 21. Total allotments now aggregate 1,100,000 bbls, 400,000 having been allotted in October, 400,000 in November and 300,000 in December.

BREVITIES in the NEWS

Robert Lockhead, accountant for the Hyllon Flour Mills, Inc., has returned to Ogden from Los Angeles.

Claude E. Farr, division sales manager for the Sperry Flour Co., San Francisco, visited Pacatello and other Idaho cities last week.

Frank Ryer, for years prominent in the grain trade of the Pacific Northwest, has taken charge of the grain department of Russell, Miller & Co. at Portland.

Exports of flour from Seattle and Tacoma Dec. 1-12: to Shanghai, 64,500 bbls (famine relief flour); Hongkong, 14,900; Manila, 11,925; Paganmayo, 1,000; Eten, 1,000; La Paz, 300; Callao, 150; Hawaii, 1,640.

Salesmen of the Globe Grain & Milling Co. in Utah, Idaho and eastern Nevada held a convention in Ogden last week, meeting with company executives. At the conclusion of the convention, a banquet was served at the Hotel Bigelow.

LETTERS TO THE EDITOR

Rochester, N. Y.

EDITOR, THE NORTHWESTERN MILLER:
I understand from Rochester's city historian, Mr. Edward R. Foreman, that he had been in communication with your office, regarding the Centennial History of Rochester, which he is editing—the first volume of which publication is now in the press.

Mr. Foreman requisitioned my services last spring to write for this first volume a monograph on "Milling in Rochester," which was, as you know, at one period the flour center of the world. I imagine he asked me to perform this task owing to the long time connection of the Motley family with this basic industry of our city. The Moseley & Motley Milling Co., of which I am a director, is, of course, the oldest milling concern in Rochester.

When I turned in my copy, I asked Mr. Foreman to acknowledge our indebtedness to THE NORTHWESTERN MILLER for many items, but I want to take this opportunity to express my personal appreciation of its value to me in my research.

The Moseley & Motley Co. naturally owns a large file of the magazine, Almanacs and Year Books, and I gleaned many interesting facts, consulting them as I would an encyclopedia. Since I read largely in the magazine pages I suspect the information obtained is reflected in my article, which runs to 95 octavo pages. As I am not a professional in these matters I was grateful to avail myself of such a reliable source and am glad to thank the magazine through you for this invaluable assistance. I have read this splendid publication since I was a small girl and always heard my elders discuss Mr. Edgar, who was a warm friend of my brother-in-law, Charles E. Angle, and has visited him in his home in Rochester. Mr. Angle's son, W. M. Angle, president of our chamber of commerce, is now head of Moseley & Motley.

Mr. Foreman will send THE NORTHWESTERN MILLER a complimentary copy of the volume when issued, and I hope if you glance through my article on "The Romance of Milling," you will enjoy some of the local color about our jolly pioneer millers of the Genesee Valley.
Sincerely yours,
MAUDE MOTLEY.

RIVER TRANSPORTATION

WINONA, MINN.

EDITOR, THE NORTHWESTERN MILLER:
Your editorial "For Bigger and Better Debts" was read with a great deal of interest.

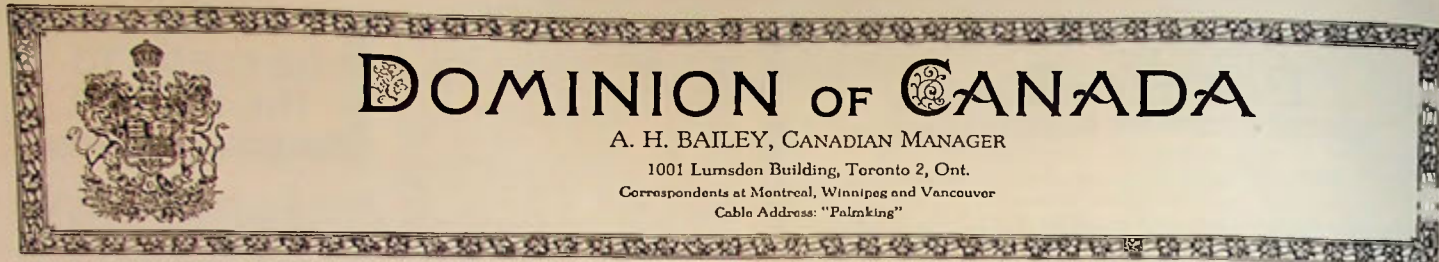
The writer heard Colonel Douglas talk on water transportation. I asked him if there was a nine-foot channel from St. Louis to New Orleans. He had to admit there were times when they did not have it.

The Hastings dam has been in a year now and there is not enough water to take a boat into the Minneapolis locks that draws four feet of water. The army engineers at St. Paul admit that. The Twin City papers will not publish that fact and yet they deplore the fact that the federal grain board has ruined the Minneapolis grain exchange. Still, they advocate the spending of government money to wreck the railroads.

I have figures on transportation on the Ohio River, that is completely canalized now, showing that when all legitimate costs are considered, it costs the government 75c to haul a ton of freight 60 miles, just to provide the channel. That does not consider the cost to the steamboat company.

Yours truly,
GEORGE L. BECK.

The Bakers Club of Philadelphia will hold its monthly meeting at the Penn Athletic Club, Jan. 4.



DOMINION OF CANADA

A. H. BAILEY, CANADIAN MANAGER

1001 Lumsden Building, Toronto 2, Ont.

Correspondents at Montreal, Winnipeg and Vancouver

Cable Address: "Palmking"

Domestic Sales Small at Toronto

IN the domestic market for spring wheat flour sales at Toronto are at a low point. Mills are not disappointed as they do not expect to do any volume of business during the Christmas holidays. Attention of all in the trade is now centered in celebrating the festivities of the season and business occupies a secondary place for the time being. Prices did not change during the week. Quotations, Dec. 26: top patents, \$5; patents, \$4.75; second patents, \$4.40; bakers grade, \$4.30; graham and whole wheat flour, \$4.30; all per bbl, in 98's jute, mixed cars, delivered, less 10c bbl for cash, plus cartage if used.

Ontario Winters.—In this market, too, the holiday spirit prevails and only a limited amount of buying of Ontario winter wheat flour is being done. Wheat is coming out more freely. Consequently supplies of the flour are more than sufficient to meet demands. Prices held at the level of previous week. Quotations, Dec. 26: 90 per cent patent, in bulk, seaboard, \$2.90 bbl; in secondhand jute bags, car lots, on track, Montreal, \$3.

Exporting.—Exporting business in spring wheat flour with the United Kingdom is light. Some other markets show more activity but the volume of such sales is small. It is unlikely that much will be heard from foreign importers of flour until the holiday period is over. Even the small amount of trading that was reported early in the week died away later. Conditions are so unsettled that buyers and sellers are content to suspend all attempts at business for the duration of the holidays. As compared with a week ago prices are 6d/1s lower. Quotations, Dec. 26: best grades of export patent springs 24s per 280 lbs, jute, c.i.f., London, January loading; Glasgow, 6d over.

There is no demand for Ontario winters from United Kingdom markets. A nominal quotation would be 24s 6d per 280 lbs, jute, c.i.f., Glasgow, January seaboard.

Ontario Wheat.—Delivery of Ontario winter wheat is fair. Demand is quite good and at some points where supplies are insufficient for requirements as high as 70c bu is being paid. Prices range 60@70c bu for good milling quality, in farmers' wagon loads at mill doors; 53c bu in car lots, on track, country points.

Dull Trade in Western Canada

WINNIPEG, MAN.—Christmas week was a dull one in the flour trade of western Canada, with a restricted domestic trade in progress and export demand still dormant. Prices dropped the 10c they had advanced the previous week, but this had little effect on sales. Quotations, Dec. 26: top patent springs, for delivery between Fort William and the Alberta boundary, \$4.15 bbl, jute; seconds \$4.15; cottons 5c more; second patents to bakers, \$4.15, car lots, basis jute 98's.

Western Exporters Out of Market

VANCOUVER, B. C.—Local exporters were again pretty much out of the export flour picture during the past week, principally due to a lack of low grade wheat. Premiums of Nos. 4, 5 and 6 grades of wheat have closed in to 5@10c under the May, f.o.b., while two weeks ago they were 13c under the December shipment, resulting in an advance of 3@4c bu or 17@20c bbl for flour, while millfeed has dropped \$3 ton, making another 10@12c increase, or a total of about 30c bbl on flour in the past three weeks. This is not taking into account the market changes. One day during the

week wheat prices were down 4½c from the extreme top, and this, added to the fact that it is costing millers about 30c bbl more to make low grade flour than it did 10 days ago when the market was at the same level, gave exporters little chance in the oriental market, especially with Australia offering very considerably under the best Canadian offers.

At the moment there does not seem to be any chance of getting low grade wheat in any quantity, despite the fact that the premiums paid here, amounting to about 7½c bu for No. 5, over the Winnipeg quotation, enables local buyers to reach as far east as Saskatchewan in search of low grades.

While some wheat is being sold fairly

regularly to Shanghai and Japan, very few flour orders have come in lately. During the past week several shipments were made to Hongkong, but they were orders placed in October and November. At Shanghai the mills during the past week were buying some Canadian wheat, but the liners show little interest in carrying the grain due to the slow dispatch given them there.

Going flour rates to the Orient are ranging \$3@3.50 to Shanghai, \$4 to Japan, and \$4.50 to Hongkong and North China. To the United Kingdom rates range 25s@26s 3d. For wheat to the Orient the rates are \$2.50@2.60, Canadian funds, to Japan, and \$2.90@3 to Shanghai. Space for January loading to the United Kingdom-Continent is 22s 6d, while during the past week the Bunge

North American Grain Corporation took the British ss Madras City for spot loading at 23s 6d. This vessel missed her charter dates to Strauss & Co.

In the domestic flour trade sales are reported quiet with hardly any forward booking due to the steadiness of the wheat market. Prices were reduced 10c bbl during the week, bringing quotations down to \$4.85, cash car, for first patents, 98-lb jutes; \$4.70 for first bakers; \$4.55 for second bakers, and \$4.45 for export patents. Pastry flour competition from Australia continues to worry local millers and vigorous protests have been made to the authorities at Ottawa. The Australian brands are selling here at \$1.25@1.50 bbl under local brands, which are going at \$5.50 cash car for 98-lb jutes and cottons. Local millers are optimistic that steps will be taken very shortly to stem the ruinous Australian competition, which is now spreading to the prairies. A small amount of United States pastry flour is offering here, but at practically the same level as local grades, while hardly any Ontario flour is offering.

The Canadian Flour Milling Year

By A. H. Bailey

RETROSPECTION, as applied to a year like 1931 and its results for the Canadian flour milling business, is a melancholy business. Valuable as the lessons of the year may be they are much too painful for year-end meditations. There was hardly a redeeming feature in the whole dismal length of those awful 12 months. It was certainly an endurance test for everybody in or near the milling business. The year 1930 was bad enough but 1931 set a record for trade depression that nobody will ever wish to see beaten.

Now that the year is gone a few briefly stated facts as to its milling results may be worth recording, if only for the purpose of setting up something to shoot at in 1932. Physically the industry suffered considerable shrinkage. A number of mills were shut down, perhaps never to run again, while almost every concern in the trade had to be content with reduction in output. The actual amount of flour made in Canada was 16,000,000 bbls, as against a normal volume of 18,000,000 bbls.

Most of the shrinkage in production was due to declining exports, as the following table for latest crop years will show:

	Bbls		Bbls
1930-31	6,701,663	1928-29	11,808,775
1929-30	6,778,023	1927-28	9,865,754

It is useless to present a comparison of earnings with previous years. Only a few companies made any money and none of these enough to justify publication of figures. The general average for the industry was negative so far as interest on capital investment was concerned. Drastic economies were, of course, the order of the day but no amount of pruning and paring could offset the stark nakedness of the balance sheets.

Notwithstanding all these things the year had some redeeming features. It sharpened the conscience of every miller with regard to his personal responsibility for the foolish pricing and selling practices that are the curse of the Canadian milling trade. It brought the realities of a vicious selling system home to everybody. It also brought some millers to a point where insolvency was vividly perceived as the inevitable alternative to reformation. When that unpleasant prospect was presented in sharp focus (as it was in the summer months), events began to work in the direction of improvement.

The concluding four months of the year showed returning courage and somewhat better general results. Exports were off but domestic trade reached better volume and there is some faint promise of profits for the crop year.

What 1932 has in store for the milling industry remains to be discovered. Their fate is in the hands of the millers themselves. They can put their industry on a paying basis if they will agree with each other to do certain things, none of which would be illegal or contrary to sound milling practice. Most companies are ready now to take these remedial steps. It will be a tragedy if any should be found unwilling when the moment for decision arrives.

NOTES on the FLOUR TRADE

Canadian exports of bran, shorts and middlings in November were 301,188 cwt. Shipments in the three months ending November totaled 890,613 cwt as against 1,532,220 in the same period of 1930; mostly to United States.

Stocks of Canadian wheat in store at all points on this continent on Dec. 11 amounted to 189,079,508 bus. This compares with 214,784,221 bus on the corresponding date of 1930 and 229,059,840 in 1929.

Exports of rolled oats and oatmeal from Canada in November totaled 91,280 cwt. In the three months ending November shipments were 213,156 as

compared with 123,103 cwt in the corresponding three months of 1930.

Thomas Morton, export manager, Western Canada Flour Mills Co., Ltd., Toronto, is leaving early in January on a business trip to the British West Indies. Mrs. Morton accompanies him. They will join the Canadian Trade Exhibition Cruise which leaves Halifax on Jan. 8.

It is understood in Canada that the Imperial Shipping Board is now considering the matter of insurance rates on vessels operating on the new Canadian route from Hudson Bay. Any rates now fixed will be subject to revision when experience of the risks has been gained.

AUSTRALIAN WHEAT TO BE MILLED IN WESTERN CANADA

VANCOUVER, B. C.—The old saying of taking coals to Newcastle was shaded into the background during the past week when a trial shipment of sacked Australian wheat was landed here to the order of the Atlas Flour Mills, Ltd., to be ground into straights. The wheat, raised by the New South Wales Department of Agriculture, and consisting of picked grades, was given a clean bill of health by the Canadian agricultural department and landed here without duty save the usual 1c excise tax.

The wheat will be milled early in the new year and is expected to be put on the market at the same price as Australian flour. In making the experiment, the Atlas Flour Mills management stated that the wheat was brought in under the depreciated Australian exchange. No more imports are contemplated at present, the mill deciding to make an exhaustive study of the whole question before launching out on a large scale.

NEW SEED CLEANING SYSTEM

WINNIPEG, MAN.—A new system of cleaning seeds which may prove of tremendous value to farmers in Canada has been discovered by Professor F. C. Dyer and H. L. McClelland in the new mining laboratories at Toronto University.

By recognizing and making use of a physical characteristic of seeds, apparently overlooked previously, the two men have been able to reduce weeds in alfalfa, sweet clover, red clover and alsike to an infinitesimally small number.

Under the new process these men have been able to take alsike containing 800 catch fly seeds to the ounce and clean it until there remained only four of the noxious weed seeds.

At the annual meeting of shareholders of Dominion Bakeries, Ltd., the plan whereby Maple Leaf Milling Co., Ltd., is to supply management free of cost to its bakery subsidiary was indorsed. C. W. Band, president of the Maple Leaf company, was appointed president of Dominion Bakeries, succeeding G. A. Mackay, who recently resigned. The vice presidency is left vacant in the meantime. The only addition to the board of directors was D. C. MacLachlan, general manager of the Maple Leaf company.

LONDON FLOUR TRADE ASSOCIATION MEETS

Year's Work Reviewed by Daniel Clements, Retiring President—Silver Salver Presented by W. M. Read

LONDON, ENG.—The forty-eighth annual meeting of the London Flour Trade Association was held in the directors' room of the London Corn Exchange, Dec. 11. Daniel Clements, formerly of the firm of Ross T. Smyth & Co., London, who retired from active business a few months ago, presided.

After the usual routine business had been completed the election of members to serve on the executive committee took place, and resulted in the election of A. G. Buttifant, F. T. Collins, E. P. Drakeford, W. M. Read and F. W. Peach. The members serving on the factors' committee were re-elected.

The sum of £52 10s was voted as a donation to the Corn Exchange Benevolent Society and £10 10s to the Cornucopia Fund.

President Clements in his address said that the past year had been a memorable one, as the association had had an unusual amount of work. He referred to the publicity that had been given to Canadian and Australian flour through the association having taken a stand at the Ideal Home Exhibition, which was held at Olympia from April 7 to May 2. The active co-operation of Canadian and Australian millers and of the governments of Canada and Australia was greatly appreciated by the importers, and he believed much good had been accomplished.

Through the National Association of Flour Importers the interests of the members of the London association had been protected in reference to questions concerning marine insurance and the strike and contingency clause in bills of lading. During the year a revision of certain rules and regulations had occurred, and the new rules have been printed and supplied to the members.

MEMORABLE YEAR

Mr. Clements also said that the year would be memorable from the fact that for the first time in the history of the association, the market for flour would cease to be a free one. He referred to the decision of the British government to adopt a home-grown and Dominion wheat quota policy. He said at the present time it was impossible to state or visualize to what extent the import flour trade would be affected, but there was no doubt that the situation needed careful watching, and he assured members that their interests were being protected by their delegates to the National Association of Flour Importers.

At the conclusion of the meeting, W. M. Read, rising, addressed the president and said he had been asked to perform a very pleasant duty in presenting him with a silver salver as a token of regard from the members of the London Flour Trade Association on his retirement from the trade. Mr. Read said he felt he was particularly justified in making this presentation as he himself had been present at every annual meeting of the association since it was started 47 years ago. He stated that he hoped Mr. Clements would accept the gift as a small memento of the appreciation and esteem in which he was held by the members of the association, and that he hoped he would long live to enjoy his well earned retirement. He assured him that his colleagues would always remember the assistance and co-operation that he had rendered the association. F. T. Collins, who is president of the National Association of Flour Importers, paid a similar tribute to Mr. Clements.

