

# THE AMERICAN

## ELEVATOR AND

# GRAIN TRADE



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VOL. XLII

431 South Dearborn Street, Chicago, Ill., October 15, 1923

NO. 4

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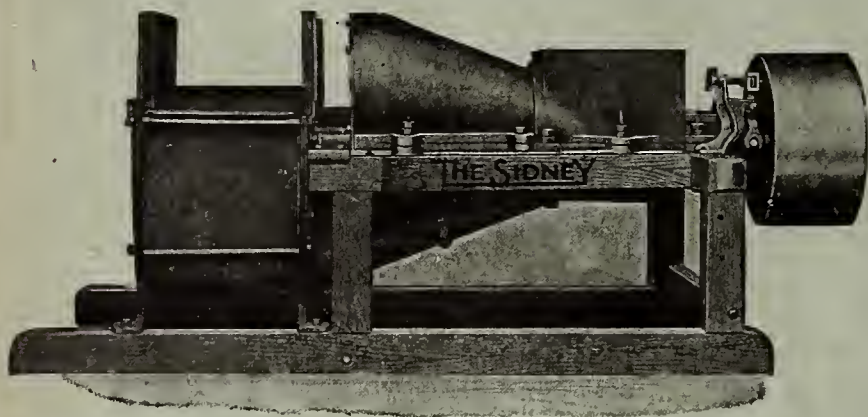
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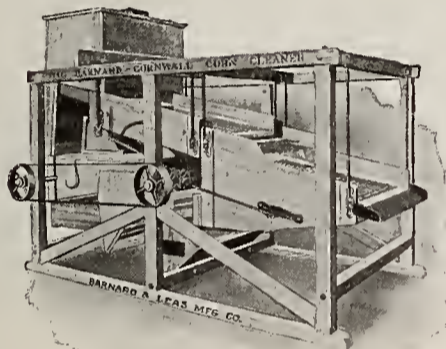


Victor Corn Sheller

## Victor Corn Sheller

The Victor Corn Sheller is the STANDARD sheller of the world. It is made to shell only, and is particularly adapted to elevators and feed mills where it is desired to shell corn in the basement, and separate and clean it in the upper part of the house. It is made in seven sizes, ranging in capacities from 60 to 1,500 bushels per hour.

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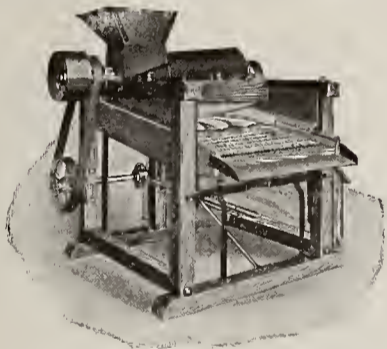


Barnard-Cornwall Corn Cleaner

## Barnard-Cornwall Corn Cleaner

The Barnard-Cornwall Corn Cleaner—equipped with our Patent Finger Sieve is the most practical sieve corn cleaner on the market. It removes, without clogging, all cob ends, pieces of cob, chaff, silks, husks, shrunken grains and light, broken pieces of corn, leaving the corn absolutely clean. It is made in six sizes—ranging in capacities of 175 to 2,000 bushels per hour. The machine is dustless, light running and durable, saves the screenings for feed and cleans the corn thoroughly in one operation.

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Little Victor Combined Corn Sheller and Cleaner

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### Movement of Grain and Hay During the Year 1922

	Receipts	Shipments
Corn . . . . .	21,274,000 bushels	13,588,800 bushels
Oats . . . . .	9,893,000 bushels	7,659,000 bushels
Wheat . . . . .	3,301,600 bushels	1,538,500 bushels
Rye . . . . .	703,200 bushels	368,000 bushels

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<p><b>The Bingham Grain Company</b> Receivers and Shippers of G R A I N</p>	<p><b>HART-MAIBUCHER CO.</b> GRAIN COMMISSION and SALES TO ARRIVE SERVICE - EFFICIENCY - COURTESY</p>	<p><b>C. D. Menzie Grain and Brokerage Co.</b> SALES MADE TO ARRIVE</p>