Mr. Clements, after accepting the gift, stated that on an occasion of this kind it was always impossible to state adequately one's feelings and thanks. He assured those present that he was deeply touched by this expression of their regard and the handsome salver would be a constant reminder to him of his friendship with them. He stated that he came to London 33 years ago and perhaps the happiest memory he took with him when he retired was the wonderful support he had always received

from his colleagues when he held office in the association. He felt that any success he had achieved was entirely due to the sympathetic co-operation he had received from the officials and members of the association. In conclusion, he assured those present that he would always value the gift they had given him with the knowledge that it was one of friendship.

RATE MAY GIVE MONTREAL WINTER GRAIN MOVEMENT

WINNIPEG, MAN.—For the first time in the memory of Winnipeg exporters, the port of Montreal may this year be in a position to compete with Buffalo in the matter of grain movement to seaboard for export during the winter months. This has been made possible by an adjustment of freight rates on the Canadian railroads which gives Montreal an advantage of about 1c bu on the rail movement of wheat to St. John and other maritime ports, compared with the rates applicable on grain shipped all-rail from Buffalo to New York.

Montreal may therefore find itself in a position to handle grain for export between now and April, instead of, as in former years, simply turning the key in the lock and awaiting the opening of navigation on the St. Lawrence in the spring.

By reason of this concession in rates, it is within the realm of possibility that Montreal grain stocks will be cleaned up during the winter months and elevator facilities at the port set in a position to handle the rush of grain that usually follows the opening of navigation on the Great Lakes. Such a condition would be a new experience for Montreal and would probably eliminate the possibility of congestion at the port, which in years past has at times been quite serious.

The heavy stocks of grain at Montreal

have been advanced as the chief reason for this change in freight rates, but there are other and probably better reasons for this break away from the rigid freight structure of the Canadian railroads.

It is a known fact, for instance, that Georgian Bay ports are carrying light stocks of Canadian grain this year, due in large measure to the very cheap lake freight rates which existed during the shipping season to Montreal. These cheap rates diverted grain to the St. Lawrence port which would ordinarily have gone to the bay ports, and the railways, realizing that their usual winter movement from the lower lake ports will be smaller as a result, are attempting to augment their winter business by making it possible for Montreal to handle export grain all rail.

CANADIAN FARMERS TRADE EXTENSIVELY BY BARTER

WINNIPEG, MAN.—Bartering in the old-fashioned way has been practiced quite extensively in parts of western Canada this year, and especially in Alberta, this being the challenge of the farmers in these parts to the prevailing economic crisis.

The crash in wheat, cattle and other farm produce prices left many farmers in dire financial straits, while drought conditions depleted the bank deposits of others. Alberta farmers along the boundary of British Columbia who were overburdened with wheat which they refused to sell at low market prices took their products to the producers in the neighboring province and exchanged wheat, flour and feed for poultry and eggs produced in British Columbia. Both sets of traders declared the scheme feasible and found in it a more profitable way out of their difficulties.

In the ranching country of Alberta, several ranchers and farmers exchanged their wares for labor needed in building operations on their properties. Flour, feed and live stock were traded for poles for corrals, fences, pens, gates and fence posts.

Coal outcroppings in the central districts of the province were attacked by the farmers when winter's chill invaded their farm homes, and the municipalities assisted in repairing roads to facilitate hauling the fuel. Hundreds of tons of coal were thus hauled by wagon and truck from the outcroppings.

DOMINION BAKERIES' EARNINGS

TORONTO, ONT.—Operations of Dominion Bakeries, Ltd., Toronto, for the year ending Aug. 31, 1931, resulted in a net loss of \$57,375. After providing for depreciation and bad and doubtful accounts the deficit was increased to \$116,617. This compares with a loss of \$7,510 in the previous year. Heavy competition in the baking industry and reduced prices for bread are given as reasons for this year's loss. Various savings in expense were put into effect, including arrangements whereby Maple Leaf Milling Co., Ltd., which company controls Dominion Bakeries, assumes the management without cost.

Surplus carried forward from 1930 was \$5,795 which leaves a debit balance for 1931 of \$110,822 carried forward. The cash position of the company improved during the past year, but there is a greater deficit in working capital. Cash amounted to \$15,519 as against \$6,132 in the year ending August, 1930, while accounts receivable are up to \$82,075 from \$76,202. Inventories showed a decrease from \$50,213 to \$31,963.

Many forces are now at work to put the agricultural industry of western Canada back on its feet. Competent authorities are studying every angle of the situation. Financiers are reviewing agricultural credits, governments are providing credit and facilities for planting suitable trees where soil drifting has become serious, the Canadian Pacific Railway has established a company to foster the breeding of pedigreed live stock and so on. Western Canada will recover quickly under the stimulus of such helpful co-operation.

CANADA'S GRAIN STORAGE REACHES A HUGE TOTAL

WINNIPEG, MAN.—Canada at present has storage capacity for approximately 417,000,000 bus of grain, or more than the average production of the prairie provinces in the past 10 years. Figures compiled by the board of grain commissioners for Canada show 5,372 elevators from coast to coast, with a total capacity of 414,660,000 bus, and to this must be added the recently constructed terminal at Port Churchill, which has a capacity of 2,500,000 bus.

Country elevators and interior terminals in the three prairie provinces account for 5,775 of this total, with 758 in Manitoba, 3,249 in Saskatchewan and 1,769 in Alberta. The Manitoba capacity, which includes the Churchill terminal, is placed at 31,668,950 bus, while that of Saskatchewan is 119,524,900, and Alberta 74,544,200 bus.

Ontario leads the storage capacity by reason of the huge terminal space at Fort William and Port Arthur, and this province, with its 55 elevators, can store 144,672,210 bus of grain. British Columbia has 31 elevators with a capacity of 20,563,000 bus, most of which is in and around Vancouver. The terminals at New Westminster, Prince Rupert and Victoria are included in these figures.

Quebec's grain storage capacity is largely in Montreal and Quebec, the total of seven elevators holding 21,787,000 bus. New Brunswick has three elevators with storage room for 2,200,000, and Nova Scotia with only one elevator can store 2,200,000 bus also.

The extension of facilities in the prairie provinces and at the Head of the Lakes has been quite remarkable in the past five years. The country elevator totals increased greatly as the result of the pool movement, while the farmers' organization as well as private firms added a good deal to the storage at the Head of the Lakes and at the Pacific Coast.

It is interesting to note that 10 years ago the storage capacity at Fort William and Port Arthur amounted to 54,685,000 bus, whereas it has risen to 92,845,000 in 1931. The elevator facilities at Vancouver have also greatly increased with a steadily increasing export trade from the Pacific Coast, and the western seaport now boasts of more than 16,000,000 bus of storage space.

RETAIL BAKERS WOULD STOP SUNDAY SALE OF BREAD

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

CANADA'S NOVEMBER EXPORTS

TORONTO, ONT.—The following table shows the exports of flour from Canada in November by principal countries of destination with comparison for previous month, in barrels:

	November	October
United Kingdom	187,449	233,379
British West India	59,933	67,825
Denmark	32,319	13,322
Newfoundland	27,668	26,556
Hongkong	26,527	17,414
Irish Free State	24,129	15,938
Norway	21,793	14,591
Germany	21,226	66,185
China	13,921	6,821
Japan	9,879	11,151
Other countries	52,142	81,973
	476,447	558,459

In addition to the countries named there were 43 other markets that imported Canadian flour in November, the quantities taken ranging from 25 to 9,525 bbls.



THOMAS MORTON, whose picture is here shown, is export manager of the Western Canada Flour Mills Co., Ltd., Toronto, Ont. He has been with that company for nearly 20 years. Mr. Morton came to Canada from Scotland largely on the advice of the late W. C. Omand, a friend who was then building up a prosperous exporting flour trade here. In Scotland Mr. Morton was a stockbroker. He originally intended going to Saskatchewan where he had brothers, but settled in Toronto instead. For a few months he was employed with the Canadian Pacific Railway. Then he joined the Western Canada company in the export department under the late William Weatherston, who is still remembered in the trade for his splendid business ability. Under Mr. Morton this company's exports of flour have expanded greatly. He was one of the first in Canada to sense the importance of the West Indian markets and is now on the point of visiting those markets again in the interest of his company. He sails from Halifax on Jan. 8 with the Canadian Trade Exhibition Cruise. Mrs. Morton is going with him.

The Mill Manager and the Questionnaire



RECORD GRAIN RECEIPTS AT KANSAS CITY IN 1931

KANSAS CITY, Mo.—Grain receipts in Kansas City reached a record volume in 1930, according to preliminary figures compiled by the Kansas City Board of Trade. Total receipts for the year, including those of Dec. 28, but not including the three days previous to Christmas or the three days previous to Jan. 1, were 77,369 cars, or 123,790,400 bus. Board of Trade officials expect receipts to be heavy enough during the remainder of the week to bring this figure to approximately 125,000,000 bus.

The previous record was established in 1921 with 110,204,550 bus. During 1930, 95,996,800 bus of grain were received at the Kansas City market.

In addition to the largest volume of business ever handled at this market, seven new records were marked up during the year.

The largest single day's receipts were received July 11, totaling 1,487 cars, or 2,439,000 bus.

July 13 saw the largest Monday's receipts on record with 2,917 cars, or 4,715,000 bus received.

The record for the largest week's receipts was made in the week July 13 to 18 with 8,749 cars, or 14,000,000 bus handled.

During July, the record for the largest month's receipts of grain was made, when 25,387 cars were received, constituting 41,000,000 bus.

The record for the largest stocks in public, private and mill elevators was made Sept. 1, 1931, with 48,576,000 bus in store.

The largest sale of wheat was made July 13 of 1,191 cars, or 2,000,000 bus.

The largest shipment of wheat was made July 20, of 911 cars, or 1,457,000 bus.

REFUSE TRADE-MARK REGISTRATION

WASHINGTON, D. C.—The Standard-Tilton Milling Co., of St. Louis, has been denied permission to register as a trade-mark for bread the words "American Beauty" with the picture of a rose, in view of the fact that substantially the same mark is now used for biscuits. The ruling was made by William A. Kinnan, first assistant commissioner of patents.

It was explained that the milling company's predecessor in business had registered the words "American Beauty" as a trade-mark for flour years ago and that subsequently these words or these words in association with the picture of a rose, had been registered for a number of other food products including biscuits.

The examiner held that the registration of this mark by manufacturers of other food products should not stand as a bar to the present application, but since the mark is used for biscuits, he had the following to say: "The applicant had, clearly enough, the right to expand its business to include bread. The registration, however, to the National Biscuit Co. is a bar to the granting of the request."

Combine on Information

By S. F. Poindexter

Secretary Piedmont Millers' Association

IN Nation's Business for December, 1931, Herbert Corey, that versatile and humorous philosopher, writes illuminatingly of the wool trade in an article entitled "The Man in the Blue Serge Suit." Remarking on the failure of the wool trade to get together on trade policies, Mr. Corey contrasts the woolen goods manufacturers to the manufacturers of automobiles, and writes in part as follows: "The automobile makers are as competitive as an Airedale and a cat, but they combine on information."

The makers of motor cars exchange data on improvements, changes, policies, and in fact all forms of information relating or pertaining to their business, but they are as competitive as an Airedale and a cat, than which there is no more strenuous competition. They know that, back of placing their products in the hands of users, there must always be that steady, persistent advancement toward betterment and progress all along the line, and what benefits one benefits all, with the result that today the maker of automobiles goes into the market, knowing that he is in line with his competitors, knowing that his product will sell on its merit, and knowing that the automobile industry is forging ahead, keeping step with latest developments and

inventions, because individual units of it combine on information.

What a glorious thing it would be if the scattered units of the milling industry could really combine on information! Lower costs of production, improved products, better merchandising methods, lower sales costs, greater consumer demand,—these and countless other advantages would accrue to all members of the milling industry if they would but combine on information.

Not being sufficiently informed it is impossible to state definitely, but we venture to say that the manufacturers of automobiles have a trade association which is a clearing house for their information, and through which each manufacturer of motor cars keeps in touch with his competitors. That is the basic, fundamental duty of a trade association. The collection, tabulation and distribution of trade data is its reason for existence, the reason its members pay dues to carry on its work; and when and if the time comes when members of a trade association become so indifferent, so callous to their own interests and their own business welfare that they no longer take the time and trouble to share information, the usefulness of their trade association is reduced just in proportion to that indifference.

LIQUOR PERMITS DENIED FOR PRODUCTS OF BAKERY

CHICAGO, ILL.—Bakers who have been using the privilege of special liquor permits to withdraw rum, whiskey, wine and alcoholic spirits from government warehouses for use as ingredients in their products are to lose this privilege after Dec. 31, it is announced by E. C. Yellowley, supervisor of permits in the district of Illinois, Indiana and Wisconsin. A recent ruling handed down in the district court at Springfield by Federal Judge Louis FitzHenry declared that such permits were issued illegally, and the hundred permits granted to Chicago bakers will not be renewed, unless the manufacturers are successful in upsetting Judge FitzHenry's decision in the higher court.

Judge FitzHenry's decision was given in upholding Mr. Yellowley's refusal to grant an alcohol withdrawal to the Purity Bread Co., Alton, Ill., more than a year ago. The company appealed to the district court. This is the gist of the decision:

If intoxicating liquor were permitted to be used as a flavoring extract it would defeat the purpose of the Eighteenth Amendment and restore concoction of nonalcoholic liquors and beverages with a slight addition of intoxicating liquor. There can be no question but that Congress, when it enacted the national prohibition act, had, and still has, full power to make an exception of the use of intoxicating liquors in the manufacture of foodstuffs, if it was its purpose to do so. For reasons satisfactory to itself, it did not do so, but on the contrary, excluded the manufacture of food products with other uses of intoxicating liquor from the exempted class and brought such activities clearly within the statute. These regulations of the commissioner of industrial alcohol presume to create exemption not authorized by the law and are therefore void.

HUMAN FACTOR IMPORTANT

BALTIMORE, Md.—"Of the factors that an employer must deal with in his business, the human factor offers the greatest opportunity for developments," declared Emory C. Rice, treasurer of Rice's Bakery, Baltimore, in an address before the Casualty and Surety Club of Baltimore. Two other important factors, Mr. Rice said, were what he termed those outside, such as legislative and trade conditions and potential markets, and those inside, production, merchandising and accounting. These included the questions of lower costs, increase of sales and advantages that could be obtained over competition. Cost, he emphasized, was a tangible matter and the easiest to control.

Although retail chain stores do 21.5 per cent of the total retail store business in the United States, they do 28.5 per cent of the total retail food store business, according to the Department of Commerce.

Federal Reserve Bank Flour Production Analysis

THE Monthly Review of the Federal Reserve Bank of Kansas City says in the current issue:

"Flour production in this district in November was at a higher rate of activity than in any month since October, 1929, although, due to the shorter month, total output was 3.9 per cent lower than that of October. Compared to November last year when mills were operated at 67.2 per cent of capacity as against 75.6 per cent this year, output increased 10.6 per cent.

"Production at these mills in the 11 months of the current year totaled 22,337,406 bbls as against 23,745,255 bbls produced in the corresponding period of 1930.

"November opened with an increased demand for flour and millfeeds, as a result of rapidly rising grain prices, but when grain prices declined the second week of the month, inquiries for flour and millfeed also declined. A majority of orders booked during the month were for small lots to meet near-by requirements, and shipping directions on old contracts slowed up. Flour and millfeed prices fluctuated in sympathy with wheat prices but flour prices failed to reflect the full decline in wheat prices, as offerings of good milling wheat, on which high premiums were paid, were scarce. Flour closed the month approximately 50c bbl, bran \$2.50 ton, and middlings \$5@5.50 ton lower than in the opening week.

"Flour production in this district as compiled from the weekly reports of mills to THE NORTHWESTERN MILLER:"

	Barrels—	
	November, '31	October, '31
Atchison	130,364	135,114
Kansas City	664,701	633,664
Omaha	106,852	100,416
Salina	191,017	187,110
St. Joseph	79,828	146,126
Wichita	214,142	229,381
Outside	886,403	873,447
Totals	2,273,407	2,365,276
		2,046,639

CURRENT FLOUR, FEED AND GRAIN STATISTICS

Bradstreet's Weekly Visible Grain Supply

Following are Bradstreet's returns of stocks of wheat held on Dec. 19, in the United States, Canada and the United Kingdom, and the supply on passage for Europe...

Table showing weekly visible grain supply for Wheat, United States, United Kingdom, and American supply.

CORN—United States and Canada—Totals 11,677 +960 13,369

OATS—United States and Canada—Totals 2,279 +2,475 45,682

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

Table showing combined aggregate wheat visible supplies for East of Rockies, United States, and Pacific Coast.

Total American, Canadian and British visible supply for week ending:

Table showing total American, Canadian and British visible supply for week ending from Jan 1 to July 1.

Potato Crop

Department of Agriculture estimate of the 1931 potato crop, based on condition Nov. 1, compared with the final estimates for 1930 and the five-year average 1925-29, in bushels (000's omitted):

Table showing potato crop estimates for various states from Maine to Other states.

SWEET POTATOES

Table showing sweet potato crop estimates for various states from New Jersey to U. S. totals.

GRAIN FUTURES—CLOSING PRICES

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

Large table showing closing prices for Wheat, Corn, Oats, Rye, and Barley at various markets like Chicago, Minneapolis, Kansas City, St. Louis, and Seattle.

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 Dec. 26, and corresponding date of a year ago:

Table showing United States visible grain supply for Wheat, Corn, Oats, and Rye from 1931 to 1930.

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):

Table showing United States flour disappearance for Stocks beginning of period, Production, Exports, and Apparent disappearance.

Imports of Canadian Wheat

The United States Department of Commerce reports imports of Canadian wheat at the principal northern border ports as follows:

Table showing imports of Canadian wheat for Week ending Dec 12, 1931 and Dec 12, 1930.

Russell's Flour Production and Movement

Russell's Commercial News estimates United States flour production and movement as follows, in barrels (000's omitted):

Table showing Russell's flour production and movement for Week ending Dec 12, 1931 and Dec 12, 1930.

Flour and Grain—Receipts and Shipments

Receipts and shipments of flour and grain at the principal distributing centers for the week ending Dec. 26, as compiled by the Daily Trade Bulletin, flour given in barrels, grain in bushels (000's omitted throughout):

Table showing flour and grain receipts and shipments for various cities like Chicago, Duluth, Indianapolis, etc.

SHIPMENTS

Table showing primary shipments for various cities like Chicago, Duluth, Indianapolis, etc.

Western Canada—Visible Grain Supply

Visible supply of grain in the western inspection division, Dec. 23, 1931, and receipts and shipments during the past week, in bushels (000's omitted):

Table showing Western Canada visible grain supply for Ft. William, Port Arthur, Public terminals, and Semi-public terminals.

Bonded Grain in United States

Bonded grain in the United States reported this week compared with last week and a year ago, in bushels (000's omitted):

Table showing bonded grain in United States for Buffalo, Afloat, Duluth, New York, and Toledo.

Flaxseed—Receipts, Shipments and Stocks

Receipts, shipments and stocks of flaxseed at principal primary points for the week ending Dec. 26, in thousand bushels, with comparisons:

Table showing flaxseed receipts, shipments and stocks for Minneapolis and Duluth.

TOTAL RECEIPTS

Table showing total receipts for Aug 1-Dec 23, 1931 for Flour, Wheat, Corn, and Oats.

TOTAL SHIPMENTS

Table showing total shipments for Aug 1-Dec 23, 1931 for Flour, Wheat, Corn, and Oats.



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

Feed Markets Seasonally Quiet

FEEDESTUFFS markets are seasonally inactive. The close of the year with its holidays and inventory taking deterred buying and selling. Generally small market supplies sold slowly and prices tended downward from those prevailing a week ago. Many flour mills, crushing and grinding plants closed for the holidays, which resulted in limited offerings and light sales pressure. However, despite the reduced activity and smaller production, feed supplies have not been scarce when compared with the slow demand. Consumer buying power was held to an unusually low level by the interest in holiday goods, unseasonably warm weather which reduced feed requirements, unsettlement in dairy products and receding price trends in feed grains and live stock. While supplies of by-product feeds in consumers' and sellers' hands were considered small, very little interest was being shown in future shipments. Prices of wheat millfeed, linseed meal, alfalfa meal, gluten feed and meal, hominy feed and soy bean meal were somewhat lower than a week ago, but cottonseed meal was higher in the markets east of the Rocky Mountains. Weakness in the latter feed was evidenced in western markets. Tankage was unchanged. Taken altogether feed prices declined from 52.7 per cent of the 1926 basic level of 100 per cent on Dec. 15 to 52.4 per cent on Dec. 19 and 51.8 per cent on Dec. 22. A month ago the index stood at 59.2 per cent.

WHEAT MILLFEEDS

Production of offal, as suggested by flour production at the principal milling centers, continued light. As a result, market offerings were limited, but demand was of a relatively smaller volume and prices averaged slightly lower. Bran was relatively firmer than other types of wheat offal at Minneapolis with shipping directions on maturing contracts more than enough to absorb the present small mill output. The heavier feeds sold slowly. Spring wheat feeds were rather firm at Buffalo, although considerable selling pressure was evidenced on the market from both the Southwest and Northwest, while local production continued light. Small offerings of Canadian wheat feeds were available at Boston at current prices. Direct importations of wheat feed into the United States during November totaled 10,747 long tons and withdrawals from bond amounted to 13,969 long tons. Central western soft and hard winter wheat feeds were in slow request. Considerable feeding of ground corn in Kentucky and Ohio by farmers has limited the volume of orders for millfeeds at terminal markets. Also, the unusually warm weather has limited feed requirements and aided pastures which are affording better than normal grazing for this time of year at many central western points. Grain fields have been too wet to pasture, but with a freeze without snow many acres would be available for cattle feed. Wheat feeds were in slow demand at southeastern and southwestern markets, and were showing a moderate weakness at Denver where liberal offerings were meeting limited request. Mixed feed business was slow with poultry feeds in best demand. The supply of millfeeds at Portland was catching up with demand for the first time in several weeks, as the open weather and low wheat feed prices were checking the utilization of millrun. The San Francisco market was seasonally dull with light demand for limited offerings resulting in somewhat easier prices and a weaker undertone. Rains received throughout central California improved pasturage and range prospects, thus limiting demand for feed for future shipment. While Kansas bran was relatively cheaper than other offerings at San Francisco, interest in the former offal was only moderate. The Los Angeles market was steady with current sales confined chiefly to small amounts for immediate requirements.

COTTONSEED MEAL

Cottonseed meal prices averaged higher than a week ago. The Memphis market was dull with limited offerings and slow demand. Many mills were closing down for the holidays and were not free sellers. Cash prices at that market were in line with the options. Demand from the East and Southeast at Atlanta was slightly better during the week, but takings by fertilizer interests in southern Georgia and Florida were small. Domestic demand was fair at Fort Worth, but export sales were very light. Exports of cottonseed cake during November totaled 44,526 short tons and of cottonseed meal 11,535.

LINSEED MEAL

Linseed meal prices averaged slightly lower. Prices of this feed, however, continued out of line compared with other concentrates due to the small supplies and limited market offerings. Resellers were offering small amounts at Minneapolis at slightly under crusher quotations, but general demand was poor. The linseed meal situation at Buffalo remained a standoff with extremely light offerings in limited request. Local mills were well sold up for the next two weeks, but were operating at only about 40 per cent of capacity. Exports of linseed meal during November totaled 903 short tons compared with 670 in October and 860 in November a year ago.

CORN BY-PRODUCT FEEDS

Gluten feed and meal and hominy feed prices were lower compared with a week ago. Offerings of gluten feed and meal were reported liberal, reflecting the good amount of corn processed in recent months. Both gluten feed and meal and hominy feed were weakened by the down trend in corn prices. Gluten meal was quoted \$6 ton over gluten feed.

ALFALFA MEAL

Alfalfa meal prices were unchanged to slightly lower compared with a week ago. Quotations were nominal at Chicago and held steady with light demand at Kansas City. At Lamar, Colo., demand was mostly from stockyards and feeders and for the cheaper grades of meal. Very little unsold alfalfa hay was available in

that district. Meal demand around Pueblo was mostly from the local dairy trade, and for immediate delivery. Alfalfa meal was slightly easier at San Francisco due to the slow demand from local feeders and from the Atlantic seaboard, but also influenced by some easing in hay prices. California production is running considerably under a year ago, due largely to the smaller demand from the Atlantic seaboard. Prices were steady at Los Angeles. Exports of alfalfa meal during November totaled 218 short tons.

Wheat Market Dull and Lower

WITH all grain exchanges closed for the Christmas holidays, interest in the wheat market was small last week, and at times there was scarcely enough trading in futures to make a market. There were no important developments to stimulate either buying or selling, but prices slipped a little lower. Lack of export interest and the fact that the United States markets are so far out of line were discouraging factors, as was the continued weakness in stocks.

For some time the strength of the domestic situation has been a stimulating force. Marketings have been small, and a large share of the visible supply has been in the hands of the Federal Farm Board, while cash wheat has been selling at good premiums over futures. However, some fear is now being expressed that the domestic situation may change. There is plenty of wheat in the country and any increase of importance in marketings would depress prices. It is calculated that on Oct. 1, there were 107,500,000 bus of wheat in the visible supply owned by private interests. Bills to devote about 40,000,000 bus of the farm board's holdings to feeding the needy in the United States undoubtedly will be passed by Congress, and the release of this amount into domestic channels certainly will not improve the price situation.

The most interesting possibilities for higher prices exist in new crop developments. There is a foundation for a small winter wheat crop, as a result of the reduction in acreage and, particularly, the low condition of the crop. Should the crop prove as small as suggested by average conditions, the burdensome aspect of present stocks would fade. Weather in Argentina lately has been unfavorable for harvesting, general rains being reported.

Expectations are for increased buying of wheat by European countries after the first of the year, although probably not much of this business will come to the United States. High tariffs and milling regulations have combined to cause more rapid use of native European wheat than usual, and this would indicate a more active buying policy soon, but the financial troubles abroad will modify the situation considerably. World's shipments last week were 12,863 bus, of which North America shipped 5,754,000. Russian exports were 1,256,000 bus, compared with 1,920,000 in the corresponding week a year ago. On passage stocks increased about 40,000 bus.

Primary receipts of wheat continue small, running considerably below a year ago, but with export business at a minimum, the visible supply increased 558,000 bus last week, making the total 212,932,000 bus, compared with 188,105,000 a year ago. In addition there is more United States wheat stored in bond in Canada this year. The cash wheat market was quiet last week. Premiums on hard winters at Kansas City were about unchanged, while spring wheat premiums at Minneapolis were fractionally lower than futures. Soft winters at St. Louis were weak, losing about 2¢.

CORN

Not much change occurred in the corn prices, but the tone of the market was easier at times. Movement of corn to market continues light, but demand also is small. Primary receipts last week were slightly smaller than in the previous one, and less than half of those a year ago. Traders are watching the country movement closely. The visible supply increased 419,000 bus, making the total 11,300,000 bus, compared with 15,451,000 a year ago.

OATS

There was not much pressure on the oats market, and prices held practically unchanged. Movement to market remains moderate, while there is a moderate cash demand. Primary receipts last week were about the same as in the preceding week and slightly lower than a year ago. The visible supply increased 47,000 bus, making the total 15,651,000, compared with 29,046,000 a year ago.

BARLEY

Fractional declines took place in barley futures this week, but the market tone generally was strong. Country movement is small, and there is a good demand for choice malting grades. Feed types were in dull request. The visible supply increased 2,000 bus, making the total 4,272,000 bus, compared with 11,178,000 a year ago. There was some export inquiry reported for Canadian barley below the market.

RYE

Business in wheat was reflected in rye futures, but price changes were small. Cash demand is fair for milling grades, while offerings are limited. Movement to markets is small, and the crop this year decidedly short, although more than sufficient for domestic needs. The visible supply declined 4,000 bus, making the total 9,504,000, compared with 15,798,000 a year ago.

FLAXSEED

No important trend appeared in flaxseed prices, which were relatively steady. Argentine crop news was less bearish, and some delay is being experienced in movement, but general economic conditions are not helpful to flaxseed prices. Receipts at Minneapolis and Duluth were 63,000 bus, compared with 145,000 a year ago. Stocks at the two markets declined 13,000 bus, making the total 911,000 bus, compared with 1,343,000 a year ago.

Millfeed Markets in Detail

CENTRAL WEST

Chicago.—Demand very quiet; supplies ample; trend easier. Spring bran \$13.50, hard winter \$12.50; standard middlings \$13, flour \$14; red dog, \$15.

Milwaukee.—Demand light; gluten feed is being sold at very attractive prices, and even some resale stuff is being offered at \$1 under the general asking price in order to furnish shipping directions. Winter bran \$12.50@12.75, pure winter bran \$12.75@13; standard spring wheat bran \$13@13.75, pure spring wheat bran \$14.50@15; standard fine middlings \$12.75@13.25, flour middlings \$14@14.50; red dog, \$15@16; rye middlings \$9@10.50; rye flour middlings, \$11.50@12.50.

St. Louis.—Demand very light; supplies increasing; trend weak. Bran \$10.80@11, pure bran \$10.80@11; brown shorts \$10.80@11, gray \$10.80@11.

THE NORTHWEST

Minneapolis.—The market was deadly dull all last week, but a little better inquiry is setting in, which makes jobbers feel that perhaps there will be more buying after Jan. 1. Meantime, mills have nothing to offer for immediate shipment; in fact, some may not be able to load out December contracts on time. For this reason they have been holding prices firm, and confidently expect that values will advance if the buying anticipated for January sets in. The weakest items on the list are flour middlings and red dog. The latter, in particular, is considered as dirt cheap. The South is usually the best buyer for this grade at this time of year, but, with credits restricted, buyers there are anything but active. Prices unchanged. Bran and standard middlings, \$12.50@13; flour middlings, \$13@13.50; red dog, \$13@14.

wheat mixed feed, \$13@13.50; rye middlings, \$9.

Duluth.—Demand decreased; supplies negligible; mills have hardly any to sell; one mill cleaned up contracts, other one sold ahead. Bran, \$14.50; standard middlings \$15.50, flour \$16.50; red dog, \$17.50.

Des Moines.—Demand fairly good; supplies adequate; gray shorts, down \$2 by some, others steady; standard middlings and flour down 50c. Bran, \$13@16; gray shorts, \$13; standard middlings \$13.50@17, flour \$14.50@22; red dog, \$16@24.

THE SOUTHWEST

Kansas City.—Demand limited to scattered car lots; mixed car business very light; production has increased, and offerings are very liberal. Bran for December and January shipment, \$9.25@9.75; gray shorts \$9, brown \$8.75.

Athens.—Demand light; most local mills have their feed pretty well sold ahead for January-February; however, they are in the position of either storing their feed or taking present values; very little interest for deferred feeds. Shorts, \$11.50; mill run, \$11; bran, \$10.50.

Oklahoma City.—Demand light; mills report stocks more than ample to care for the trade; slow movement reported for both bran and shorts. Bran, 65c per 100 lbs; mill run, 70c; shorts, 75c.

Omaha.—Demand better; supplies are light; trend upward. Standard bran \$10, pure \$10.50; brown shorts \$10.50, gray \$11; flour middlings, \$12.50; red dog, \$17.

Denver.—Demand moderate; supplies ample; trend steady. Red mill run bran \$15, white \$23; gray shorts \$21, white \$23.

Wichita.—Demand quiet; trend steady; prices unchanged, with a weaker undertone. Bran, \$10@11; mill run, \$11@11.50; shorts, \$12.

Hutchinson.—Demand seasonably dull; supplies not burdensome; trend weaker. Bran \$10.50, mill run \$11, gray shorts \$11.50, Kansas City basis.

Dallas.—Demand fair; supplies ample; trend steady. Delivered Texas points: bran, \$12@13; brown shorts \$14@15, white \$20@22.

Salina.—Demand is moderate for bran; shorts inactive; supplies light; trend is steady. Bran \$10@10.25, shorts \$10.50@10.75, basis Kansas City.

Fort Worth.—Demand slow; supplies ample; trend fairly steady. Wheat bran \$11@11.50, gray shorts \$13, white \$19, delivered group 1.

THE EAST

Buffalo.—Demand light; supplies low; trend toward firmer and higher prices on account of low production and heavy feeding season. Standard bran, \$15; standard middlings \$15, flour \$16; red dog, \$17; second clear, \$20; heavy mixed feeds, \$17.

Pittsburgh.—Demand light; supplies ample; trend unsettled. Spring wheat bran, \$16.50; standard middlings \$17, flour \$18.25; red dog, \$20.

Boston.—Demand poor; supplies fair; trend unchanged. Spring bran \$19.50@

19.75, winter \$19.60@19.75; middlings \$19@19.50; wheat mixed feeds \$22@24; red dog \$22@22.50.

New York.—Demand quiet; no pressure from mills; supplies light; trend slightly weaker; no offerings for prompt or near-by shipment. Bran, \$19.30@19.80; middlings, \$19.80@20.30; red dog, \$22.60@23.75.

Baltimore.—Demand moderate; supplies ample; trend fairly steady; bran shows relatively more strength than the heavier feeds. Spring wheat bran \$18.50@19, winter \$19.50; standard middlings \$18.50@19, flour \$20; red dog, \$20.50.

Philadelphia.—Demand light; supplies adequate; trend lower. Bran, standard spring \$19@19.60, pure \$19.50@20, pure hard winter \$19.50@20, soft winter \$20.50@21; middlings, standard \$19@19.50, flour \$20@22; red dog, \$20.50@21.

CENTRAL STATES

Toledo.—Demand slack; output reduced, and feed not being forced onto the market; trend uncertain; middlings weaker than bran. Soft winter wheat bran, \$13.25@14; mixed feed, \$13.50@13.75; flour middlings \$13@14.25, standard \$12.75.

Cleveland.—Demand is slow; supplies ample; trend firm. Hard winter wheat bran \$16@16.80, soft winter \$15.75@16.50, spring \$15.50@16.80; standard middlings \$15.25@17.50, flour \$16@18.50; red dog, \$19.

Columbus.—Demand slow; supplies ample; trend steady. Spring wheat bran \$16.50@17, hard winter \$17@17.50, soft winter \$16@16.50; standard middlings \$17.25@17.50, flour \$17.50@18; red dog, \$19.25@19.50.

Indianapolis.—Demand light; supplies sufficient; prices about steady to unchanged. Soft winter wheat bran \$15.75@16, mixed feed \$16.50@16.75, flour middlings \$19@19.50, red dog \$20@20.25; spring wheat bran \$15.50@16, mixed feed \$16.25@16.50, flour middlings \$18.50@18.75, red dog \$20.50@21.

Detroit.—Demand fairly good; supplies moderate; trend unchanged. Winter wheat bran \$18@18.50, spring wheat \$17@17.50; fancy flour middlings \$19@19.50, standard \$17@17.50; red dog, \$20@20.50.

Louisville.—Demand fair; supplies ample; trend steady. Bran, \$15; mixed wheat feed, \$15.50@16; middlings, brown \$16.50, standard \$16.50, gray \$16.50@19.50; red dog, \$18@20.50.

THE SOUTH

Memphis.—Demand limited to occasional small lots bran; feeders using almost no shorts; offerings ample. Bran, in 100-lb burlaps, \$13; gray shorts, \$14.

Birmingham.—Demand light; supplies heavy; trend downward. Standard grade bran \$16.75@17.50, pure wheat \$17.25@18; gray shorts, in burlaps, unstamped, \$17@17.50.

Nashville.—Demand slow; supplies are only fair; trend narrow. At Nashville, wheat bran \$16@17, standard middlings \$16.50@17.50; f.o.b., Ohio River stations, soft wheat bran \$12@15, standard middlings \$13@16.

PACIFIC COAST

Seattle.—Demand light; prices have been reduced about \$1. Washington standard mill run, \$20, coast.

Portland.—Demand moderate; supplies large; trend steady; mills offering more freely. Standard mill run, \$21; middlings, \$26.

San Francisco.—No demand; offerings light; trend steady. Kansas bran, \$19.50@20; Ogden white mill run \$25@26, blended \$23.50@24.50, red \$23@23.50; northern red and standard mill run \$22@22.50, white bran and mill run \$22@24, middlings \$25@26, shorts \$24@25; Montana bran and mill run \$22@23, low grade flour \$27@28.

Ogden.—Demand slow in California and intermountain states; supplies normal; trend steady and unchanged. To California dealers, red bran and mill run \$21, blended \$22, white \$23, middlings \$22, f.o.b., San Francisco and California common points; to Utah and Idaho, red bran and mill run \$16, blended \$18, white \$19, middlings \$27, f.o.b., Ogden.