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| Trippers         | Grain Driers    |
| Bucket Elevators | Truck Dumps     |
| Elevator Buckets | Wagon Dumps     |
| Elevator Boots   | Track Hoppers   |
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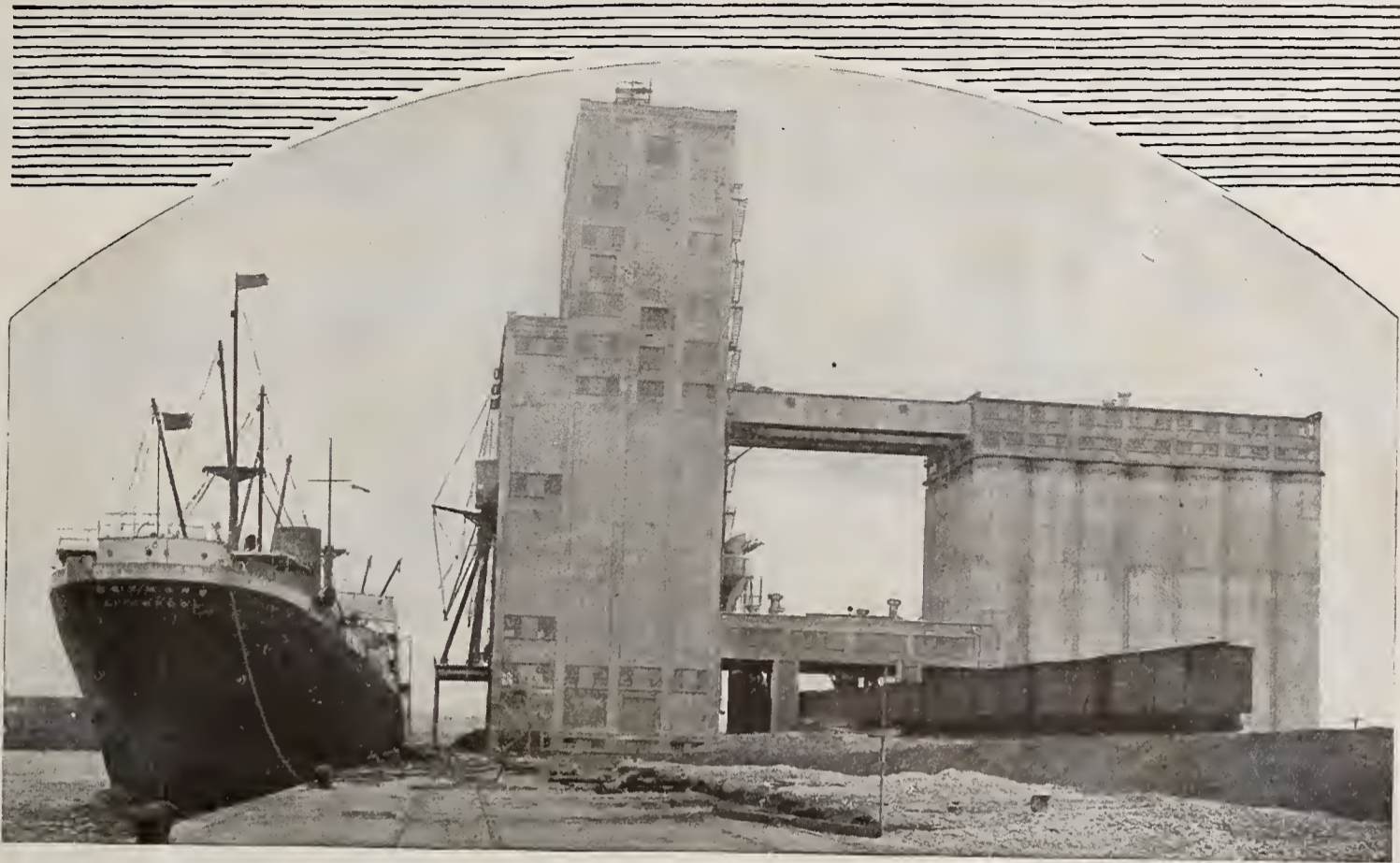
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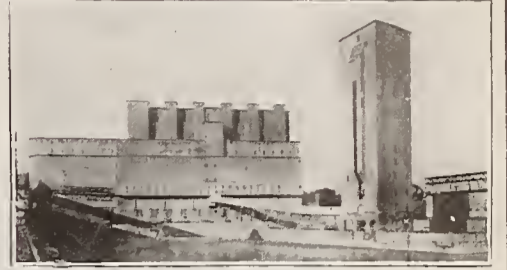
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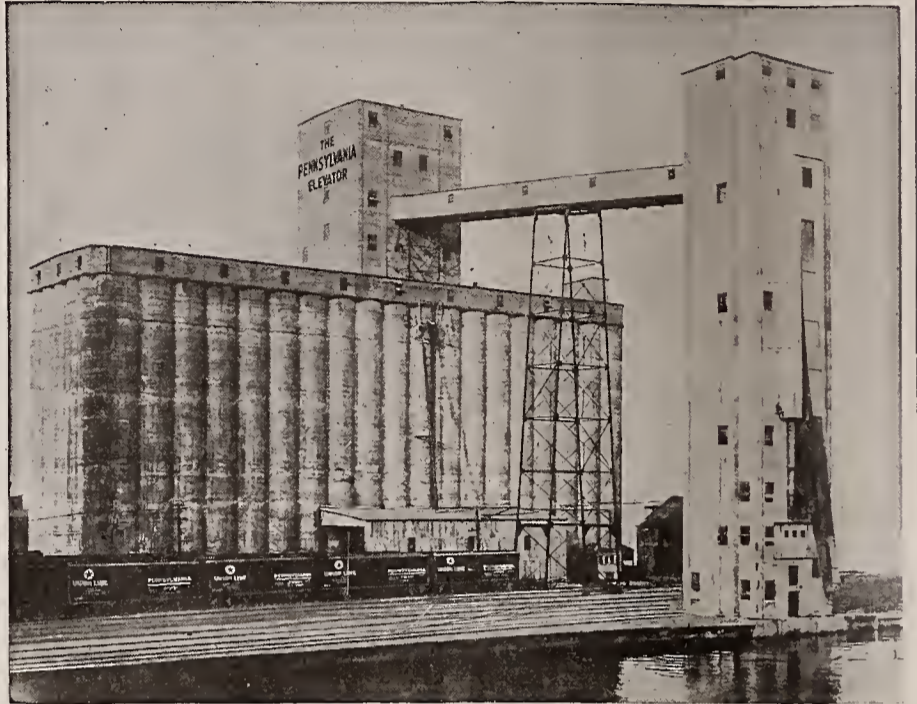
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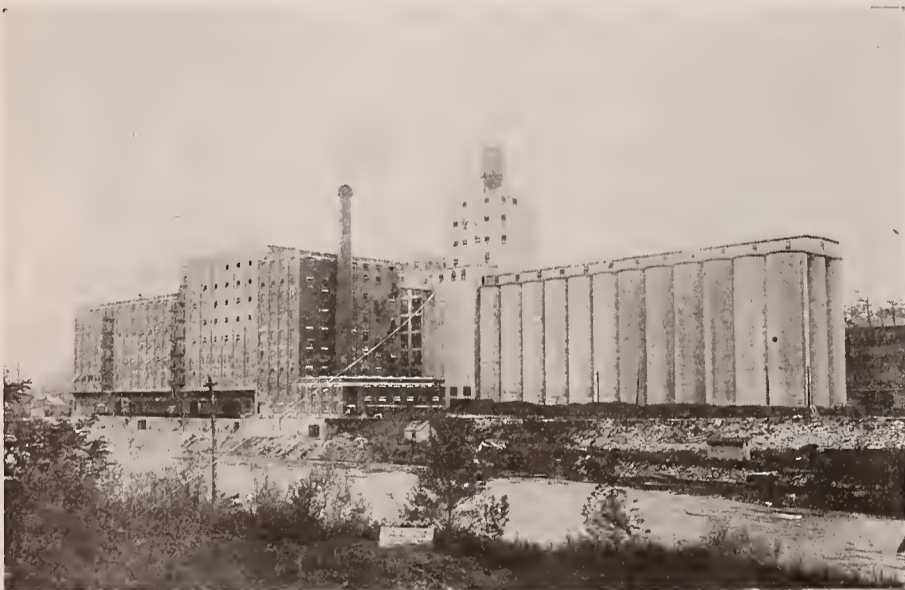
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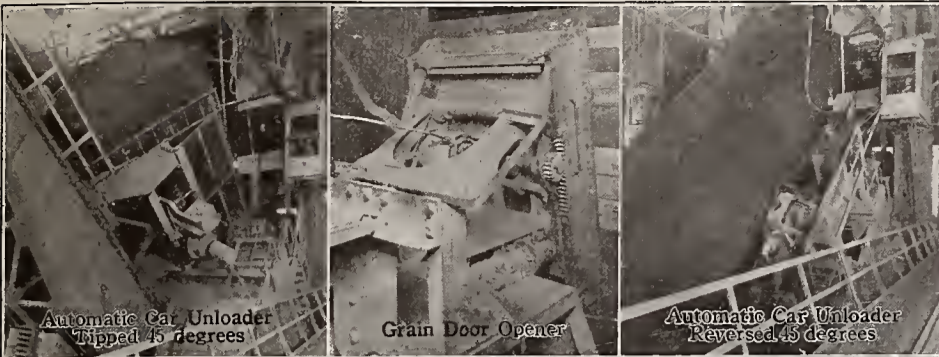