CANADA

Toronto.—Demand good; mills are using their output in mixed car business; car lots scarce; any surplus over domestic requirements is being exported to the United States; prices unchanged. Bran \$19.50, shorts \$20.50, middlings \$28.50, mixed cars, net cash.

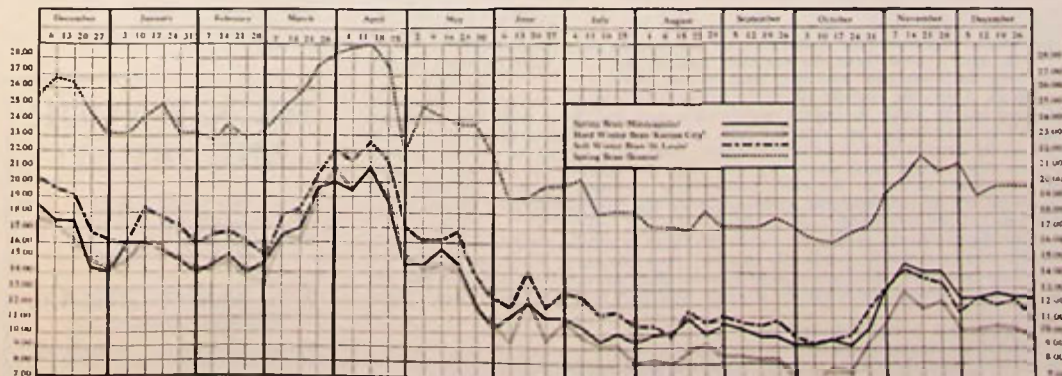
Winnipeg.—Demand moderate; supplies not abundant; trend steady; domestic sales slack; exports to the United Kingdom fair; substantial quantities moving toward the seaboard. Manitoba, Saskatchewan and Alberta, bran \$14, shorts \$15, middlings \$22; small lots ex-country elevator warehouses, \$2 more.

Vancouver.—Demand fair; supplies not plentiful; mills appear ready to book on existing levels; prices unchanged.

SUMMARY OF MILLFEED QUOTATIONS

Table with columns for city (Chicago, Minneapolis, Kansas City, St. Louis, Baltimore, Buffalo, Philadelphia, Boston, Columbus, Nashville) and rows for feed types (Spring bran, Hard winter bran, Soft winter bran, Standard middlings, Flour middlings, Red dog). Includes prices per ton and per 100-lb sacks.

Range of Bran Prices



Bran, \$18; shorts, \$19; middlings, \$24; feed flour, \$28. A few small lots are going to San Francisco, and some to the Orient.

Montreal.—Demand moderate; supplies fair; trend steady. Bran \$19.75, shorts \$20.75, middlings \$28.75, less 25c for cash.

WASHBURN CROSBY DINNER

Buffalo, N. Y.—Merchandising problems in the flour industry were discussed at the annual president's dinner given by President W. R. Morris, of the Washburn Crosby Co., Inc., to the local executives and department heads and branch managers of the company at the Statler Hotel, Dec. 18. The territory embracing the branch offices of the company includes the states east of Pittsburgh and north of Norfolk, Va. F. F. Henry, chairman of the board of directors, was a guest of honor. The branch managers who attended were: P. A. Eaton, Boston; M. L. Eastwood, Providence; W. Behymer, Baltimore; Harry Raeder, Albany; R. J. Craig, Philadelphia; Harry Lautensack, New York; Ray Woods, Washington, D. C., and Fred Green, Scranton, Pa.

REVISED WHOLESALE PRICE INDEX

In January, 1932, the Bureau of Labor Statistics will begin the publication of a revised wholesale price index, to be issued weekly as well as monthly. The new index carries 784 price entries, instead of 550 as before. For the most part, the additional items are the fully manufactured commodities, or the so-called "consumers' goods." The new index continues the average for the year 1926 as its price base, or as representing 100, and all additional commodities have been priced back to that date. The monthly index will be computed separately as heretofore, but on the larger number of commodities. It will not be an average of the weekly indexes owing to the varying number of week endings in the month.

GENERAL FOODS CHANGES

New York, N. Y.—Clarence Francis has been appointed executive vice president of General Foods Corporation, with general supervision over all departments. This announcement by C. M. Chester, Jr., president of the company, follows the decision of Edwin E. Taylor, executive vice president, to retire. James F. Brownlee, in charge of sales planning, has been elected vice president of General Foods Corporation, in charge of sales, and president of General Foods Sales Co., Inc., succeeding Mr. Francis. Carl Whiteman, vice president of the sales company, in charge of sales operations, will be the sales company's vice president in charge of both planning and operations.

BUFFALO TRANSPORTATION CLUB

Buffalo, N. Y.—William G. Alexander, superintendent of the Lackawanna railroad, Buffalo division, was elected president of the Transportation Club by the board of governors at a meeting, Dec. 16. He succeeds M. C. Burns, president of the Traders' Feed & Grain Co. Other officers elected were: James J. Bailey, traffic manager, Niagara Alkali Co., first vice president; Marcus L. Campbell, operating manager, International Railway Co., second vice president; Bert Faulkner, traffic manager Donner-Hanna Coke Co., secretary-treasurer. James B. Stever, Buffalo traffic manager of the Pillsbury Flour Mills Co., was appointed chairman of the membership committee.

BAKERS' UNION AIDS MEMBERS

St. Louis, Mo.—The bakers' union in St. Louis, Bakers' Local Union No. 4, which has 1,300 members, inaugurated about a week ago a plan to aid those bakers who are unable to find employment at the present time. The union is paying unemployed men \$7 a week for a maximum period of 16 weeks in which time it is hoped that the unemployed man will be able to find work. On Christmas Day the union gave a party to about 250 unemployed bakers and their families, at which time each family was given a basket of food and a Christmas present.

TRADE REMAINS DULL IN MILLFEED FUTURES

Prices Slip Downward—No Improvement Expected Until Consumer Demand Improves—Larger Offerings Expected

St. Louis, Mo.—Trade in millfeed futures remains extremely dull, with the market steadily slipping off, except when given an upward impetus by the action of grain or stock markets. Cash demand still lags, and although millfeed production still is light, no real improvement in prices, either future or cash, can be expected with confidence until consumer purchases of millfeed are heavier. With the outlook for improved flour milling operations after Jan. 1, there is apprehension that millfeed offerings may become more pressing than at present. Heavy deliveries on January contracts are expected in the local futures market.

Closing prices of millfeed futures on the St. Louis Merchants' Exchange in dollars per ton, Tuesday, Dec. 29:

	Bran	Shorts	Middlings
January	11.35*	10.75*	10.75*
February	11.35*	11.60	11.25*
March	11.60*	12.25	11.75*
April	11.40	12.40*	11.75*
May	11.00*	12.25*	11.75*

"PROGRAM JUST BEGUN," FARM BOARD CHAIRMAN SAYS

WASHINGTON, D. C.—The "real long-time constructive program" of the Federal Farm Board "has only just begun" though the board has piled up a "record of creditable achievement since its organization," Chairman James C. Stone told the National Association of Marketing Officials at its meeting here Dec. 28.

Urging the continued co-operation of state marketing officials in the formulation of a long-time program for agricultural rehabilitation, Chairman Stone declared that "in a project of such magnitude there is work enough and glory enough for all."

The farm board chairman stressed the need for controlled production and said the board was studying plans for development of some type of production control. Experiences of the past two years have convinced the board that the restoration of agriculture to a basis of equality with industry is not a task to be accomplished by "temporary expedients or by application of any magic formula," Mr. Stone said.

He spoke of the work of the co-operatives during the past two years and of their "substantial and continuous growth." Their effectiveness has been greatly increased through loans made to them by the board, he said.

"The farmers of America should realize that their support of the national co-operative effort is absolutely necessary," Mr. Stone said. "They must learn more and more of the true principles and purposes of co-operation. They need to know and appreciate the value as well as the limitations of co-operative marketing. They must be brought to realize that unregulated production is not economical but wasteful."

"In order that these fundamental ideas may receive a more general acceptance there is need for teamwork of all agencies interested in agriculture to develop and prosecute a constructive educational program."

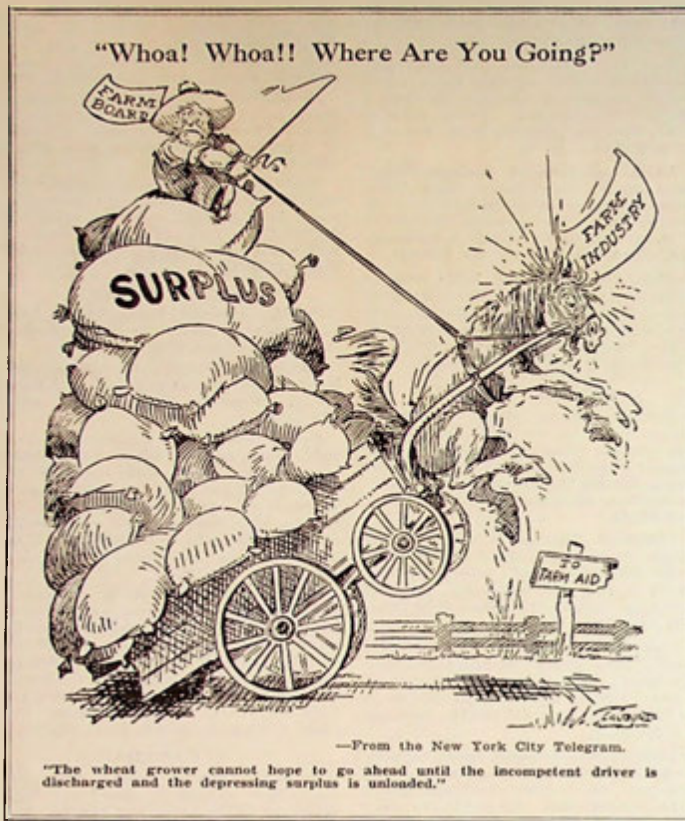
"Congress has provided legislation under which machinery has been established for rehabilitation of agriculture. What is needed is a realization on the part of the public that present economic evils cannot be corrected by panaceas or magic formulas but that there remains a longtime program of constructive work in which all the agencies interested in agriculture may co-operate to achieve the desired results."

Millfeed—Receipts and Shipments

Receipts and shipments of millfeed at the principal distributing centers for the week ending Dec. 26, in tons, with comparisons:

	Receipts—		Shipments—	
	1931	1930	1931	1930
Minneapolis ..	378	668	4,433	5,890
Kansas City ..	320	640	2,580	2,120
Baltimore	319	461	236	341
Philadelphia ..	180	160		
Milwaukee	60	...	510	620

"Whoa! Whoa!! Where Are You Going?"



—From the New York City Telegram.
"The wheat grower cannot hope to go ahead until the incompetent driver is discharged and the depressing surplus is unloaded."

AMOS 'N' ANDY BUY A COTTON MILL (OF PEPSODENT FAME)

And Incidentally Discuss the Present Trials and Tribulations of the Cotton Mill Industry, which Seem Powerfully Similar to Those Flour and Feed Millers Will Recognize as Their Own.

ARRIVING at the office of the taxicab company, Amos is amazed to learn that Andy has sold the fresh air taxicab corporation; he wants to know how much cash they got for the business, and demands his share. Andy replies with disdain:

"Dere you is again, Amos, you don't know nothin' 'bout bizness. Nothin's sells fo' money no mo'. We sells ev'rythin' fo' 'stallments on cotton mill."

"Cotton mill factory? What we doin' wid a cotton mill? We don't know nuthin' 'bout runnin' no cotton mill, does we?"

"Co'se we don't, Amos. De man I traded wid done 'splain'd dat. He said we don't have to do nuthin' 'bout ur mill to get de bizness. He said we ain't taxicab drivers no mo'—we is industry magnets."

"We is, huh? Now ain't da sumpin'? Well, if we is magnets, whut's de next thing we is gonna do?"

"Well, now we is gonna meet wid all de buyers. De mo' buyers we meet, de mo' goods we sells b'low cost. De man done 'splain'd dat de fu'ther you sell under cost, de betteh de cotton mill man what you is."

"B'low cost, Andy? What you mean? 'Splain dat cost to me. Whut is it?"

"Don't nobody know what da cost bizness is, Amos. Dat's whut de man done said. Cost is sumpin' de cotton mill man *Guarves* at an' sells under. De man whut gusses de lowes' an' sells de mos' under gets de prize."

"Whut's de prize, Andy?"

"Well, as I un'erstan' it, de cotton mill man whut sells de lowes' fo' de longest time, gits de chance to lickerdate. Dat's whut de man said."

"Dat lickerdatin's stuff sho sounds good, but Andy, you ain't tole me yet whut we is goin' to do wid dat mill factory."

"Well, Amos, as I see de sithayashun, hit's like dis. Dey is two things you can do with a cotton mill. Fust, you can run it. Secunt, you can curtail wid it."

"Curtail? Andy, whut you mean by dat? Curtail—uh, dat sho am important!"

"Dat's easy, Amos. Fust, you runs de mill an' makes all de stuff you can. Den when de buyers is done bought all dey can pay fo', as fur under cost as dey can guess to, dey resigns away fum de market. Den we begins to curtail. Hit don't mean nothin' 'cept we knocks off fum work. We stops de factory, does a little fishin' sorter procrastinatin' round like, an' maybe goes on a convenshun."

"Uh, Huh. Now 'bout dis curtallin' bizness, Andy. I likes de soun' of dat. How long do it last, an' how long does we res' like dat?"

"Well, Amos, we curtalls till de buyers gets ha'd up fo' mo' goods. De cotton mill man has to watch de buyers mighty close and just 'fo it looks like de buyers is goin' to have to pay mo' den dat cost, de mill man rushes to make all de goods dey can, an' ketches up wid de buyers again. Den, befo' any of 'm is ready to start in again dey is right back where dey wuz when dey started. If you wuz a bizness man you would un'erstan' dat can't nobody beat a system like dat. De man whut sole us de cotton mill said dat system wuz de big thing in de mill bizness. You can't hep but see he's right 'bout dat."

"But listen, Andy, sposed de cotton mill man gits kinder ca'less an' does dis curtallin' too long, an' de goods gits to sellin' above de cost. Whut happen den?"

"Nobody knows what would happen den. Hits been so long sence it wuz like dat, ev'rybody done fo'got whut did happen. But ain't nuthin' fo' us to worry 'bout, Amos."

"I guess you is right, Andy."

"Check an' double check."

—Reprinted from a cotton miller's bulletin, original source unknown.

CANADIAN WHEAT CULTURE SUGGESTED FOR ENGLAND

LONDON, ENA.—A letter from the Duke of Newcastle, published in the London Times recently, is of interest to Canadians. It is evident, however, that the duke is unaware of the fact that the homegrown wheat committee of the British Millers' Association has made many experiments in growing Canadian wheat in England. The letter is as follows:

"Now that the government is contemplating the introduction of the quota system for wheat grown in this country of proper milling quality, it may be of interest to know that it is possible to grow a variety of spring wheat of Canadian origin, which is as good for the purposes of milling as that which is grown in Canada."

"On a visit to Canada in 1928, I secured a small sample of that year's crop which I have now grown here for the last three seasons, and as the summer of 1929 was an exceptionally good one, that of 1930 an average, and last summer an unusually bad one, the experiment can be said to have been put to a fair test. The crop has ripened in each year before the English autumn sown wheat on similar land, and the following shows that it is a quickly maturing variety: 1929 sown March 14, cut July 30, 138 days; 1930 sown March 22, cut Aug. 2, 139 days; 1931 sown March 17, cut Aug. 11, 147 days."

"In Canada this wheat has been known to mature in 95 days. A sample of this year's crop has been submitted to one of the leading corn merchants in this district, and in his opinion the wheat is superior in milling qualities to the best English milling wheat. The straw is rather spindly, but strong, and the ear and the grain both small, but during the trying weather of last summer the crop stood up as well as the English varieties."

It will be noticed that the Duke of Newcastle does not state the yields per acre, which is unfortunate, for it would be interesting to know how they compare with the yields of other varieties of English wheat.

EDWARD KNIGHTON TO BE GUEST AT CLUB MEETING

PITTSBURGH, PA.—S. Edward Knighton, president of the National Federated Flour Clubs, will be the honor guest at the winter meeting of the Pittsburgh Flour Club which will be held at the Fort Pitt Hotel, Jan. 15, at 6:30 p.m. Dinner will be served. V. M. Wintermantel, president of the club, is desirous of having a large and representative turnout as a courtesy to Mr. Knighton and also because officers for the ensuing year will be chosen.

BUFFALO BAKERS ELECT

BUFFALO, N. Y.—Alois Muehlbauer, Jr., was re-elected president of the Buffalo Master Bakers' Association at the December meeting. The other officers were re-elected as follows: vice president, William Stellar; treasurer, George Heldman; secretary, Al Stegmeier. The officers in recognition of the honor conferred on them were hosts to the members at a dinner which was attended by over 50 bakers. A resolution was passed advocating a tax for the chain stores. George Diebold, of the City Health Department, gave a talk on "Health and Sanitation."

HEDGE YOUR MILLFEED

We solicit your
Active Interest in
Millfeed Futures

J. C. Shaffer Grain Co.

C. H. WILLIAMSON, Manager

Merchants Exchange St. Louis, Mo.

The Kansas City Millfeed Futures Market Inaugurates Trading January 4th, 1932

THE KANSAS CITY BOARD OF TRADE, responding to an insistent demand from flour and feed manufacturing industries and the millfeed trade of the Southwest and, in a spirit of supplementing rather than rivaling its neighboring market, will inaugurate millfeed futures trading with the beginning of the new year. It has been demonstrated that there is need for more general trading in millfeeds for future delivery auxiliary to the long established trading in grain futures at the country's great terminal market centers.

Millfeed's Greatest Production Area

That portion of the Southwest directly served by the Kansas City market is the world's greatest millfeed producing area. In the crop year ending last July 1, the Southwest, Northwest and Buffalo milling districts produced 2,448,856 tons of millfeeds, of which Kansas City territory (Kansas, Nebraska, Oklahoma and Missouri River terminals) produced 1,127,465 tons, or more than 46 per cent.

The average millfeed production for five years past shows that the Southwestern milling field exceeded its nearest competitor by approximately a quarter of a million tons per year. Year after year, this vast wheat growing and flour milling section increases its importance in the country's millfeed markets.

A Natural Feed Center

Prices in all of this vast territory, extending into Texas on the South and Colorado on the West,

naturally base on Kansas City. And from Kansas City, this great stream of millfeeds regularly moves on fully competitive freight rates to every part of the country.

At Kansas City are located a number of the country's greatest feed manufacturing plants, because they find here the ideal combination of plentiful supplies of requisite ingredients and competitive access to a nation-wide market for their products.

More than a score of jobbers and brokers specialize in millfeeds, furnishing constant contact between the hundreds of millfeed producers to the West and the thousands of distributors and consumers North, East, South and West of this terminal.

The Future Market Demanded

The Kansas City Board of Trade feels it would be lacking in consideration for the needs of the territory which it serves as a terminal market if it denied the use of its facilities to the needs of this great trade.

Its purpose is to establish here a great national market—active and liquid—for the service of millers and feed handlers in every part of the country. On that basis it invites your consideration.

The member of the Kansas City Board of Trade with whom you now are in touch, either on your cash or futures grain business, will be glad to give you full information about the new **MILLFEED FUTURES MARKET.**

The **BOARD OF TRADE OF KANSAS CITY**
KANSAS CITY, MO.

**HARD -
SOFT -
BLENDED -**

**AND
SELF RISING FLOURS**

MILLED BY
GLOBE MILLS
OGDEN.....UTAH
GENERAL OFFICES - LOS ANGELES

FIVE MILLS IN CALIFORNIA

WASCO WAREHOUSE MILLING CO.
MILLERS OF
*Bluestem Patents - Montana Hard Wheat Patents
Pastry Flour - Cake Flour*

Cable Address: "WASCO." All Codes
Daily Capacity, 2,000 Barrels

THE DALLES, OREGON, U. S. A.

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


Cable Address: "Preston." All Codes
Capacity, 2,000 Barrels

WAITSBURG, WASH., U. S. A.

Fisher's FOR UNIFORM FLOURS

The largest and most modern flour mill and elevators on the Pacific Coast with storage capacity at our mills of 2,500,000 bushels, together with more than one hundred elevators and warehouses in the choicest milling wheat sections of Montana, Idaho and Washington, insure the uniformity of all Fisher's Flours.

FISHER FLOURING MILLS CO., SEATTLE, U.S.A. Domestic and Export Millers
Chas H. Morris, Eastern Representative, 431 Produce Ex., New York City

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

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

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

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

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

RYE PRODUCTS

Chicago.—The market on rye flour is dull. Buyers are holding off until after the holidays. The local output totaled 1,400 bbls, 7,313 the previous week. Mill asking prices, Dec. 24: patent white, \$1.50@3.80 bbl, jute; medium, \$3.15@3.45; dark, \$2.20@2.85.

Duluth.—Demand light; buyers working flour supplies right down to the bottom. Pure white, \$1.85 bbl; No. 2 straight, \$3.40; No. 3 dark, \$2.85; No. 5 blend, \$3.65; No. 8 rye, \$2.90.

Minneapolis.—Local rye millers report business as at a standstill. Those who operate warehouses at central distributing points report fair day-to-day withdrawals, but no contracting for mill shipment. Pure white rye flour, \$3.65 @3.80 bbl, in 98-lb cottons, f.o.b., Minneapolis; pure medium, \$3.30@3.45; pure dark, \$3@3.15. Four northwestern mills last week made 9,016 bbls, compared with 10,450 in the previous week.

Buffalo.—Demand for flour light; supplies ample; trend steady. White, \$4.45; dark, \$3.80.

Boston.—Demand for flour light, chiefly for near-by shipment; prices about unchanged. Choice white patents, \$4.25 @4.35 bbl, standard patents \$4.10@4.20; medium light straights \$3.90@4, medium dark \$3.80@3.90; pure dark rye, \$3.65@3.75; rye meal, \$3.40@3.50.

New York.—Demand for flour light. White patent, in jutes, \$4.10@4.40 bbl

Pittsburgh.—Demand for flour light; supplies ample; trend unsettled. Pure white, \$3.50@4 bbl; medium, \$3.25@3.75; dark, \$2.75@3.

St. Louis.—Demand very quiet. Pure white flour, \$3.95 bbl; medium, \$3.60; pure dark, \$3.30; rye meal, \$3.40.

Indianapolis.—Demand for flour very light; supplies sufficient; prices about steady. Pure white, \$4.20@4.30 bbl, in cotton 98's; medium, \$3.85@3.95; dark, \$3.45@3.55.

Baltimore.—Quotation, in 98-lb cottons, car lots, f.o.b., Baltimore: dark, \$3.60; white, \$1.40.

Philadelphia.—Demand for flour slow and for small lots only, and prices favored buyers. White, \$4.10@4.40 bbl, in 98-lb cottons; medium, \$3.75@4; dark, \$3.25@3.50.

CORN PRODUCTS

St. Louis.—Cream meal, \$1.30 per 100 lbs; standard meal, \$1.15.

Indianapolis.—Demand only moderate; prices a shade lower. Cream meal, per 100 lbs, \$1.25@1.35.

Philadelphia.—Quiet, but steadily held; supplies adequate. Fancy kiln-dried meal, yellow \$1.52, white \$1.65; pearl hominy and grits, \$1.65.

Pittsburgh.—Demand light; supplies normal; trend easier. Fancy kiln-dried yellow or white meal, \$1.60@1.65 per 100 lbs.

Nashville.—Moderate demand for cream meal; shade easier. Per 96-lb bag, \$1.10@1.20.

Detroit.—Demand fair; supplies plentiful; trend steady. Yellow and white cream meal, \$2.80@2.90 per 100 lbs; yellow and white granulated, \$2.80@2.90.

Memphis.—Demand is light; offerings free; interior buyers taking low grades; city trade better. Cream meal, basis 24's, \$1.60@2.10.

OATMEAL

Toronto.—Demand very light; prices have declined 20c. Rolled oats \$4.30 bbl of 180 lbs, in 90-lb jutes, car lots, and \$4.80 in mixed cars, with discount of 10c bbl for cash; oatmeal, in 98-lb jutes, 10 per cent over rolled oats.

Winnipeg.—Demand moderate; prices down 10c sack. Rolled oats in 80-lb sacks, \$2.40@2.50 in all three prairie provinces; oatmeal in 98-lb sacks, 25 per cent over rolled oats.

Minneapolis.—On Dec. 29, yellow and white corn meals were quoted at \$1@3.10 per 200 lbs.

Philadelphia.—Demand light; market steady; supplies ample. In 100-lb jutes, \$2.36; in 90-lb, \$2.15.

SCREENINGS

Minneapolis.—There is no buying to speak of, but prices hold firm because of light offerings. Elevator dust, \$1@2.50 ton; light-weight screenings, \$3@5; grinding screenings, \$4@6; flaxseed, \$8 @11; heavy screenings for sheep feed, \$10@12. Mixed feed oats, 18@21c bu.

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*Specializing High Grade
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Cascade Milling & Elevator Co.
Cascade, Montana
CASCADE GIANT
Fancy Patent Standard Patent
High Gluten flours of outstanding quality

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

If you need strong spring wheat flour to "carry the load" we can supply it—pure Montana—SAPPHIRE—JUDITH—GOLD CROSS

MONTANA FLOUR MILLS COMPANY

Great Falls, Montana

4,000 Barrels Daily Capacity

3,500,000 Bushels Grain Storage


Wisconsin Rye Flour

for Performance and Satisfaction
Distinctive Quality and Flavor

EXCLUSIVE MILLERS OF RYE FLOUR

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WATERTOWN, WIS.

"WISCONSIN MAKES THE BEST RYE FLOUR"



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

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Since 1849 Wisconsin's Par Plus Product

ROCK RIVER RYE

All Grades—from the Darkest Dark to the Whitest White

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Successors to Blodgett-Holmes Co., Blodgett Milling Co., and Ford Milling Co.
The buyer purchasing our products pays no commission, no brokerage. Each sale is direct from mill to buyer.

ORIENTAL RYE FLOUR RYE MEAL

We want some live buyers who will pay for quality. New Rye Mill.

ORIENTAL MILLING CO. Established 1870 Maniwoc, Wisconsin

Pure Wisconsin Rye Flour

Samples and quotations sent on request

THE PAGEL MILLING COMPANY
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We Specialize in Dark Varieties

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DANVILLE P. O. Astoria WISCONSIN

PURE RYE FLOUR

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

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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

The Ansted & Burk Co.


MILLERS SINCE 1816,
BUT UP TO THE MINUTE IN IDEAS

SPRINGFIELD, OHIO

William Tell's

Master Bread Flour
Master Pie Crust Flour
Master Cake Flour

Each specially milled for its purpose



Specialized Laboratory Service for Millers
Grain Dealers Bakers
Feed Manufacturers
Mid-West Laboratories Co.
INCORPORATED
1229 Virginia Avenue
COLUMBUS, OHIO

PAUL, PAUL & MOORE

PATENT ATTORNEYS and SOLICITORS

Patents Procured and Trade Marks Registered in All Countries

854 Security Building MINNEAPOLIS

Hardesty Milling Co.

Quality Millers for Over Half a Century

Domestic and Export DOVER, OHIO

Mason, Fenwick & Lawrence

Patent and Trade-Mark Lawyers.
Practice before the United States Courts.
Complete Files of Registered Flour Brands.
Established 1861 Trade Marks Registered
726 Woodward Bldg. Washington, D. C.

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.



It's a highly profitable operation to reclaim wheat from screenings with disc separation.

Carter-Mayhew Mfg. Co. - Minneapolis, Minn.

THE WARWICK CO.

Makers and Shippers of Flour from Choice Winter Wheat

MASSILLON, OHIO

Write for samples and prices



Grain Cleaners

Richmond Mfg. Co.
LOCKPORT, N. Y.

J. K. HOWIE, Representative,
21 Flour Exchange,
Minneapolis, Minn.

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

The Buckeye Cereal Co.

MASSILLON, OHIO

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!

Established 1877

Velvet

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

Walnut Creek Milling Co.
Great Bend, Kansas

"Heart of America" FLOUR

The Rodney Milling Co.
KANSAS CITY, MO.
Eastern Representatives
Seaboard Flour Corporation
BOSTON, MASS.

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

Scott County Milling Co.

Manufacturers of
Hard and Soft Winter Wheat Flour
SIKESTON, MISSOURI

"PLAINSMAN"

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

"OLD HOMESTEAD"

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

HALSTEAD BOSS

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

"JUBILEE"

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

KANSAS MAID—

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

American Ace

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

Goerz Flour Mills Co.
Rudolph A. Goerz, Pres. Newton, Kansas



FROM THE MORNING MAIL

Advance Release of the Unliterary Suggest

W. H. Strawn, Editor

Congressman Hi Jenks said the farm board's report to Congress was so long he did not have time to read it, so he asked Bright Miller's son to render him a condensed report. This is the reply Congressman Jenks received:

The farm board sought for farm relief
And sought and sought and sought;
Spent half a billion dollars and
Got naught and naught and naught.

Wheat, eggs or what have you can now be exchanged for a perfectly good wedding at Hobart, Ind., where Justice of



the Peace A. J. Smith recently announced that he would accept farm products in lieu of cash.

Mother: "Dorothy, you have disobeyed mother by racing around and making all the noise. Now you shan't have that piece of candy."

Father (entering a few minutes later): "Why so quiet, little one?"

Dorothy: "I've been fined for speedin'."—*Molor Land.*

A FORWARD PASS

Little Sniffblister: "Say, uncle, when are you going to play football again?"

The Rich Uncle: "Why, I don't play football. What makes you ask that question?"

Little Sniffblister: "Well, pop says that when you kick off we are going to get a brand new automobile and a house."

Mutt: "Well, how did you find the highways on your vacation trip?"

Jeff: "Oh, the one named after Lincoln was fine, but the one named after that Frenchman, Detour, was terrible."

—*By Bud Fisher.*

LONG TENDER EARS

Grouchy Diner: "Say, I never had such corn on the cob. Take it back, it isn't fit for a jackass to eat."

Waiter: "Very well, sir. I'll get you some that is."

NOT OUR SECRETARY

Outside the storm raged. The deafening thunder rolled and lightning flashed almost continuously. Presently a bolt struck Mr. Jones and knocked him completely out of bed. He rose, yawned, rubbed his eyes and said: "All right, dear. I'll get up."



"KANSAS BEST"

There are bigger milling companies, and better known ones and doubtless higher priced ones, but our five not very large mills out here in the center of the Kansas Turkey wheat field are in position to compete with the best of them in quality of wheat available and in ability to give you first rate "country milled" fine flour at a competitive cost to you.

4,350 Barrels Daily

THE CONSOLIDATED FLOUR MILLS CO.

FRED F. BURNS, Vice President and Manager

WICHITA, KANSAS

FOR FAMILY TRADE
MOTHER'S BEST
FLOUR

A MELLOW GLUTEN FLOUR
DESIGNED for HOUSEWIFE

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

Nebraska Consolidated Mills
Co.

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

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

The
WALL-ROGALSKY MILLING CO.
M'PHERSON, KANSAS

GINGHAM GIRL



The World's Finest Flour

Made by Millers of
WHITE STAR
The Baker's Flour Dependable Since 1840
Plant Flour Mills Company
ST. LOUIS, MO., U. S. A.

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

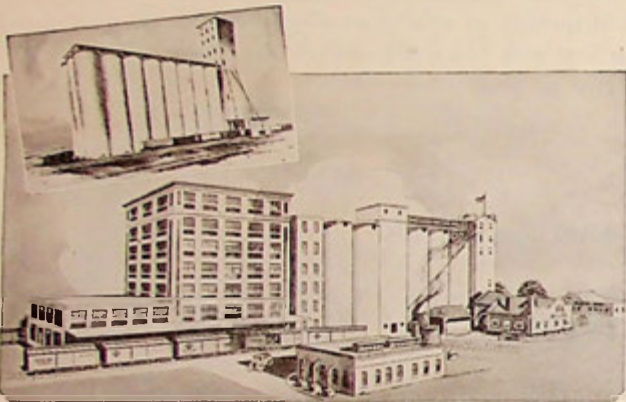


"PEACOCK"

One of the very best from the whole Southwest,—and as uniform as any flour you ever saw. Also

"SPECIAL" and "BIG S"

The Shellabarger Mills
SALINA, KANSAS



Boss Patent

You will find this flour fully competitive in price and usually a little more than competitive in baking quality.

LUKENS MILLING CO.
CAPACITY 1000 BARRELS
ATCHISON, KANSAS

"Old Squire"

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

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

**GOLD BELL
SILVER BELL**

Bakery flours of exceptional quality

Topeka Flour Mills Corp.
Topeka, Kansas



LYONS' BEST

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

"CHERRY BELL"

Made exclusively from Central Kansas Turkey Wheat

N. SAUER MILLING CO.
CHERRYVALE, KANSAS

Majestic Milling Co.

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

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

QUALITY ECONOMY READY SALES
The Wilson Flour Mills
Wilson, Kansas



50 YEARS AGO

The Boston City Mills, situated on Commercial Wharf, Boston, were badly damaged by fire recently, the estimated loss being \$40,000.

John Hoppin and Fred J. Clark, who have been with **THE NORTHWESTERN MILLER** since its infancy, have purchased the Northwest Commercial, a weekly paper devoted to the mercantile trade, and will try it for themselves.

Barney Ortman, an old-timer on the Falls, has been spending the holidays in Minneapolis with his family. He left for Buffalo, N. Y., last week, where he is to have charge of the new mill being built by Urban & Sons. He will move his family to Buffalo in the spring, intending to make that his permanent residence. (Readers of **THE NORTHWESTERN MILLER** will recall, in this connection, our account in the issue of Nov. 25, 1931, of the testimonial dinner given Mr. Ortman in honor of his long connection with the Urban company at Buffalo.)

The Winona (Minn.) Mill Co. will begin the new year with a capacity of 1,500 bbls daily.

25 YEARS AGO

The seventeenth annual general meeting of the Pillsbury-Washburn Flour Mill Co., Ltd., was held at Winchester House, Old Broad Street, London, at which announcement was made that net profits for the year ending Aug. 31, 1906, amounted to £92,196 2s 10d. The directors proposed, after providing for the interest on the debentures, to pay an 8 per cent dividend on the cumulative preferred stock, amounting to £40,000, and to add the balance to the general reserve fund.

The Millers' National Federation should certainly take steps to prevent a continuation of such outrageous and untruthful attacks upon white flour as those found in an advertisement which is being prominently displayed in the cars of the New York elevated railway and elsewhere. This advertisement follows: "A man without bones, without muscles, without teeth, without brains, without nerve, without red blood, that's what the White Flour Miller is trying to make, because he is robbing the wheat of the elements needed to make these parts of the body. Franklin Flour (ask for it by name) makes the whole man."

This Week's Cover

HARRY FENN, whose painting, "The Mills of Ronda," appears on the cover of this week's issue of **THE NORTHWESTERN MILLER**, once said that, in all of his wanderings in Spain, the general absence of grain fields and grist mills surprised him.

"This, of course, may have been accidental," he said. "In all probability the region of the picturesque that was my hunting ground was remote from the agricultural portion of the country."

But he found mills at Ronda, situated in the mountains of southern Spain, in the province of Andalusia, east of Malaga and northwest of Cadiz. The river shown in the painting leaps from terrace to terrace in its race to the bottom of the gorge, and tiny grist mills cluster along its course.



The
ROBINSON
 MILLING COMPANY
 SALINA, KANSAS

ROBIN'S BEST

It is not the price paid for flour, but the volume and permanency of the trade established, that makes profit for the distributor.

ROBIN'S BEST
 is always a leader.

ROBINSON MILLING CO.
 SALINA, KANSAS



"THORO-BREAD"

Look around and keep looking around. Everybody shops nowadays. And when you have looked all around, come back and we will show you real money - value, baking-value flour.