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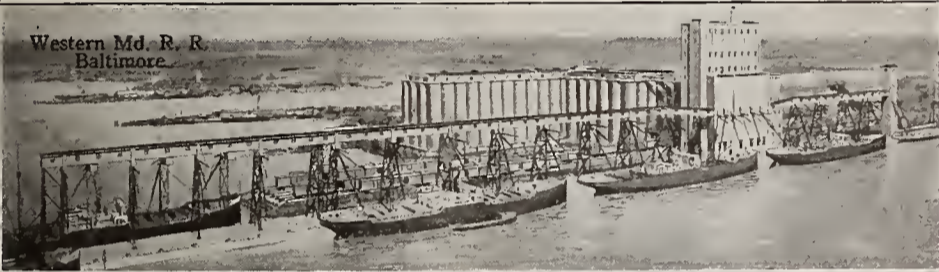
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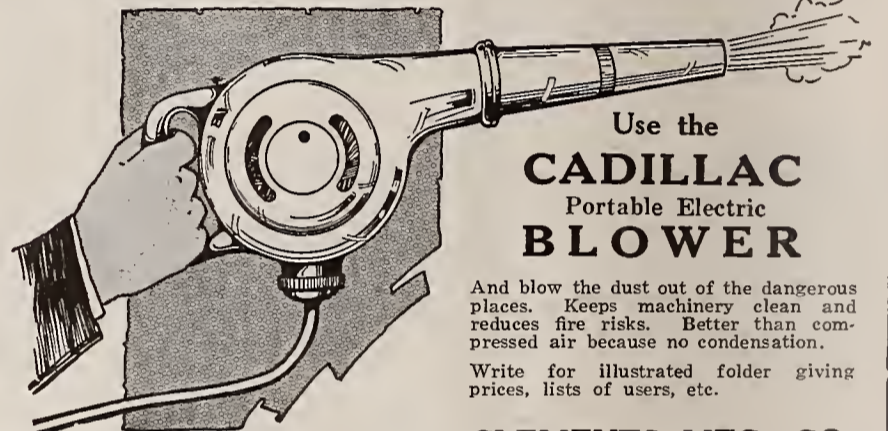
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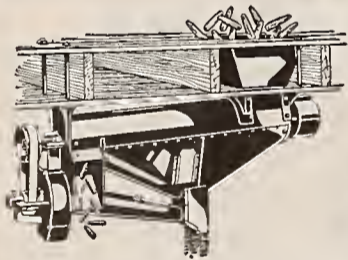
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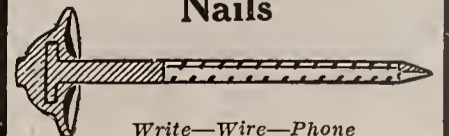
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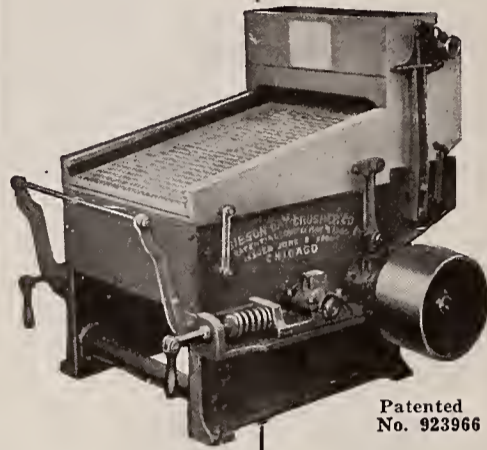
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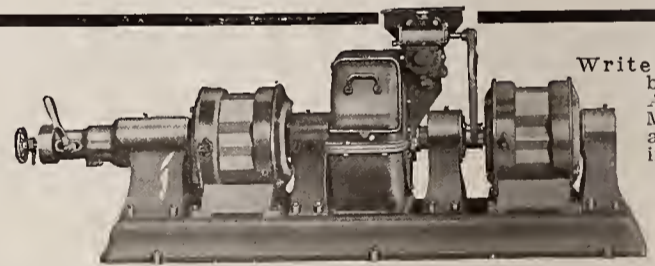
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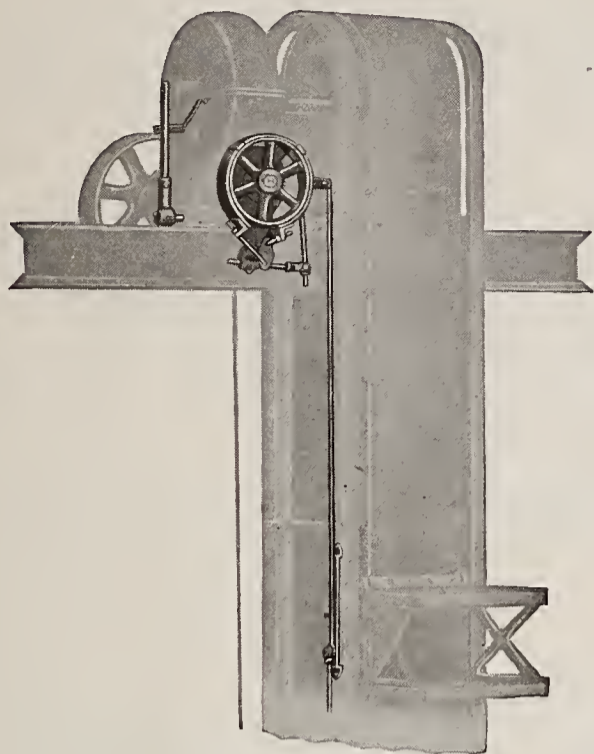