THE ARNOLD MILLING CO.
 STERLING, KANSAS

A. L. JACOBSON, Manager

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

"VOLUME"

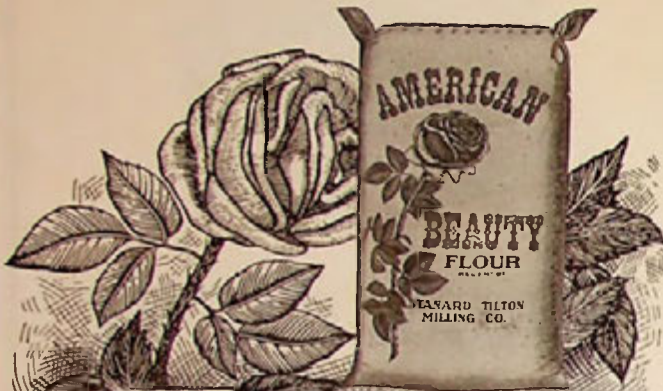
Your experience with the first car of "VOLUME" will be your experience with every other car thereafter. Its performance is the same day after day. No matter what price you pay, you never will find a surer flour. It is not cheap, but it is highly economical.

The WICHITA FLOUR MILLS CO.
 WICHITA, KANSAS

Wheat Storage Capacity, One Million Bushels

CAPACITY, 2,500 BARRELS

AMERICAN BEAUTY



THE FLOUR that blooms in your oven.

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

Bernet, Craft & Kauffman Milling Co.

57 Years' Experience in Milling Quality Flours

ASK FOR SAMPLES OF EITHER
SOFT OR HARD WHEAT FLOUR

Cotton Belt Building ST. LOUIS, MO.

ESTABLISHED 1864

MEYER'S MODEL FLOUR

ALWAYS RELIABLE

THE MEYER MILLING COMPANY
SPRINGFIELD, MO.

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

Millers of Hard and Soft Wheat Flour

DAILY CAPACITY 2,100 BARRELS

NEBRASKA'S FINEST MILL

"DAVID HARUM" FLOUR

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

"GOLDEN EAGLE"

Short Patent

The Lindsborg Milling & Elevator Co.
LINDSBORG, KANSAS

BLACK BROS. FLOUR MILLS, BEATRICE, NEBRASKA
FLOUR 1,000 BBLs. 1883 1922 STOCK FEED 250 TONS

CONTEMPORARY COMMENT

Reaping the Results of the Whirlwind

THE fundamental truths upon which human relations are founded and upon which business itself rests, have existed from time immemorial and they exist today and will exist throughout the future. However, ever so often these truths get dusty and are put on a shelf, apparently forgotten until some reformer comes along, dusts them off, puts a new wrapper around them and we have something alleged to be brand new. This phenomenon can be observed in history and by any thinking man who has passed a score or more years in active business life.

You will all recall the scourge of efficiency experts who so planned business along such efficient lines that overhead increased until there was nothing left for business. Then we had our World War with its new found school of propaganda, the new found school of power of advertising, the new found school of making two dollars grow where only one did before by pumping up values. Now we have the new found school of co-operative farming, co-operative marketing under government control. This government control is exercised by devious ways but most effective. Men who have had absolutely no experience in commercial life have charge of millions of dollars; ideas not curbed by experience are exploited and because the exploiters are not using their own money and have only their job at stake, they have caused untold suffering to private business enterprise, have ruined many men of good reputation and the end is not yet in sight. . . .

There is no one panacea which will help to clear the situation over night. We are reaping the results of the whirl-

wind of unbridled propaganda loosed upon millions of people under the guise of all-wise, all-powerful, never-make-a-mistake governmental authority. How did they cure these things in the past? Those of you who read history know, their heads dropped off. How are we going to cure them in the future, especially here in this country, the country that we love and the country which we believe has the best type of government throughout the entire civilized world?

It appears that it is not the job of one man, it is the job of every man to use his own common sense to do the right thing every day to everybody, following the Golden Rule. Do not let the professional politician hoodwink him or his neighbor and we will work out from under this fog cloud of trouble.—H. F. Mengden, President Houston, Texas, Merchants' Exchange.

Magnus and the Farm Board

SOME years ago the opinion of Hon. Magnus Johnson, then United States senator from Minnesota, was widely sought after on a great variety of subjects. From milking cows to international war debts the farmer senator gave freely of the wealth of his opinion. Magnus liked to talk and he found a ready audience.

Now the scene has changed. Magnus is no longer senator. His opinion has a market value not much greater than yours or your neighbor's. But just because Magnus is now an appraiser for the rural credits department he has not been robbed of any of his flare for expressing himself, and in that he is not a great deal different from the rest of us. But had Magnus Johnson been a senator now some remarks he made to a reporter for the Fairmont Daily Sentinel recently would have been heralded in headlines from one end of the country to another. Imagine what the Journal of Commerce or the Wall Street Journal would have done with an interview from Magnus Johnson, the farmer senator, in which he indorsed the grain speculator! The only hitch in the whole story is that when Magnus was a senator he would not have taken the chance of being as frank as he was when he talked in the office of the Sentinel at Fairmont. Frankness, at least on the subject of the grain trade, is not particularly a political asset. But now that Magnus is back on the farm a good deal of the time, he felt free to say when asked, "What do you think of the farm board?"

"What do I think of them? What could any one think of them? If they abolish the farm board and leave the grain speculators run, I'll bet they would find a market for all this grain and we wouldn't have to stand for 14c oats either. The farm board has made a mess of it. Why, over at Butterfield last Thursday, I asked a big crowd how many were in favor of the farm board. I didn't see a hand, but one man on the platform with me said one hand went up in a far corner of the crowd. That's what the American people, the farmers included, think of the farm board."

And with that, we are told, Magnus turned to discuss the weather—a field where the government, though it may predict the future, has at least never tried to regulate on a large scale. Magnus, now completely turned skeptic, doubted even the government's ability to predict what kind of weather we would have tomorrow.—Minneapolis Tribune.

Unstable the Other Way

I THINK that right now we are just as unstable as we were in 1928, in the opposite direction. All we can do now is to take advantage of our lessons and we have made considerable progress when we realize that fact. We have to make a start and this would be a good one.—Alfred P. Sloan, president, General Motors Corporation.

Established 1878

Eberle-Albrect Flour Co.

Exporters

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

THE ROSS MILLING CO.

Choice Quality Flour

Plain and Selfrising

OTTAWA KANSAS

"Whitewater Flour"

Ground Where the Best Wheat is Grown.

WHITWATER FLOUR MILLS CO.
Whitewater, Kansas

ANNAN-BURG GRAIN & MILLING CO.

ST. LOUIS, MO.

Round Lots
Fancy First Clears

Always Available

MOUNDRIE MILLING CO.
Moundridge, Kansas

"GOLD BOND"

Central Kansas Milling Co.
LYONS, KANSAS



SHOPPING AROUND?
 Sometimes people like to do it. But coming back to "LASSEN'S PERFECTION" always is a satisfaction.

The Kansas Milling Company
 WICHITA, KANSAS



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



WOLF'S
 PREMIUM
 FLOUR

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

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

"Hunter's CREAM"

A Kansas
 Turkey Wheat
 Flour

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

The Hunter Milling Co.
 Wellington, Kansas

Better Flour for Baker, Jobber and Grocer
 "HAVASAK"

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

"KANSAS SEAL"

A Fine Short Patent Flour
 from Central and Western
 Kansas Strong Wheat

Barton County Flour Mills Co.
 GREAT BEND, KANSAS

"MERIDIAN"

More and Better Loaves per Barrel

Newton Milling and Elevator Co.
 NEWTON, KANSAS

"Polar Bear" FLOUR IS KING

If you have not heretofore distributed a southwestern hard winter wheat patent, it will pay you to begin by handling one of the very best of them—POLAR BEAR.

The NEW ERA MILLING CO.
 ARKANSAS CITY, KANSAS

Founded by
 ANDREW J. HUNT
 1899

FLOUR FACTS...

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

GOOD Flour is the first requirement in making good bread. Good Flour costs more money to make and the Miller must have a net profit if he continues its manufacture.

The Baker may apparently save a few cents per barrel by shopping around, yet never be sure that a real saving was made.

The Page Mills will furnish you Good Flour Always at the lowest cost consistent with the quality offered. "It Pays to Buy Page's."

**The Thomas Page Mill Co.
Topeka, Kansas**

"Gooch's Best"

Superior quality
—to make all
baked things
better.

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

"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 Barrels Capacity.
COFFEYVILLE - KANSAS

An Excellent Flour at a Fair Price Is

"WESTERN STAR"

Milled in the Heart of
the Best Wheat Country

*The Western Star Mill Co.
SALINA, KANSAS*

J. J. VANIER, Manager

"Sasnak Flour"

For Discriminating
Eastern Buyers

ENNS MILLING Co., Ioman, Kan.



"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**

"SUNKIST" FLOUR

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

*Let us quote you
before you buy.*

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

"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**

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

"HUMRENO"

A particularly fine strong flour milled from the choicest western Oklahoma and Panhandle hard Turkey Wheat.

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

Established 1849

Saxony Mills

Hard and Soft Winter Wheat Flours

Correspondence ST. LOUIS, MO.
Solicited
Daily Capacity, 1,100 Bbls.

"SLOGAN"

*A strong flour made from the finest
Oklahoma Hard Turkey Wheat*

**Canadian Mill & Elevator Co.
El Reno, Okla.**

KEYSTONE MILLING COMPANY

Capacity, 750 Barrels
LARNED - KANSAS

Chickasha Milling Co.

Capacity 800 bbls CHICKASHA OKLA. Cable Address "Washita"

Manufacturers of High-Grade Hard Wheat Flour
Foreign and Domestic Trade Solicited
Member Millers' National Federation

Blairs FOR JOBBERS
FOR BAKERS
Certified
FLOUR
The Blair Milling Co.
Atchison, Kansas

THE ACME FLOUR MILLS CO.

OKLAHOMA CITY, OKLA.

**BESTOVAL and
GOLD DRIFT,
BAKERS FLOURS OF QUALITY**

The J. C. Lysle Milling Company

Leavenworth, Kansas

*Hard and Soft Wheat Flour
for
Family Trade*

FOR YOUR BANKING NEEDS....

EVERY department is fully equipped to render complete, efficient banking service to the grain and flour industries of the Northwest.



NORTHWESTERN NATIONAL BANK

MINNEAPOLIS, MINNESOTA

Affiliated with
Northwest Bancorporation

The Judicial Mill Output for 1931

(Continued from page 835.)

complained of was not such as to render it unfit for any use and hence wholly unmerchantable."

In a Louisiana case, a buyer does not seem to have found any objection to the quality of flour tendered by a mill until the market commenced dropping. The Louisiana court of appeal affirmed judgment against him for damages for unjustified rejection of two carloads.

The court decided that the flour, which was contracted for by brand name, being intended for household bread making, the mill implicitly warranted that the flour was fit for making bread for human consumption. But the court also found from the evidence offered by the mill that the flour tendered "was a fairly good brand, good enough for the purpose for which it was bought and sold and which the parties had in mind."

The court upheld the validity of a clause in the contract making a 20c per bbl sales expense charge an item of damages recoverable on the buyer's breach.

Two sales points were decided by the Alabama court of appeals in a suit to recover for feed delivered. (E. T. Gray & Sons vs. Ralston Purina Co., 136 So. 861.) The first point is that a buyer's failure to pay cash for goods on delivery, as agreed upon, is an actionable wrong. (All the courts seem to agree that the seller may elect to recover possession of the goods by acting promptly.) But that did not prevent the seller from treating the sale as completed, and suing to recover the agreed price. The second point decided is that a page from a loose-leaf ledger is competent evidence of a debtor's indebtedness, where it is proved to be part of the seller's original and permanent record of accounts, and the entries are shown to have been made by an employee whose duty it was to make them in the usual course of business.

Arrival of a cargo of wheat in Buffalo, from the head of the Great Lakes, in wet and damaged condition, gave rise to the case of Pillsbury Flour Mills Co. vs. Becker Steamship Co., 49 Fed. [2d] 618, decided by the United States district court for the western district of New York.

The mill's claim for damages was dismissed for failure to prove that the vessel was unseaworthy when chartered for the voyage or had been negligently inspected. The decision appears to have been influenced by evidence tending to show that the damage occurred in a storm on Lake Erie while wind was blowing 65 to 70 miles an hour.

SOME CORPORATE ASPECTS

How officers of a corporation rendered themselves personally liable on purchases made in a business that had been conducted by the company is shown in an opinion of the Texas court of civil appeals at Amarillo. (Quick vs. Pevehouse, 41 S. W. [2d] 634.)

Plaintiff established his claim that he sold feedstuffs to defendants, who failed to substantiate their contention that they acted on behalf of the corporation. The company was in failing condition when

defendants commenced to operate the business under a new name—Yellow House Mills. The court decided that this constituted defendants partners, and made them liable as such to plaintiff.

And how a corporation became bound by acts of its president in the buying and selling of wheat futures is shown by the decision of the United States circuit court of appeals, tenth circuit, in the case of Lyons Milling Co. vs. Goffe & Carkener, 46 Fed. [2d] 241. The principal points decided by the court were: By authorizing its president to employ a grain broker to buy and sell wheat futures in the president's own name, the milling company gave him general authority to bind it in such dealings. Since the company authorized opening of an account with the broker, paid drafts for margins, and accepted the benefits of trade, and since the purchases never exceeded a 60-day supply of wheat for the mill, approximately, the mill was bound by the transactions. The court said that "155,000 bus of wheat was not an excessive hedge for a flour mill of 500 bbls capacity, and there was nothing about the transactions which would have warned plaintiff [the broker] that McNair was exceeding his authority."

A TRADE-MARK DECISION

Similarity between trade-marks covering competing brands of flour that will justify a conclusion that one legally infringes the other was involved in the case of Federal Mill & Elevator Co. vs. Pillsbury Flour Mills Co., 49 Fed. [2d] 1042, decided by the United States court of customs and patent appeals.

The Pillsbury company applied to register "Lucky Strike" as a trade-mark. The Federal company opposed the application on the ground of its prior registration of the trade-mark "Lucky." The opposition was ordered dismissed by the patent office authorities. But the court of customs and appeals reversed the decision, saying: "There can be no doubt that confusion might result in the minds of purchasers from the use of the trade-marks 'Lucky' and 'Lucky Strike' concurrently."

The Pillsbury company relied upon the fact that the trade-mark, "Lucky Hit," now owned by the Great Northern Flour Mills Co., was registered before the Federal company's mark, "Lucky." It was argued that if "Lucky" did not infringe "Lucky Hit," "Lucky Strike" does not infringe "Lucky." But the court said that weakened, rather than strengthened, the Pillsbury claim, because the argument indicated that "Lucky Strike" invades the field occupied by "Lucky Hit."

(Continued on page 868.)

Michigan Soft Wheat Flour
SUNRAYS
 (REG. U. S. PAT. OFF.)
 Straight and Self-Rising
UNION CITY MILLING CO.
 UNION CITY, MICH.

Capacity 1600 bbls. Mill at Seaboard
QUAKER CITY FLOUR MILLS CO.
 3048 Market St.
QUAKER CITY PHILADELPHIA, PA. **KEYSTONE**
 Soft Winter Short Patent Fancy Pastry

LIBERTY FLOUR
GEORGE URBAN MILLING CO., Buffalo, N. Y.

MOSELEY & MOTLEY MILLING CO.
FLOUR MILLERS
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F. & R.'s
 GENUINE
GLUTEN FLOUR
 Guaranteed to comply in all respects to standard requirements of the U. S. Department of Agriculture
 Manufactured by
 The Farwell & Rhines Co.
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Philadelphia Milling Company
 General Offices: Bourse Building
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FLOUR (Spring Wheat
 Winter Wheat
 and Canadian)
 Cable: "PAMIL," Philadelphia. All Codes.

New Jersey Flour Mills
 CLIFTON, N. J.
Millers of High Grade Flour
 Located only ten miles
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MR. BAKER:
 We will be glad to ship
LUCKY to you
GLUTEN FLOUR in any place
 in the United States
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VOIGT MILLING COMPANY
 GRAND RAPIDS, MICH., U. S. A.
 MANUFACTURERS OF
Soft Wheat Flours
 VOIGT'S ROYAL PATENT
 VOIGT'S GILT EDGE
 VOIGT'S CRESCENT
 VOIGT'S SELF RISING
Spring and Hard Wheat Flours
 MARK TWAIN
 COLUMBIAN
 PEP

Quality Michigan Flour
 Plain and Self-Rising
 Made exclusively from Michigan wheat—we
 grind nothing else. Open for Connections
CHELSEA MILLING CO. - CHELSEA, MICH.

THE A. H. RANDALL MILL Co.
 Millers of Michigan Quality
SOFT WHEAT FLOUR
 New up-to-date mill just completed.
 Open for a few additional connections.
TEKONSHA, MICH.

Atlanta **FULTON** Dallas
 St. Louis **BAG & COTTON** Minneapolis
 Brooklyn **MILLS** New Orleans
 Kansas City, Kan.

Founded 1795

Buckwheat Flour
 Before the steam engine was made,
 Before a railroad track was laid,
 We ground the grain by waterpower.
 And oxcarts hauled our Buckwheat Flour.
 In 1795.
Miner-Hillard Milling Co.
 WILKES-BARRE, PA.

it takes the BEST
 to make the WORCESTER
 SALT

Hanover Star Milling Co.
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 Manufacturers of High Grade
 Soft Winter Wheat Flour

GILSTER MILLING CO.
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 Manufacturers of
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 Manufacturers of Pure High-Grade
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 Brands: Lebanon Hill, **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

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 Manufacturers of
 White and Yellow Corn Products
 Table Grits Cream Meal
 Corn Flour Bakers Dusting Flour
 Ask for Samples and Prices

A FLOUR FOR EVERY TYPE OF CAKE AND PASTRY



COMMERCIAL MILLING CO.
 CLEVELAND DETROIT PITTSBURGH

The Judicial Mill Output for 1931

(Continued from page 867.)

The Pillsbury company also relied upon the Federal company's use of the swastika emblem in connection with the word "Lucky." The court said that that was not a controlling fact, because it would not avoid confusion where the respective brands should be referred to by word of mouth.

Failure of a bank before the proceeds of a draft reached a mill gave rise to the case of Abilene Flour Mills Co. vs. Jackson Lumber Co., 136 So. 808, decided by the Alabama supreme court.

The mill drew on defendant, the draft bearing an indorsement, "for collection only," etc. The draft was sent to the bank in which defendant had an account. Defendant gave the bank a check for the amount. There were ample funds to cover the check, which the bank charged to defendant's account. The draft was marked paid, and surrendered to defendant. The bank closed without remitting the proceeds to the mill.

Under these circumstances, the court decided that the loss resulting fell on the mill, as against defendant. And this was so, even though the draft was not payable for 30 days. The court ruled that the 30-day privilege was one that defendant could waive, as it did, by making earlier payment than was required.

A mill's liability to lawyers whose services have been unsuccessful was thus stated by the Kansas supreme court in the case of Shouse, Doolittle & Morelock vs. Consolidated Flour Mills Co., 294 Pac. 657: "Where a lawyer's services . . . are performed with diligence, skill and probity, the fact that his services turn out to be unsuccessful . . . is no reason why the lawyer should not be paid a reasonable compensation; and if he is employed for a stipulated fee, but his services are terminated before the conclusion of the litigation, he is entitled . . . to just compensation nevertheless. . . . If through negligence or want of reasonable professional skill, or through sheer disregard of his clients' wishes or interests, the attorney's services are of no benefit to his client, or actually to his client's disadvantage, he is not entitled to any compensation and may have to respond in damages to boot."

A decision dealing with a mill's liability for injury caused by a defect in a car furnished by a railway company was rendered by the Missouri supreme court in the case of Allen vs. Larabee Flour Mills Corporation, 40 S. W. [2d] 597.

A terminal railway company moved a car of wheat from a public elevator to defendant's mill in St. Joseph, undertaking to properly cooper the car. Plaintiff, employed by the mill, claims to have been injured while operating a power scoop when it violently came in contact with a box six or eight inches high, which had been nailed over a hole in the floor of the car and was concealed by the unloaded wheat.

The supreme court decided: The railroad owed the mill, and its employees who might be engaged in unloading the car, a duty to provide a car that was reasonably safe. The mill had a right to assume that this car was in such condition, and therefore was not subject to a common law action for damages on account of the accident.

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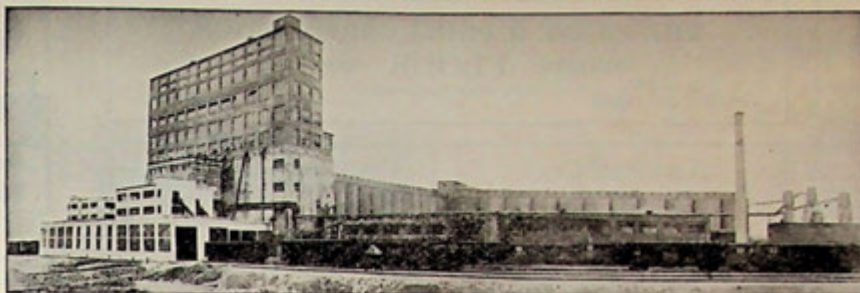
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 Feb. 1-2.—Potomac States Bakers' Association, annual midyear meeting, Lord Baltimore Hotel, Baltimore, Md.; secretary, L. L. Robinson, 232 Woodward Building, Washington, D. C.
 Feb. 3-12.—Retail bakers' week; annual meeting at Hotel Jefferson, St. Louis of the Associated Bakers of America and the Missouri Master Bakers' Association; secretaries, John M. Hartley, 386 North Michigan Avenue, Chicago, and Frank Jungwaller, 2127 South Jefferson Avenue, St. Louis.
 Feb. 16-17.—Indiana Bakers' Association, annual meeting at Claypool Hotel, Indianapolis; C. P. Ehlers, 2238 East Michigan Street, Indianapolis, secretary.
 Feb. 16-17.—North Dakota Bakers' Association, annual conference, Minot; C. E. Ward, secretary, Dolendracil Building, Fargo.
 March 14-17.—American Society of Bakery Engineers, annual meeting at the Edge-water Beach Hotel, Chicago; secretary, Victor E. Marx, 1541 Birchwood Avenue, Chicago.
 March 22-23.—Kansas Bakers' Association, annual meeting at Hotel Jayhawk, Topeka; secretary, J. S. Chaso, P. O. Box 443, Topeka.
 April 7-9.—Oklahoma Bakers' Association, annual meeting at Huckins Hotel, Oklahoma City; secretary, John Wallen, 401 East Fifth Street, Oklahoma City.
 April 19-20.—Associated Bakers of Illinois, annual meeting at Hotel Abraham Lincoln, Springfield; secretary, George Chussler, Jr., 360 North Michigan Avenue, Chicago.
 May 9-11.—Iowa Bakers' Association, annual meeting at Fort Des Moines Hotel, Des Moines; secretary, C. O. Schweickhardt, 1423 South Main Street, Burlington.
 May 10-11.—Associated Bakers of Minnesota, annual meeting at St. Paul Hotel, St. Paul; secretary, J. A. Janovec, 3724 Third Avenue South, Minneapolis.
 May 16-19.—Southern Bakers' Association, annual meeting at White House, Biloxi, Miss.; assistant secretary, Robert P. Catlin, 191 Whitehall Street S. W., Atlanta.

FLOUR BRANDS

The following list of trade-marks, published in the Official Gazette of the United States Patent Office prior to registration, is reported to The Northwestern Miller by Mason, Fenwick & Lawrence, patent and trade-mark lawyers, Washington, D. C. Millers and flour dealers who feel that they would be damaged by the registration of any of these marks are permitted by law to file, within 30 days after publication of the marks, a formal notice of opposition. This journal offers to readers an advance search free of charge on any trade-marks upon which they may desire information. Write direct to us or to Mason, Fenwick & Lawrence.

VEGA WHEAT; Commercial Milling Co., Detroit, Mich; wheat flour. Use claimed since March, 1931.
 WHITE FLEECE; Atlanta (Ga.) Milling Co.; self-rising flour. Use claimed since 1921.
 IDA-DOWN; Colorado Milling & Elevator Co., Denver, Colo; cake flour. Use claimed since Sept. 1, 1931.
 GOLD CERTIFICATE — CERTIFICADO DE ORO; General Mills, Inc., Minneapolis; wheat flour. Use claimed since July 23, 1917.
 FIVE MINUTE and face of clock; Roman Macaroni Co., Inc., Long Island City, N. Y.; spaghetti. Use claimed since January, 1931.
 YEASTIES; Yeasties Products, Inc., Irwin, Pa.; cereal breakfast foods treated with yeast. Use claimed since Sept. 23, 1931.
 WASHBURN CROSBY, GOLD MEDAL; General Mills, Inc., Minneapolis; wheat flour. Use claimed since Jan. 1, 1930.

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Milling Wheat
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Great Western Elevator Co.
 KANSAS CITY, MO.
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A

Acme-Evans Co., Indianapolis, Ind. 573
Acme Flour Mills Co., Oklahoma City,
Okla. 586
Allen & Wheeler Co., Troy, Ohio 559
Allis-Chalmers Manufacturing Co., Mil-
waukee, Wis. 533
American Bakers Mach. Co., St. Louis,
Mo. 870
American Bkery Material Co., Menom-
onia, Wis. 870
American Flour Corporation, New York. 870
American Machine & Foundry Co., New
York, N. Y. 870
Anheuser-Busch, St. Louis, Mo. 861
Annan-Burg Grain & Milling Co., St.
Louis, Mo. 854
Antand & Burk Co., Springfield, Ohio... 569
Arees Co., New York, N. Y. 870
Arnold Milling Co., Sterling, Kansas... 863
Associated Flour Mills Co., Baltimore,
Md. 870
Atkinson Milling Co., Minneapolis... 532
Atlantic Seaboard Flour Mills Co., St.
Delphia, Pa. 860
Aurora Flour Mills Co., Junction City,
Kansas 860
Austin, Coward & Co., Minneapolis... 870

B

Ballantine, P. & Sons, Newark, N. J. 872
Baltic Co., Copenhagen, Denmark 827
Bang, Flemming, Copenhagen, Denmark 827
Barnett & Record Co., Minneapolis... 565
Bartlett-Frazier Co., Chicago, Ill. 868
Bartlett County Flour Mills Co., Great
Bonds, Kansas 855
Baur Flour Mills Co., St. Louis, Mo. 870
Baxter, A. E., Engineering Co., Buffalo,
N. Y. 859
Bay State Milling Co., Winona, Minn... 531
Bemis Bro. Bag Co., Minneapolis, St.
Louis, etc. 876
Bemis Bro. Bag Co., Winnipeg, Man... 827
Bernet, Craft & Kaufman Milling Co.,
St. Louis, Mo. 864
Beych Engraving Co., Minneapolis... 873
Bjornstad, Ashbjorn P., Oslo, Norway... 860
Black Bros. Flour Mills, Beatrice, Neb. ... 864
Blackburn Milling Co., Omaha, Neb. ... 860
Blaine-Mackay-Lee Co., North East, Pa.
Blair Milling Co., Atchison, Kansas... 866
Blake, J. H., New York, N. Y. 870
Bliss Milling Co., Seymour, Ind. 870
Blodgett, Frank H., Inc., Janesville,
Wis. 850
Bogert & Greenbank, New York, N. Y. ... 870
Boonville Mills Co., Boonville, Mo. 870
Bouman, E. W., Rotterdam, Holland
Bowen Flour Mills Co., Independence,
Kansas 866
Bowersock Mills & Power Co., Law-
rence, Kansas 801
Brabender Corporation, Minneapolis,
Minn. 859
Bray, John L., New York, N. Y. 870
Brey & Sharpless, Philadelphia, Pa. ... 870
Broeniman Co., Inc., New York, N. Y. ... 870
Brooks Paper Co., St. Louis, Mo. 870
Brown, A. H., & Bros., Boston, Mass. ... 871
Brown Co., Portland, Maine. 870
Brownold, M. S. Co., New York, N. Y. ... 870
Bruce & Wilson, Glasgow, Scotland... 872
Bruun, Jorgen, Aarhus, Denmark 872
Buckeye Cereal Co., Massillon, Ohio... 859
Buhler Mill & Elevator Co., Buhler,
Kansas 860
Bulsing & Hesenfeld, Amsterdam, Hol-
land 859
Bureau of Engraving, Inc., Minneapolis. 859
Bushnell-Dahlquist Press, Minneapolis. 833
Buttfaant, A. G., London, England. 872
Byrne, Mahony & Co., Dublin, Ireland... 872

C

Camoron, John F., & Co., Aberdeen,
Scotland 820
Canadian Bag Co., Ltd., Montreal, Tor-
onto, Winnipeg 820
Canadian Flour Export Co., Toronto,
Can. 827
Canadian Mill & Elevator Co., El Reno,
Okla. 860
Cannon Valley Milling Co., Minneapolis. 832
Cape County Milling Co., Jackson, Mo. ... 832
Capital Flour Mills, Inc., St. Paul, Minn. 832
Cargill Commission Co., Minneapolis... 808

INDEX of ADVERTISERS

Carson, Robert, & Co., Ltd., Glasgow,
Scotland 872
Carter-Mayhew Mfg. Co., Minneapolis... 850
Cascade Milling & Elevator Co., Cas-
cade, Mont. 858
Centennial Mill Co., Seattle, Wash. 858
Central Bag & Burlap Co., Chicago, Ill.
Central Kansas Milling Co., Lyons, Kan-
sas 864
Challenger, Edgar O., New York, N. Y. ... 870
Chase Bag Co., New York, Chicago, St.
Louis, Kansas City, Buffalo, Cleveland,
Milwaukee, Minneapolis, Memphis, To-
ledo, Goshen, Philadelphia, Dallas,
New Orleans, Chagrin Falls, Ohio... 870
Chatfield & Woods Sack Co., Cincinnati,
Ohio 859
Checkerboard Elevator Co., St. Louis... 868
Chelsea Milling Co., Chelsea, Mich. 867
Chicago & Illinois Midland Railway Co.,
Springfield, Ill. 871
Chicago and North Western Line 871
Chicago, South Shore & South Bend
Railroad, Chicago, Ill. 871
Chickasha Milling Co., Chickasha, Okla. 866
Chinski Trading Corporation, New York,
Kansas 833
Chubb & Son, New York, N. Y. 871
Clare Milling Co., Minneapolis... 832
Cochrane & Black, Glasgow, Scotland... 872
Coleman, David, Inc., New York. 870
Collins Flour Mills, Pandleton, Oregon... 858
Columbus Laboratories, Chicago, Ill. 871
Commander-Larabee Corporation, Min-
neapolis, Minn. 833
Commercial Milling Co., Detroit, Mich. ... 867
Concrete Elevator Co., Minneapolis... 868
Considine, J. C. Co., Indianapolis, Ind. ... 871
Consolidated Flour Mills Co., Wichita,
Kansas 861
Continental Export Co., St. Louis, Mo. ... 868
Copeland & Elliott, Toronto, Can. 824
Copeland Flour Mills, Ltd., Midland, Ont. 826
Corn Products Refining Co., New York... 872
Coventry, Sheppard & Co., London. 872
Cowan, Wm., & Co., Chicago, Ill. 870
Cowing & Roberts, New York, N. Y. ... 870
Craig, R. Hunter, & Co., Ltd., Glasgow,
Scotland 872
Claretor & Law, Glasgow, Scotland... 872
Cream of Wheat Corp., Minneapolis... 871
Crooks Terminal Warehouses, Chicago... 870
Crockett Milling Co., Crookston, Minn. 833
Crown Milling Co., Minneapolis... 833

D

Davey, Edwin, & Sons, Pyrmont, Syd-
ney, N. S. W., Australia 860
Davis, Jacques A., New York. 860
Davis-Noland-Merrill Grain Co., Kansas
City, Mo. 860
Dawson-Davis Co., Boston, Mass. 867
Decatur Milling Co., Decatur, Ill. 867
Denver Alfalfa Milling & Products Co.,
Lamar, Colo., St. Louis, Mo. 870
Deutsch & Slickert Co., Milwaukee, Wis.
Devoto, V. & A., Dublin, Ireland. 872
Diamond Crystal Salt Company (Inc.),
St. Clair, Mich. 870
Dilworth, C. W., Chicago, Ill. 870
Dodge City Flour Mills, Dodge City,
Kansas 800
Domestic & Foreign Commission Co.,
Copenhagen, Denmark 872
Dominion Flour Mills, Ltd., Montreal... 825
Donahue-Stratton Co., Milwaukee, Wis. ... 870
Doughnut Machine Corp., New York... 870
Douglas Chemical & Supply Co., Kansas
City, Mo. 873
Dreyer Commission Co., St. Louis, Mo. ... 870
Duluth-Superior Milling Co., Duluth,
Minn. 832
Duluth Universal Milling Co., Duluth,
Minn. 832
Dunlop Mills, Richmond, Va. 870
Dunlop, Thomas, & Sons, Glasgow, Scot-
land 870

E

Eagle Roller Mill Co., New Ulm, Minn. ... 822
Ebeling, John H., Milling Co., Green
Bay, Wis. 859
Eberle-Albrecht Flour Co., St. Louis, Mo. 861
Eckhart, E. A., Milling Co., Chicago, Ill. 875
Eckhart, John W., & Co., Chicago, Ill. ... 870
Edwards, S. T., & Co., Inc., Chicago... 870

Electric Power Maintenance Co., Minne-
apolis 830
El Reno Mill & Elevator Co., El Reno,
Okla. 866
Enns Milling Co., Inman, Kansas... 866
Ernst & Ernst, Minneapolis... 873
Evans Milling Co., Indianapolis, Ind. 873
Everett, Aughenbaugh & Co., Minneap-
olis 830

F

Fairchild Milling Co., Cleveland, Ohio... 859
Fargo Mill Co., Fargo, N. D. 833
Farquhar Bros., Glasgow, Scotland... 872
Farrel-Birmingham Co., Inc., Ansonia,
Conn. 867
Farwell & Rhines Co., Watertown, N. Y. 867
Feast, C. E., & Co., London, England... 872
Federal Mill, Inc., Lockport, N. Y. 867
Fernando Valley Milling & Supply Co.,
Los Angeles, Cal. 871
Fisher & Fallgatter, Waupaca, Wis. 859
Fisher Flour Milling Co., Seattle, Wash. 858
Fleischmann's Diarrhoe, New York, N. Y.
Fleischmann's Yeast, New York, N. Y. ... 870
Florellus & Ulsteen, Oslo, Norway... 873
Fode, Troels, Copenhagen, Denmark... 821
Ford Garry Fl. M. Co., Ltd., Montreal... 871
Frieder, R. L., New York, N. Y. 870
Fulton Bag & Cotton Mills, Atlanta,
Dallas, New York, New Orleans, St.
Louis, Minneapolis 867
Fuerst, Wm. A., Cincinnati, Ohio. 871

G

Gallatin Valley Milling Co., Belgrade,
Mont. 870
Garland Milling Co., Greensburg, Ind. ... 823
Garham, A., & Co., London, England... 872
Golber's Handelsmaatschappij (N. V.),
Rotterdam, Holland 870
General Baking Co., New York, N. Y. ... 870
General Mills, Inc., Minneapolis Cover 4, 823
Gierhart, Wm., & Co., Glasgow, Scotland 872
Glistler Milling Co., Chester, Ill. 867
Gjertsen, H. H., Oslo, Norway 850
Globe Milling Co., Watertown, Wis. 858
Globe Mills, Los Angeles, Cal. 860
Goetz Flour Mills Co., Newton, Kansas. 860
Goeh Milling & Elevator Co., Lincoln,
Neb. 866
Goodhue Mill Co., Minneapolis... 871
Graham, Don C., Kansas City, Mo. 870
Great Lakes Transit Corp., Buffalo, N. Y.
Great Western Elevator Co., Kansas
City, Mo. 870
Green & Gowlatt, London, England... 870
Gripping & Verkleij, Amsterdam, Hol-
land 873

H

Habel, Armbruster & Larsen Co., Chi-
cago 870
Haffenberg, James, New York. 870
Hafstad, Henrik, Bergen, Norway... 872
Hall Milling Co., St. Louis, Mo. 868
Hallet & Carey Co., Minneapolis... 868
Halstead Milling & Elevator Co., New-
ton, Kansas 860
Ham, Frank B., & Co., Ltd., Toronto,
Ont., Canada 872
Hamilton, Archibald, & Sons, Glasgow,
Scotland 872
Hamilton, Wm., & Co., Glasgow, Scot-
land 872
Hamm, J. M. & C. M., London, England... 867
Hanover Star Mfg. Co., Germantown, Ill. 867
Hardesty Milling Co., Dover, Ohio... 859
Harding, W. T., Inc., New York, N. Y. ... 872
Harris Bros. & Co. (Grain), Ltd., Lon-
don, England 873
Hatenbeer & Verhooff, Rotterdam, Hol-
land 860
Hays City Flour Mills, Hays City, Kan-
sas 860
Hayward & Co., Baltimore, Md. 828
Hecker-Jones-Jewell Mfg. Co., New York 828
Hezel Milling Co., East St. Louis, Ill. ... 867
Hiltunen, W. J., Helsinki, Finland... 870
Hogan Milling Co., Junction City, Kan-
sas 870
Holboll, Torben, Copenhagen, Denmark.
Holland-America Line, New York, Chi-
cago and San Francisco 871