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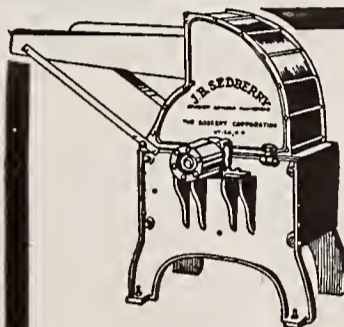
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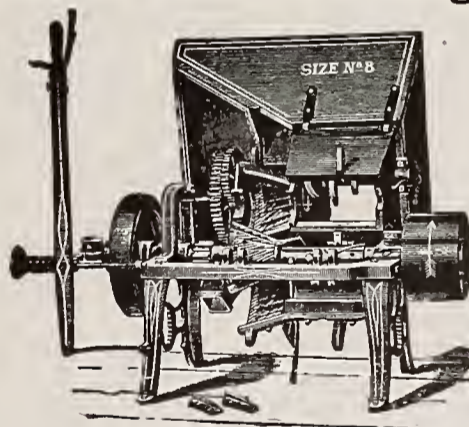
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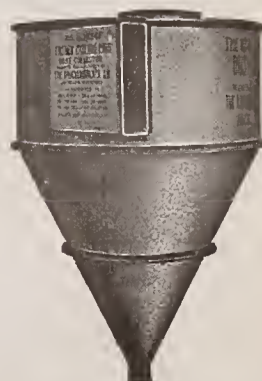
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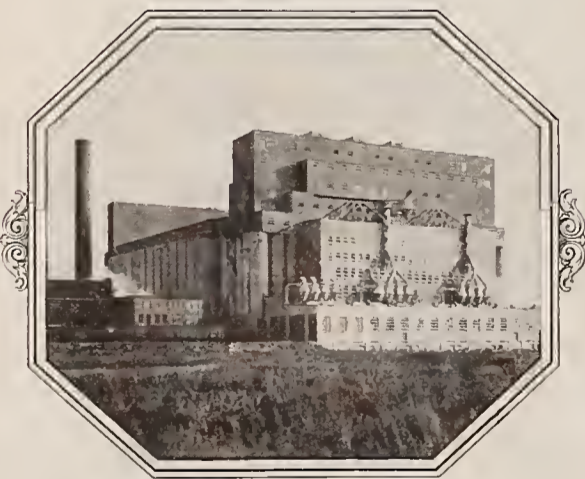
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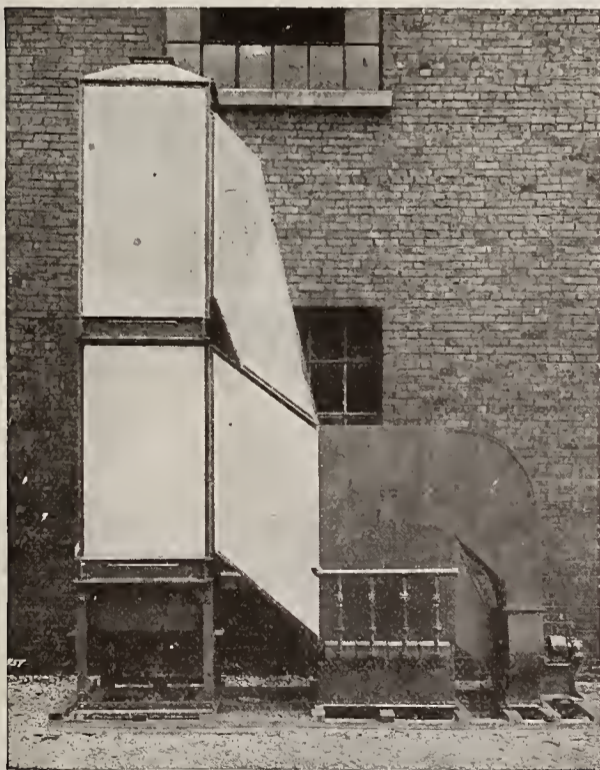
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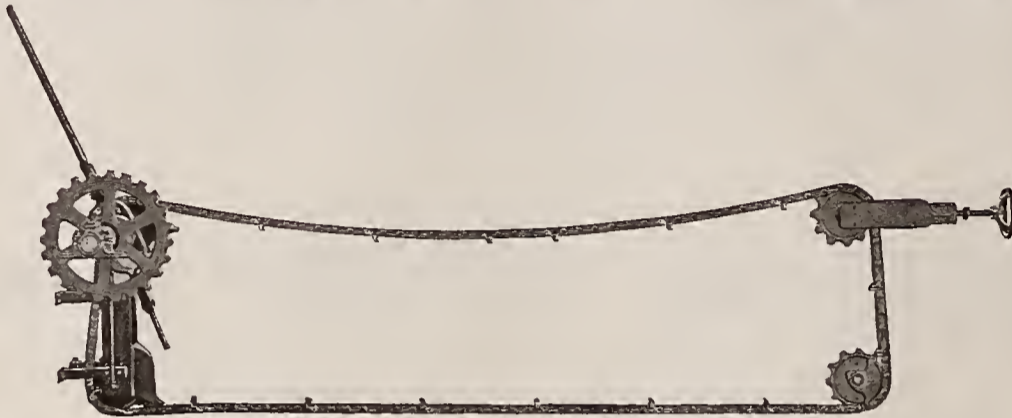
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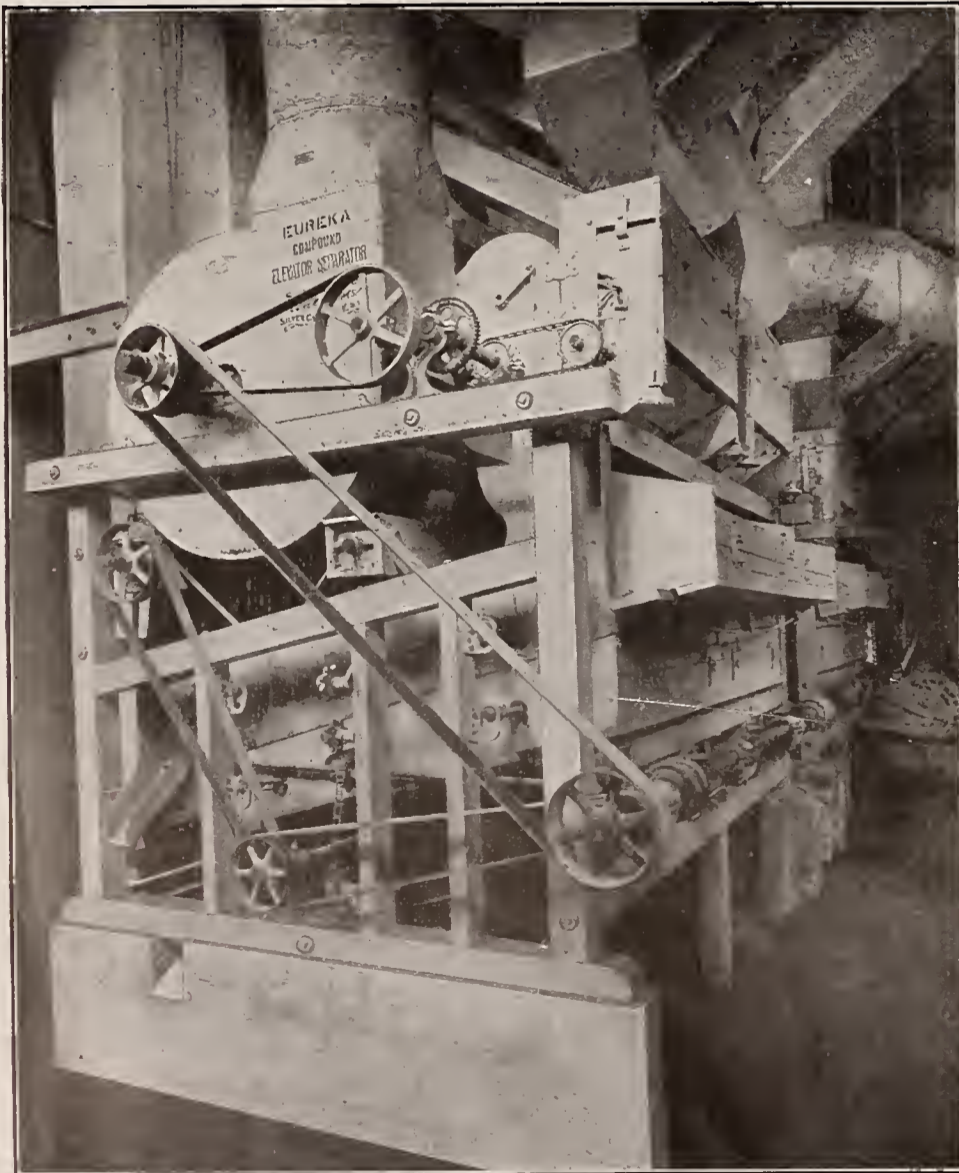
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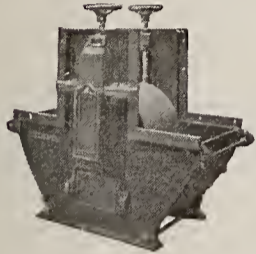
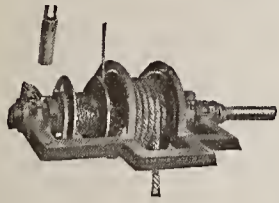
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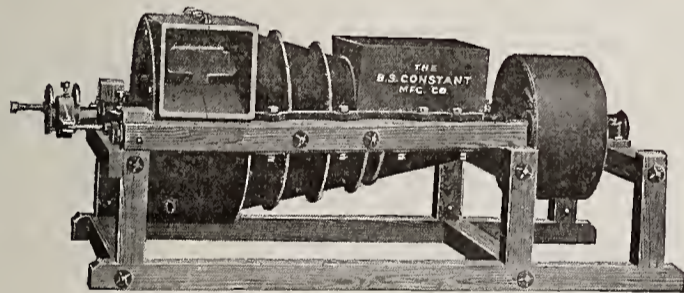
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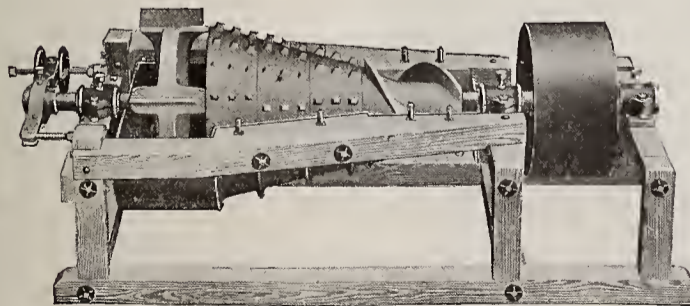
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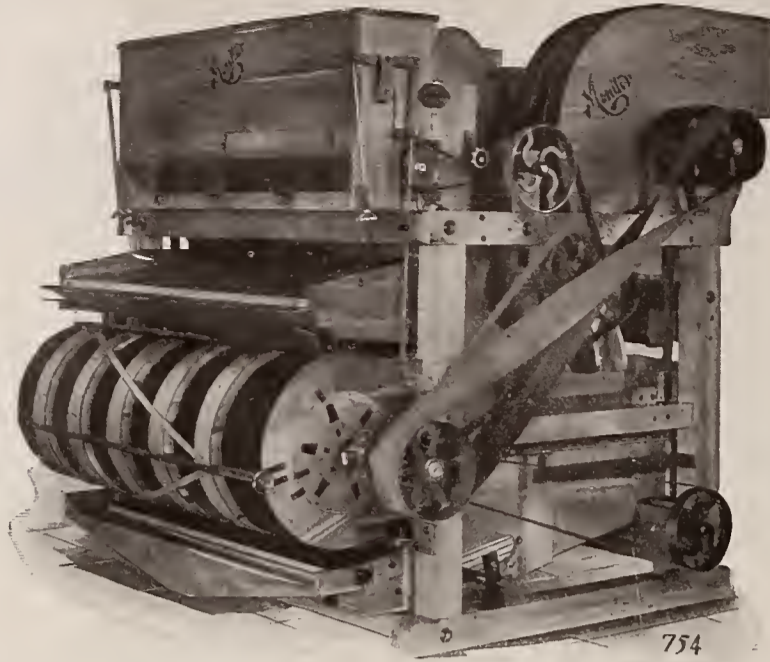
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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