I

Holland Engraving Co., Kansas City... 862
Horan, Hubert J., Philadelphia, Pa. 870
Howard Wheat & Flour Testing Lab-
oratory, Minneapolis 833
Hayland Flour Mills Co., Kansas City,
Mo. 860
Hubbard Milling Co., Mankato, Minn... 830
Hubbard Portable Oven Co., Chicago, Ill.
Hunter Milling Co., Wellington, Kansas. 865
Hurst, Adolph, & Co., Inc., New York,
N. Y. 870

J

Iglsheart Bros., Inc., Evansville, Ind. ... 573
Imbs, J. F., Milling Co., St. Louis, Mo. ... 561
Imperial Flour Mills Co., Wichita, Kan-
sas 896
Inland Milling Co., Des Moines, Iowa... 532
International Mercantile Marine Lines,
New York, N. Y. 571
International Milling Co., Minneapolis... Cover 2
Ismort-Hincke Milling Co., Kansas City. 829

K

Kalamazoo Vegetable Parchment Co.,
Kalamazoo, Mich. 850
Kansas Mill & Elevator Co., Arkansas
City, Kansas 876
Kansas Milling Co., Wichita, Kansas... 805
Kenny-Erickson Co., Omaha, Neb. 870
Kelly Flour Co., Chicago, Ill. 870
Kelly, Wm., Milling Co., Hutchinson,
Kansas 21
Kennedy, John, Toronto, Canada... 866
Keystone Milling Co., Larned, Kansas... 860
Keystone Warehouse Co., Buffalo, N. Y. ... 827
Kilthau, Raymond F., New York, N. Y. ... 870
King, H. H., Flour Mills Co., Minneap-
olis, Minn. 832
King Midas Mill Co., Minneapolis... 831
Kipp-Kelly, Ltd., Winnipeg, Canada... 870
Knighton, Samuel, & Sons, Inc., New
York, N. Y. 870
Koerner, John E., & Co., New Orleans... 870
Kohman, H. A., Pittsburgh, Pa. 870
Kosmack, M., & Co., Glasgow, Scotland. 872
Kruso, Hans, Copenhagen, Denmark... 872

L

La Grange Mills, Red Wing, Minn. 831
Lake of the Woods Milling Co., Ltd.,
Montreal, Que. 824
Lakeside Milling Co., Ltd., Toronto, Can. 826
Lambloy Label & Wrapper Co., Kala-
mazoo, Mich. 871
Lane, J. V., & Co., Inc., New York... 871
Larrows Milling Co., Detroit, Mich. 870
Lawrencburg Roller Mills Co., Law-
rencburg, Ind. 873
Lee, H. D., Flour Mills Co., Salina,
Kansas 820
Le Gue & Belle, Rotterdam, Holland... 872
Leonhard & Johanson, O. Y., Helsinki,
Finland 870
Lewis, Chas. E., & Co., Minneapolis... 864
Lexington Mill & Elevator Co., Lexing-
ton, Neb. 864
Lightburne, R. W., Jr., Kansas City, Mo. 874
Lindsborg (Kansas) Milling & Elev. Co. 861
Lekon & Co., A/S, Oslo, Norway 872
Long, W. E., Co., Chicago, Ill. 870
Lovesbury, Fred J., Co., Columbus, Ohio.
Luchsinger, Jack, Amsterdam, Holland
Luchsinger, Meurs & Co., Amsterdam... 870
Ludwigsen & Schjelderups Eft., Oslo,
Norway 862
Lukens Milling Co., Atchison, Kansas... 863
Lyons & Greenleaf Co., Ligonier, Ind. 873
Lyons Flour Milling Co., Lyons, Kansas. 862
Lysle, J. C., Milling Co., Leavenworth,
Kansas 866

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M

- McConnell & Reid, Ltd., Glasgow..... 572
- McCormick Steamship Co. San Francisco, Cal..... 526
- McKinnon & McDonald, Ltd., Glasgow, Scotland..... 572
- MacRoh Sales & Mfg. Co., Davenport, Iowa..... 572
- Madsen, Otto, Copenhagen, Denmark..... 873
- Madsen, Rud, Copenhagen, Denmark..... 872
- Majestic Milling Co., Aurora, Mo..... 862
- Malt-Diastase Co., New York, N. Y..... 860
- Maney Milling Co., Omaha, Neb..... 860
- Maple Leaf Milling Co., Ltd., Toronto, Ont., Canada..... 872
- Mardorf, Feuch & Co., London, England..... 872
- Marsh & McLennan, Inc., New York..... 872
- Mason, Fenwick & Lawrence, Washington, D. C..... 850
- Mayflower Mills, Fort Wayne, Ind..... 873
- Medill, T. S. & Sons, Ltd., London, England..... 872
- Mennel Milling Co., Toledo, Ohio..... 850
- Mercator, A/S, Oslo, Norway..... 872
- Meus, Pz., P., Amsterdam, Holland..... 864
- Meyer Milling Co., St. Louis, Mo..... 864
- Middleby-Marshall Oven Co., Chicago, Ill..... 863
- Midland Chemical Laboratories, Inc., Dubuque, Iowa..... 833
- Midland Flour Milling Co., Kansas City, Mo..... 831
- Mid-West Laboratories Co., Columbus, Ohio..... 850
- Miller Publishing Co., Minneapolis..... 867
- Miner-Hillard Milling Co., Wilkes-Barre, Pa..... 867
- Minnesota Specialty Co., Minneapolis, Minn..... 871
- Minot Flour Mill Co., Minot, N. D..... 833
- Monarch Elevator Co., Minneapolis..... 868
- Monarch Milling Co., Kansas City, Mo..... 858
- Montana Flour Mills Co., Great Falls, Mont..... 862
- Moore-Lowry Flour Mills Co., Kansas City, Mo..... 808
- Moore-Seaver Grain Co., Kansas City, Mo..... 808
- Morrison, Wm. & Son, Ltd., Glasgow, Scotland..... 872
- Morrissey, John F., & Co., St. Louis, Mo..... 867
- Moseley & Motley Milling Co., Rochester, N. Y..... 867
- Moundridge Milling Co., Moundridge, Kansas..... 864
- Multi Metal Wire Cloth Co., Inc., New York, N. Y..... 871
- Mutual Fire Prevention Bureau, Chicago, Ill..... 871
- Mystic Mills, Sioux City, Iowa..... 533

N

- Nebraska Consolidated Mills Co., Omaha, Neb..... 861
- Neill, Robert, Ltd., Glasgow, Scotland..... 861
- New Century Co., Chicago, Ill..... 865
- New Era Milling Co., Arkansas City, Kansas..... 865
- New Jersey Flour Mills, Clifton, N. J..... 867
- New Richmond Roller Mills Co., New Richmond, Wis..... 865
- Newton Milling & Elevator Co., Newton, Kansas..... 865
- New Ulm Roller Mill Co., New Ulm, Minn..... 873
- Noblesville Milling Co., Noblesville, Ind..... 873
- Norenberg & Belshelm, Oslo, Norway..... 872
- Northern States Power Co., Minneapolis, Minn..... 433
- Northwestern Consolidated Milling Co., Minneapolis..... 832
- Northwestern Elevator & Mill Co., Toledo, Ohio..... 859

- Northwestern Milling Co., Little Falls, Minn..... 833
- Northwestern National Bank, Minneapolis..... 868
- Norton, Willis, Co., Topeka, Kansas..... 805
- Nott, W. S., Co., Minneapolis..... 873
- Novadel - Agano Corporation, Newark, N. J..... Cover 3

O

- Ogilvie Flour Mills Co., Ltd., Montreal, Que..... 826
- Oklahoma City Mill & Elevator Co., Oklahoma City, Okla..... 866
- Oldach, William H., Inc., Philadelphia, Pa..... 870
- Oriental Milling Co., Manitowoc, Wis..... 859
- Orth, Ph., Co., Milwaukee, Wis..... 873
- Osteck & Co., Amsterdam, Holland..... 873

P

- Page, Thomas, Mill Co., North Topeka, Kansas..... 866
- Paget Milling Co., Stevens Point, Wis..... 859
- Papondick, Inc., St. Louis, Mo..... 870
- Parish & Holmbecker, Ltd., Winnipeg, Canada..... 859
- Paul, Paul & Moore, Minneapolis..... 858
- Peacock Mill Co., Freewater, Oregon..... 870
- Pearlstone, H. S., New York, N. Y..... 870
- Peck Bros., Little Rock, Ark..... 872
- Petersen Bros. & Co., Chicago, Ill..... 872
- Petersen, Georg, Oslo, Norway..... 867
- Pfeffer Milling Co., Lebanon, Ill..... 872
- Phelps & Co., Minneapolis..... 867
- Philadelphia Milling Co., Philadelphia, Pa..... 872
- Pillman & Phillips, London, England..... 818
- Pillsbury Flour Mills Co., Minneapolis..... 861
- Plant Flour Mills Co., St. Louis, Mo..... 827
- Postal, Ph. H., Milling Co., Mascoutah, Ill..... 858
- Pratt, R. C., Toronto, Ont..... 858
- Preston-Shaffer Milling Co., Waltham, Wash..... 870
- Prin, Frank R., Corp., New York..... 870
- Procter & Gamble, Cincinnati, Ohio..... 873
- Products Protection Corporation, New York, N. Y..... 873
- Provident Chemical Works, St. Louis..... 873

Q

- Quaker City Flour Mills Co., Philadelphia, Pa..... 867
- Quaker Oats Co., Chicago, Ill..... 867

R

- Radial Warehouse Co., Kansas City, Mo..... 867
- Randall, A. H., Mill Co., Tekonsha, Mich..... 867
- Rea-Patterson Milling Co., Coffeyville, Kansas..... 867
- Red River Milling Co., Fergus Falls, Minn..... 833
- Red Star Milling Co., Wichita, Kansas..... 817
- Red Star Yeast and Products Co., Milwaukee, Wis..... 832
- Richardson, James, & Sons, Ltd., Winnipeg, Man..... 859
- Richmond Mfg. Co., Lockport, N. Y..... 859
- Riegel Paper Corporation, New York, N. Y..... 859
- Riverside Code..... 827
- Robin Hood Mills, Ltd., Moose Jaw, Sask..... 863
- Robinson Milling Co., Salina, Kansas..... 860
- Rodney Milling Co., Kansas City, Mo..... 860
- Rogers, William, New York, N. Y..... 870

- Rosenbaum Grain Corp., Chicago, Ill..... 868
- Ross Milling Co., Ottawa, Kansas..... 864
- Ruoff, A., & Co., Rotterdam, Holland..... 872
- Russell, D. T. & Baird, Ltd., Glasgow, Scotland..... 872
- Russell-Miller Milling Co., Minneapolis..... 872

S

- St. Lawrence Flour Mills Co., Ltd., Montreal, Que..... 858
- St. Paul Milling Co., St. Paul, Minn..... 830
- Sanda, Taylor & Wood Co., New York, N. Y., and Boston, Mass..... 862
- Sauer, N., Milling Co., Cherryvale, Kansas..... 866
- Saxony Mills, St. Louis, Mo..... 871
- Scandinavian-American Line, New York..... 866
- Schmidt, H. P., Milling Co., Inc., Oshkosh, Wis..... 860
- Scott County Milling Co., Sikeston, Mo..... 865
- Security Flour Mills Co., Abilene, Kansas..... 872
- Serfaty, Viuda De E., Gibraltar..... 857
- Shaffer, J. C., Grain Co., St. Louis, Mo..... 872
- Shaw, Pollock & Co., Ltd., Belfast, Ireland..... 872
- Shellbarger Mill & Elevator Co., Salina, Kansas..... 862
- Sheridan Flouring Mills, Inc., Sheridan, Wyo..... 858
- Shevlove, J. J., Newark, N. J..... 870
- Short, J. R., Milling Co., Chicago, Ill..... 870
- Stebel Institute of Technology, Chicago, Ill..... 872
- Siggerud, Thor, Oslo, Norway..... 871
- Silbert, David F., & Co., Inc., Boston, Mass..... 871
- Simons - Shields - Lonsdale Grain Co., Kansas City, Mo..... 869
- Sims Milling Co., Frankfort, Ind..... 873
- Skandinavisk Mel-Import, Copenhagen, Denmark..... 873
- Smith, J. Allen, & Co., Inc., Knoxville, Tenn..... 872
- Smith, Philatus, New York, N. Y..... 872
- Smith, Sidney, London, England..... 872
- Smyth, Ross T., & Co., Ltd., London, England..... 872
- Société D'Avances Commerciales, Alexandria, Egypt..... 872
- Southwestern Milling Co., Inc., Kansas City, Mo..... 872
- Sparks, Clark H., New York, N. Y..... 827
- Spillers, Ltd., Calgary, Alta..... 827
- Spillers, Limited, The No. 1 Milling Group Export Co. Branch, London, England..... 872
- Spindler, L. G., New York, N. Y..... 858
- Spokane Flour Mills, Spokane, Wash..... 831
- Springfield Milling Co., Springfield, Minn..... 864
- Stanard Tilton Milling Co., St. Louis..... 872
- Stannard, Collins & Co., London, Eng..... 833
- State Mill & Elevator, Grand Forks, N. D..... 833
- Stevens Brokers Co., Detroit, Mich..... 833
- Stickell, Clarence M., Hagerstown, Md..... 872
- Stokes Milling Co., Watertown, S. D..... 872
- Stolp & Co., Ltd., Trading Co., Amsterdam, Hamburg..... 871
- Stott, David, Flour Mills, Detroit, Mich..... 870
- Strisik, S. R., Co., New York..... 862
- Stuhr-Beid Co., Minneapolis..... 862
- Swift & Co., Chicago..... 827

T

- Tanner-Gross, W. P., & Co., Inc., New York, N. Y..... 870
- Taylor, Andrew, & Co. (Glasgow), Ltd., Glasgow, Scotland..... 872
- Tennant & Hoyt Co., Lake City, Minn..... 833
- Thomas, A. Vaughan, London, England..... 862
- Topeka Flour Mills Corporation, Topeka, Kansas..... 862
- Toronto Elevators, Ltd., Toronto, Ont..... 827
- Treleven, W. E., Lucknow, Ont., Can..... 867

U

- Uhlmann Grain Co., Kansas City, Mo., and Chicago, Ill..... 868
- Union City Milling Co., Union City, Mich..... 867
- United Grain Growers, Ltd., Winnipeg, Man., Canada..... 824
- Urban, George, Milling Co., Buffalo..... 867

V

- Valtameri Osakeyhtiö, Helsingfors, Finland..... 827
- Vancouver Milling & Grain Co., Ltd., Vancouver, B. C..... 827
- Van Den Bergh, Gebroeders, Rotterdam, Holland..... 868
- Van Dusen Harrington Co., Minneapolis and Duluth, Minn..... 871
- Van Evera, Reynler, Co., Kansas City, Mo..... 871
- Vannatter & Co., Ltd., Toronto, Canada..... 871
- Victor Chemical Works, Chicago, Ill..... 861
- Vis, P. C., & Co., Amsterdam, Holland..... 861
- Voigt Milling Co., Grand Rapids, Mich..... 861
- Vreeswijk, Gebroeders, Utrecht, Holland..... 867

W

- Wabasha Roller Mill Co., Wabasha, Minn..... 830
- Wallace & Tiernan Co., Inc., Newark, N. J..... Cover 3
- Wall-Rogatsky Milling Co., McPherson, Kansas..... 861
- Walnut Creek Milling Co., Great Bend, Kansas..... 860
- Walter Milling Co., Inc., Buffalo, N. Y..... 859
- Warwick Co., Massillon, Ohio..... 858
- Wasco Warehouse Milling Co., The Dalles, Oregon..... 872
- Watson & Phillip, Ltd., Leith, Scotland..... 813
- Wells Flour Mills, Minneapolis..... 824
- Western Assurance Co., Toronto, Ont..... 825
- Western Canada Flour Mills Co., Ltd., Toronto, Ont..... 830
- Western Flour Mills, Davenport, Iowa..... 859
- Western Milling Co., Pendleton, Oregon, and Salt Lake City, Utah..... 866
- Western Star Mill Co., Salina, Kansas..... 808
- Western Terminal Elevator Co., Hutchinson, Kansas..... 825
- Weyauwega Milling Co., Weyauwega, Wis..... 870
- White, Harry E., Co., New York, N. Y..... 864
- Whitewater Flour Mills Co., Whitewater, Kansas..... 863
- Wichita Flour Mills Co., Wichita, Kansas..... 859
- Williams Bros. Co., Kent, Ohio..... 873
- Williams, Cohen E., & Son, Nashville, Tenn..... 872
- Wilson & Dunlop, Leith, Scotland..... 842
- Wilson Flour Mills, Wilson, Kansas..... 827
- Wilson, James, & Sons, Fergus, Ont..... 871
- Wisconsin Milling Co., Menomonie, Wis..... 871
- Wise, F. W., & Co., Boston, Mass..... 873
- Witsenburg, M. J., Amsterdam, Holland..... 873
- Witsenburg, M., New York, N. Y..... 868
- Wolcott & Lincoln, Inc., Kansas City, Mo..... 827
- Wolf Co., Chambersburg, Pa..... 865
- Wolf Milling Co., Ellinwood, Kansas..... 873
- Wolff, Maurits, Rotterdam, Holland..... 827
- Wolverton Flour Mills Co., Ltd., St. Marys, Ont..... 872
- Wood, W. P., & Co., London, England..... 824
- Woods Mfg. Co., Ltd., Montreal, Que..... 868
- Woodworth, E. S., & Co., Minneapolis..... 867
- Worcester Salt Co., New York, N. Y..... 867



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