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Established in 1882.

VOL. XLII

CHICAGO, ILLINOIS, OCTOBER 15, 1923

NO. 4

## A Double Purpose Colorado Elevator

New Yuma Plant of the Colorado Mill & Elevator Company, Serves the Parent Company by Collecting and Separating Choice Milling Grain and Does a Shipping Business on Its Own Account

THE Centennial State has achieved fame along many lines since it was admitted to the union in 1876. The gold rush to Cripple Creek brought swarms of adventurers and paved the way for the permanent settlements and the growth which has since taken place. There is a spectacular and stirring quality about gold. It always has the call on the first page of every newspaper, and it has been the instrument by which mankind has been spurred on to new discovery and far-flung conquest. The early explorers of this country came in the quest of gold, and though they rarely found it, they brought a new world into the family of nations. California was the El Dorado of '49, but the placer mines of the entire state in their palmyest days never yielded as much gold as the orange groves do today in a single season. Alaska caught and held the public imagination for years, but there was far more wealth in the streams than there was on the banks. Red salmon have fattened more bank accounts than red gold. And so with Colorado. The mines have yielded in importance to the products of agriculture; waving fields of golden grain are today the stable foundation of the state's prosperity.

It took a long time for Colorado to take an important place among the grain producing states and only within a few years has the world at large been made aware that Rockyford melons and potatoes were not the only things the state could raise. Within the state farmers, grain dealers, seedsmen and millers have known that the melting snows of spring and the bright sunshine of summer made an ideal combination for the development of every sort of grain, and there were foresighted men who made their plans to develop and utilize earth's bounty to the fullest.

It was then that the Colorado Mill & Elevator Company was formed, with headquarters in Denver. A small mill was sufficient at first to grind all the wheat into flour for which there was demand, but with every added year new facilities were necessary to handle the growing business of the firm

and mills sprung up or were absorbed from other companies and a line of elevators was established in all directions to gather the wheat at the source for the use of the company's mills.

Unless a new one has been started within the last few weeks, which is possible, the elevator at Yuma, Colo., is the latest plant of that kind built by the Colorado Mill & Elevator Company. It is, we believe, the forty-third elevator in the com-

pany's line of houses that reach into Kansas on the east, into Wyoming on the north and to Utah on the west. With a storage capacity of 60,000 bushels the Yuma elevator represents a type of building which experience has shown to be the most efficient, safe and durable and with a line of equipment which takes care of every need of the plant.

peaks which give us some of the finest scenery in the country. But Yuma is not noted for its scenery. The western plains, valuable as they have proved to be for rancher and farmer, have never taken beauty prizes. The grain is there, however, and the Yuma elevator can take care of it.

The plant is 38 by 32 feet on the ground plan and rises 100 feet above the base of rail. It was built by the Burrell Engineering & Construction

Company of Chicago, and conforms to the best ideas which have evolved the country elevator from the frame shack of 50 years ago to the modern plant of today. The elevator was built to serve the local countryside and also to act in the capacity of a transfer house for the milling company. It is equipped, therefore, with a 15-ton truck scale and an automatic truck dump, and also a receiving pit for carload grain, the hopper of the pit discharging to a 9-inch screw conveyor which carries the grain to the receiving leg. The receiving capacity by rail is 1,500 bushels per hour, and the shipping capacity is the same.

There are 10 storage bins with a total capacity of 60,000 bushels. The grain is distributed to all bins through a Hall Distributor and all bins empty to the boot of the shipping leg. The power is electric and a belt drive takes the power from the motor to the head shaft of the legs.

Adjoining the elevator there is an office 28 by 12 feet in size, located to give convenient access to the driveway and the working floor. A 32 by 46-foot

warehouse also comprises a part of the plant. This warehouse serves as a storage house for the feed, flour, seed, etc., which the elevator handles and which makes up a considerable part of the business of the house.

Early in its career the Colorado Mill & Elevator Company learned the importance of service. This, in the prairie towns means something more than having receiving facilities where the farmers can get rid of their grain. The large ranches of the West usually have a considerable number of people



YUMA PLANT OF THE COLORADO MILL & ELEVATOR COMPANY

pany's line of houses that reach into Kansas on the east, into Wyoming on the north and to Utah on the west. With a storage capacity of 60,000 bushels the Yuma elevator represents a type of building which experience has shown to be the most efficient, safe and durable and with a line of equipment which takes care of every need of the plant.

Yuma is in the northeastern part of Colorado, the width of one county separating it from the Nebraska boundary. It is in the great plains area, before those plains begin their lift to the snowy

to feed and care for and require a great many supplies which can most conveniently be obtained when grain is delivered. There are few farmers' wagons coming to the house that go away empty. A long study of requirements has enabled the company to know what is most needed and the best way in which to supply it, and the elevators serve as distributing depots for the finished products of the company as well as collectors of their raw material.

Naturally a great deal of grain is shipped into commercial channels. Only the best of the wheat offered at the 40-odd plants of the company is retained for use in the mills. The elevators separate the good from the poorer wheat, retaining only that which will mill to the best advantage and shipping the rest to the Kansas City or Omaha market where it is used by less discriminating mills or for export. To do this efficiently requires the services of experienced grain men who are expert in their judgment of quality, and in this respect the company has been fortunate for its elevators have served their purpose well and the mills have always an abundance of high grade wheat to grind.

The elevator at Yuma could serve as a model as it is one of the finest types of country houses and the builders who planned it and the company which operates it are fortunate in the house and the service which it performs.

## PRICE REGULATION

BY TRAVELER

Business today, in any line, is just one continual battle. That much is accepted and acknowledged by every business man who has been in the game for any length of time. But in every kind of warfare, certain rules are observed, and the contending parties generally hesitate before stooping to measures that are classified as being outside of the game.

In the grain business, however, it would appear that in late years all the old rules seem to have been forgotten, and every man is out for himself, and in his eagerness to win by fair means or foul, his judgment has become sadly warped.

The margin of profit on which grain is bought at country points is an instance of this condition. In many sections country dealers are handling wheat on a margin, which not only will leave them no profit, but actually will result in a considerable loss, unless an advance in the market helps them out.

Several things have operated to bring about this condition. When the co-operative movement was at its height, elevators were erected at points where there was absolutely no need of them. Perhaps another elevator, already at the same point, was well able to take care of all the business that could come there. Splitting the business meant that both could not make a living. One or the other would have to be eliminated. Naturally, the first one there, if able, would start to freeze the other out. As the quickest way would be the most merciful, the best plan would be to put prices to a point where there would be no profit left,—and, possibly, a loss.

That is what is being done at a great many points today, and it might, perhaps, be all right if it stopped there, but unfortunately a fight of this kind spreads to all surrounding elevators, and one after the other rushes headlong into the battle, with the result that all of them will wind up with a loss at the end of the year.

That's one reason for present price conditions. Now, here's another, and again the co-operatives are largely responsible for it. Before the co-operative elevator the country dealer had little to sell to the farmer. His business was simply buying the farmers' grain and selling it to terminal points. Today, the chief revenue of many elevators is derived from the merchandise sold to the farmer. As a result, certain elevator men have reached a point where they are satisfied to just "break even" on the grain they buy from the farmer, figuring that the increased patronage will

enable them to make a nice profit out of the goods they'll be able to sell to him.

This latter plan is demoralizing the elevator business and is not helping the farmer, as he usually pays enough more for the goods he buys from such dealers to even up the extra price he receives for his grain. Besides, an elevator man should be entitled to a reasonable profit on the grain he handles,—and he should get it.

At the present time, wheat cannot be handled through a country elevator for much less than six or seven cents a bushel and leave the elevator man anything like a decent profit. It would seem that the only suggestion to be made for curbing these outlaws, is for the elevator men in the surrounding territory to band themselves together and deliberately overbid and undersell the offender, until he promises to be good. In other words, give him a taste of his own medicine,—but do it in an orderly and well-directed manner.

## MARKETING BODIES COMBINE

October has witnessed great activity in co-operative and grain pooling circles. Under date of October 4 the Minnesota Farm Bureau Federation announced that the U. S. Grain Growers Sales Company of Minneapolis and the American Wheat Growers, Associated, had consolidated.

The American Wheat Growers, Associated, is the



FRANK O. LOWDEN

national marketing agency for nine state wheat growers' associations. It has memberships on the Boards of Trade of Minneapolis and Duluth.

The United States Grain Growers' Sales Company was established by the farm bureau associations of Minnesota and Iowa to care for the grain contracted by farmers of the United States Grain Growers, Inc., and maintains a membership on the Minneapolis Chamber of Commerce. This combination, it is presumed, will be active in the marketing of this year's crops.

On October 8, the various bodies interested in co-operative wheat marketing met in Chicago and effected a further combination into a national marketing association of which former Governor Frank O. Lowden of Illinois is the head. The association does not plan to handle the present crop, but will devote itself until the 1924 harvest in signing up and organizing the surplus wheat growers of the country. The work of the organization will be chiefly in the hands of an Executive Committee composed of Frank O. Lowden, chairman; Robert W. Bingham, editor of the Louisville *Courier Journal* and organizer of the tobacco growers co-operative association; Carl Williams, editor of the *Oklahoma Farmer-Stockman* and president of the American Cotton Growing Exchange; George C. Jewett, president of the American Wheat Growers Associated; Arthur Capper, United States Senator from Kansas; W. C. Settle, president of the Indiana Farm Bureau Federation; Dan Wallace, Minneapolis, edi-

tor of *The Farmer* and active in commodity co-operative organizations.

The organization of this co-operative marketing association will be modeled along the lines of the similar organizations handling the marketing of cotton and tobacco. Its activities will be devoted solely to wheat, the principle being that the entire explanation for the low price of this commodity in the domestic and world markets is the fact that the entire crop is dumped on the market as soon as it is harvested and causes price demoralization.

The organization will endeavor to enlist particularly the wheat growers in Kansas, Oklahoma, North and South Dakota, Minnesota, Iowa, Indiana, Illinois and Nebraska where the major portion of the American crop is produced, and will not commence functioning until at least 50 per cent of the wheat produced in those states is represented through membership—an end which the organizers of the movement are confident can be achieved in a very short time and without difficulty. The organization expense will be paid through a membership fee of probably \$10, to be asked from each farmer joining, which will be the only payment he will be required to make at any time. The association will be conducted on a strictly cost basis, none of the members of the committee, not even Mr. Lowden, to receive any salary.

The Executive Committee will have full power to transact the business of the association and will be supplemented by the General Committee, which in addition to the personnel given above, will include: Professor P. G. Holden, agricultural adviser of the International Harvester Corporation; Walter P. Chappell, Chanute, Kan., a leader in the Farmers' Union; Walter Peteet, of the American Farm Bureau Federation; B. M. Baruch, formerly president of the War Industries Board; Aaron Shapiro, general counsel, who holds a similar position in various other co-operative associations; Clifford Gregory, *The Prairie Farmer*; George Duis, president, North Dakota Wheat Growers Association.

It will be the endeavor of these committees to organize the wheat marketing association on strictly state lines. Each state will be a unit in the national organization, and all activities will be national in scope. There will be no connection with any local co-operative scheme or with any existing society or association, such as the National Wheat Council formed in Chicago a few months ago, the farm bureau federations or the wheat growers associations.

Herman Steen, associate editor of *The Prairie Farmer*, has been appointed temporary secretary.

In this connection it may or may not be significant that Eugene Meyer and his confreres of the War Finance Corporation conferred last week in New York with representatives of the grain trade, including Julius Barnes, former head of the United States Grain Corporation, and George E. Marcy and J. Ogden Armour of the Armour Grain Company.

Following the Chicago conference, the *Journal of Commerce* interviewed leading grain dealers and bankers regarding the plan. Joseph P. Griffin, former president of the Board of Trade, made a pertinent comment by suggesting that the conference at which the association was given birth would at least not have been less successful "if it had called into counsel those qualified by experience to intelligently discuss the handling and milling of wheat."

Several bankers expressed themselves as being able to see no greater prospects of success in this plan than in the many which have preceded it. The summing up of both sides of the question leaves us cold to the proposition.

In the first place the co-operative marketing leaders harbor no delusion that they can raise the price of wheat, but they can increase, they argue, the average farmer's return on his crop and that is what they will sell the farmer on. They will give the farmer the average price of wheat. For example: Farmer A receives 98 cents a bushel for his wheat because he dumped it as soon as it was harvested and when most other producers were doing the same, which caused a glut. Farmer B was

slightly better situated financially and held his grain until the temporary oversupply was absorbed and therefore received \$1.12 a bushel.

The association contends that by controlling both crops the grain can be fed out evenly and an average of \$1.06 or better for all can be obtained. It might be unfair to the good guesser who picks the top of the market, but he cannot pick that top very often and therefore is better off in the long run by obtaining the average. It is also claimed that there will be a reduced cost in handling the grain through a saving of interest rates for carrying wheat, reduction of waste and lessened loss for chaff or dirt, for which a charge is made by elevators now.

The organizers of the association admit that they anticipate plenty of hard labor before they can win the majority of wheat growers in the United States, but profess confidence that it can be done and that speedily.

There has been considerable speculation as to the reason for the selection of the former governor of Illinois to head the Executive Committee in charge of the association, with some intimating that it is strictly a political move.

From inside circles, it was learned yesterday that the modus operandi in co-operative movements has always been to dramatize the organization around individuals popular, well known and capable in their districts. Lowden was chosen as filling all requirements in Illinois and the country generally. He is a farmer, a conservative, a clever politician and is popular with the people, as well as a keen student of economics. He will be the king pin.

## NEW CANADIAN GRAIN RATES ACT PARALYZES LAKE TRADE

BY ELMER M. HILL

Grain interests throughout the United States and Canada, and especially the elevator owners of Buffalo, are watching with a great deal of interest the controversy between American vessel owners engaged in the grain carrying trade on the Great Lakes and the Canadian Government as to the filing of freight schedules. Large American ship-owners have absolutely refused to engage in the grain carrying trade from Fort William to Port Arthur at the Canadian Head of the Lakes because of the new Dominion requirement that tariff schedules be filed.

If no American boats carried Canadian wheat virtually no Canadian grain would come down the lakes to Buffalo. Montreal already boasts that it shipped more grain to Europe last year than did New York. This does not mean, however, that more grain passed through Port Colborne than through terminal elevators at Buffalo. British Columbia has been hoping to benefit permanently by this impasse. Some grain already has been shipped west which otherwise would have come east. At Vancouver it is transferred to boats which take it to Europe via the Panama Canal. Lower rail rates through the mountains might result in the betterment of elevating facilities at Vancouver and develop that port.

Those in close touch with the situation say that Buffalo should not view this condition with indifference. The Canadian grain trade is an important adjunct to Buffalo and will be increasingly valuable as long as there is cheap land in the northwest provinces. If the Canadian law does not adversely affect the earning of American grain carriers, the owners of these boats, by refusing to participate in the trade, apparently stand in their own way.

As a direct result of the friction between boat owners and the Dominion Government a grain blockade on the Great Lakes seems inevitable. All hopes of averting it were apparently shattered when a conference held in Toronto early this month between vessel managers and Canadian grain officials terminated without reaching an agreement.

American ship owners are determined that they will not comply with the new Canadian grain rates act, which requires the filing of tariffs, and the Canadian Government will not modify the act. With both parties equally determined to hold out until the end a blockade seems unavoidable and shippers are planning to make the best of it. Grain

growers in the Canadian Northwest are facing a serious problem,—how can they market their crops in competition with American grain growers?

When the Canadian grain officials asked for a more definite explanation of the stand taken by American vessel owners, F. A. Warren of New York City, president of the North American Exporters, Ltd., stated their view had been clearly defined in a telegram sent Leslie Boyd, Chief Grain Commissioner of the Canadian Government. He declared the effect of the act was to take the Canadian grain out of the established business of the lake trade, and in the judgment of the greater majority of United States vessel managers, the fundamental principle of open, free and untrammelled competitive business on which the entire system is based, must not be set aside or ignored.

A group of Canadian and American exporters who are vitally interested in having the United States steamboat men again enter the Canadian grain trade, attended the Toronto conference and listened with interest to arguments advanced why the United States marine men should not be asked to declare their tariffs. Mr. Warren said the meeting had been called with the view of getting a percentage of the Canadian grain trade for the United States by way of Buffalo. He thought there might be some modification of the Canadian regulations by which the United States marine men might see their way clear to come in and help the Canadian grain movement.

Although grain shipments from the Canadian Head of the Lakes increased during the early days of October, receipts were so much heavier that stocks

at Fort William amounted to 5,000,000 bushels during the first week of the month and there was approximately 12,844,000 bushels in storage in the Fort William elevators.

Early in the month it was reported in dispatches received by local grain and elevator interests at Buffalo that suspension of the coasting laws by the Dominion Government through order in council probably will be recommended by the Board of Grain Commissioners at Winnipeg, Man., some time this month.

A few wild carriers have engaged in the Canadian grain trade because of the high rates being paid at Fort William and Port Arthur for tonnage for prompt loading. In many instances as high as 5 and 6 cents a bushel is paid for boats. Leslie Boyd, Chief Grain Commissioner for the Dominion Government at Ottawa, says at least 44 American boats would take part in moving Canadian grain accumulated at the Canadian head of the Lakes. He believed that Canadian tonnage would move 105,000,000 bushels and American tonnage 45,000,000 bushels. He said he believed less than 50,000,000 bushels would remain in Fort William and Port Arthur elevators this winter.

Sir Henry Thornton announces that Canadian National Railways would cut freight rates to the bone in order to facilitate the Canadian grain movement. The action of the Canadian National will almost certainly be followed by the Canadian Pacific Railway, it was stated in Dominion grain circles. Lower rail haul charges are expected to have an effect on Great Lakes freight tariffs but this will not be known until the rail cut is known.

## Report on Wheat Handling Charges

### Federal Trade Commission Issues a Further Report on its Investigations of the Grain Trade—Co-operative Elevators Urged

THE Federal Trade Commission issued on September 28, a report of its investigations on the cost of handling grain, and also its recommendations for reducing the costs. The following summary of this report was compiled by the Commission for publication:

That the cost of handling grain can be and should be reduced is the finding of the Federal Trade Commission in its report on costs and profits in the grain trade of the United States. An increase in the co-operative marketing of their own grain by farmers is given by the Commission as one of the means most available at the present time for reducing the spread in the price of grain which takes place from the producer to the consumer of grain. The Commission also suggests that a reduction in freight rates and more direct shipments are desirable. In a previous volume of the series on grain the Commission has recommended the operation of public terminal elevators by railroad companies.

The report which is submitted to the President, and to Congress, presents facts regarding the expense and profits of country grain elevators, terminal elevators, and the margins in handling grain between the producer and the grain consumer, that is, the miller, or other converter of grain, the exporter or feed dealer.

For handling wheat in 1919-1920, the spread between producer and consumer of grain averaged 33.20 cents per bushel. Of this amount 14.31 cents per bushel went for transportation charges and 18.89 cents per bushel went to the middlemen. For the period 1912-1917, the spread on wheat averaged 24.71 cents per bushel. Of this 11.8 cents went for transportation charges and 13.63 cents per bushel went to the middlemen.

For handling corn in 1919-1920, the spread between producer and consumer of grain averaged 17.80 cents. Of this amount 13.47 cents per bushel went for transportation charges and 4.33 cents per bushel for middlemen's charges. For the period 1912-1917, the spread on corn averaged 17.22 cents. Of this amount 9.24 cents per bushel went for transportation charges and 7.98 cents per bushel for middlemen's charges.

For handling oats in 1919-1920, the spread be-

tween producer and consumer of grain averaged 17.14 cents. Of this amount 9.22 cents went for transportation charges and 7.92 cents for middlemen's charges. For the period 1912-1917, the spread on oats averaged 14.38 cents. Of this amount 6.57 cents per bushel went for transportation charges and 7.81 cents per bushel went for middlemen's charges.

As to the size of the spreads of terminal elevators, as well as country middlemen and of those for transportation, the report suggests that reduction at all points is desirable. The country elevator spread, it is stated, could be narrowed by wider and more universal development of the patronage dividend or truly co-operative principle by country elevators.

Financial results of the operation of country elevators are presented for three types: (1) commercial line, a large group of elevators operated by one company, (2) independents, a company operating a single elevator; and (3) co-operatives.

Comparisons of the results for the co-operative, independent and line elevators are favorable to the co-operative type. In five out of six years compared the co-operative handled grain on a narrower margin of gross profit per bushel than did the independent, while both the co-operative and independent types averaged lower gross profits per bushel than the line elevator in every one of the five years for which comparisons could be made. Thus the average co-operative gross profit per bushel disregarding hedging results ranged from 2.04 to 7.11 per bushel as compared with a range from 2.66 to 6.61 cents for the independent type and from 4.20 to 13.79 cents for the line. If hedging results are included the line elevator per bushel figures are reduced in four out of five years compared because of the fact that they sustained heavy hedging losses.

The foregoing figures for the co-operatives, however, do not include any reduction in the gross margin for patronage dividends paid. If these be deducted from the gross profit figures shown above the gross profit per bushel of this type of elevator disregarding hedging ranges from only 1.76 to 5.66 cents per bushel.

The explanation of the narrower gross profit per

bushel of the co-operative lies apparently in the volume of bushels sold. Co-operative elevator sales averaged from 126 to 211,000 bushels per elevator per annum, those of independent elevators from 96 to 110,000 and those of line elevators from 31 to 72,000.

The more narrow the gross profit per bushel of the elevator, whether it be line, independent, or co-operative, the higher is the indicated price that the farmer receives for his grain. As the gross profit per bushel of the elevator increases the indicated price received by the farmer decreases.

Some direct saving to the producer in the spread of terminal middlemen might be obtained through the development of co-operative commission houses and co-operative terminal elevators provided a sufficient volume of business is assured them, volume being a highly essential factor in practically all branches of the grain trade, if any decrease in the spread is to be obtained. It also seems reasonable in view of the number of handlings to which grain is subjected that co-operation in the terminal market branches of the grain trade should effect savings, both in the number of middlemen handlings and in the transportation cost through shipping grain to its ultimate destination by the shortest routes and most direct channels.

A study of the results of several hundred elevators for three years indicates that the volume of grain business is the most significant factor in country elevator profits. An analysis of operating expenses, gross profits per bushel and rates of reduction on investment by size groups, shows that operating expenses and rates of return tend to increase with the volume of grain business, while gross profits per bushel tend to follow.

The terminal elevator companies, that is, those operating elevators in the large interior markets such as Chicago, Minneapolis and Kansas City, have very different operating conditions from country elevators and a comparison of their margins per bushel of grain with those of the country elevator affords no indication of their business profits. Data as to margins per bushel and profits on investment were obtained for a number of representative companies in the chief terminal markets. For 10 of these companies comparative figures are available for the years 1912-13 to 1916-17 and for 1919-20. The maximum average annual gross margin, before inclusion of hedge grains or losses, for these 10 identical companies was 19.77 cents per bushel and for all companies studied 15.37 cents. The minimum was only 1.69 cents per bushel.

While, therefore, the minimum gross profit per bushel was lower than that of the country elevators, the maximum greatly exceeded that of the independent and co-operative country elevators and was also above that of the line country elevators. Most of the terminal elevator companies, however, hedged their cash grain purchases or sales in the future market, and had heavy hedging losses, so that their gross profit per bushel after the inclusion of hedging results, was much narrower than is stated above; they ranged from 2.38 cents to 7.37 cents per bushel for 10 identical companies and from 2.38 to 7.18 cents for all companies covered.

The rates of return on the total funds employed for the six years compared ranged from 10 to 22 per cent. On proprietary investment (capital stock and surplus) the rates of return were much higher, because the terminal elevator companies employed a large proportion of borrowed funds. Thus the average annual rate of return on capital stock and surplus for group of 10 identical companies ranged from 15.57 per cent to 42.33 per cent, and for the all company group the range was about the same.

## CANADIAN WHEAT IMPORTS MILLED IN BOND FOR EXPORT

Nearly 50 per cent of the wheat imported into the United States from Canada since the emergency tariff became effective, May 28, 1921, has been exported as flour, according to compilations made by Department of Agriculture. This wheat was milled

in bond for export under the provisions of the tariff act and should be considered in all calculations of imports of wheat from Canada, the Department points out.

Total imports of wheat from Canada since the tariff became effective were 32,567,664 bushels. The quantity of Canadian wheat milled in bond during the same period was 15,453,624 bushels, or 47 per cent of the total imports. Imports in 1922 were large, when 22,642,959 bushels were imported. During the same year the quantity of Canadian wheat milled in bond was reported at 10,426,436 bushels, or 46 per cent of the total imports during the year. From January 1 to June 30, 1923, imports of Canadian wheat were 4,686,530 bushels. In that period, 2,837,008 bushels, or 61 per cent of the total imports, were milled in bond.

## MAURICE NIEZER ON THE JOB

Maurice Niezer, for the past 30 years prominent as a shipper of hay, former president of the National Hay Association, and who for several years past has served as chairman of the Grades Committee of the Association, has been called to Washington by the Department of Agriculture, Bureau of Agricultural Economics, to assist the Department in standardizing hay grades and establishing Federal inspection throughout the United States.



Mr. Niezer believes that the standardizing of hay grades is an important step in the campaign for the production of better qualities of hay, thereby making it possible for the shipper to handle a more uniform quality of hay and placing the hay industry of the country on a more stable basis than it is at present.

One of the principle troubles in the hay business today, as Mr. Niezer sees it, is the excessive amount of low grade hay that is produced on the farms; the quality of hay must be improved if the handlers of this commodity are to continue in the business. Fifteen and 20 years ago 60 per cent of the Timothy hay grown in northwestern Indiana graded Choice Timothy under most rigid inspection. Thirty per cent of the Timothy grown in this same section the past several years would not grade better than No. 1 Timothy and 70 per cent would not grade better than No. 2, No. 3 and No Grade Timothy. It is time that the handlers of hay were doing something to better the conditions in the hay industry.

After a careful study of the situation Mr. Niezer is firmly convinced that standardization of the grades is the first step, Federal inspection is the second step, and the third step will be the effectiveness of the Department of Agriculture through its many agencies to instruct and educate the producer in the production of better hay. Give the shipper better hay to handle and many of the difficulties in the business will be eliminated.

Mr. Niezer is now in Washington conferring with the Department on the advisability and practicality of modifying and simplifying the "tentative grades" which were submitted to the hay men at their last annual convention. Mr. Niezer is pleased to say to the hay men, that he has found the Government officials in charge of this work maintaining that patient and co-operative attitude they have always shown in their contact with the hay men. It is hoped that the men engaged in the hay industry of this country will realize the big possibilities in this movement and assist the Government in a speedy and successful conclusion of the work.

OFFICIAL report of Argentina's crops give a wheat acreage of 17,030,650; flaxseed 4,821,440 acres; oats 2,630,550 acres. The figures represent an increase of 966,384 acres for wheat; 710,360 acres for flax; and 14,820 acres for oats. Seeding of all grains has been progressing under generally favorable conditions.

## WEIGHING AND LOADING

BY ANOTHER TRAVELER

"Traveler," on page 171 of the September issue of the GRAIN TRADE very rightly condemns old-fashioned methods in the weighing and loading of grain, but has only considered one phase of it, and compares an elevator with one leg and an old-fashioned hopper scale with a two-leg house and an up-to-date automatic scale. Fortunately, for country shippers, there are also up-to-date hopper scales which can be used in two legged houses, making a combination superior to two legs and an up-to-date automatic scale, and giving him weighing facilities as reliable as those used in the best terminal elevators.

The up-to-date hopper scale is a self-aligning scale located in the cupola and not requiring any independent foundations. It takes up about the same space as an automatic scale, giving you the same length of loading spout, and so loads cars equally as well.

The up-to-date hopper scale is entirely controlled from the work floor so that the elevator man never has to spend any time up in a dusty, dirty cupola changing heavy test weights, setting compensator weights, adjusting "adjusting" screws, and printing and reading and recording tallies, all of which takes time and prevents him giving the prompt attention to customers, which is so desirable as "Traveler" points out.

The up-to-date hopper scale is equipped with a type registering beam, printing weights in triplicate and is provided with an inter-locking control, making it impossible for any draft to be discharged unweighed or the weight of any draft to be recorded twice, and in fact, preventing all errors in weights except those purposely made.

The automatic scale is still a guessing machine even if it does guess right most of the time, whereas, the up-to-date hopper scale is a real scale and cuts out all guesswork. Another great advantage of the up-to-date hopper scale is that the grain trade, the railroads and the Interstate Commerce Commission have all mutually agreed to its specifications and use, whereas, the railroads as a whole, through their joint committee, are fighting the use of up-to-date automatic scales. So that claims and over-runs are fewer when the up-to-date hopper scale is used and claims are more easily collected over it.

With equipment of this kind the drudgery of the elevator business is eliminated, the elevator man's health is largely conserved and he is able to present a better appearance to his customers instead of crawling down from a cupola covered with dust and dirt.

## EUROPEAN WHEAT IMPORTS MAY INCREASE

"Europe will import more wheat than has been predicted."

This was the optimistic message sent to the Department of Commerce by H. B. Smith, the special representative at London. Whether Mr. Smith took into account more than the somewhat disappointing crop returns, is not stated, but economic conditions must have as much consideration as the supply of wheat and the consuming power of the people. The ability to eat is modified by the ability to buy. Cheap substitutes are used to sustain life if wheat is too high. The report of Mr. Smith is interesting nevertheless.

Early threshing of the European grain crop indicates a possible decrease in the yield as compared with August prospects, he stated. Despite unsettled weather conditions throughout the Continent, especially during the last half of August, he added, the harvest there and in northern Europe is practically completed.

Wheat and rye were reported to be less affected by the weather, but barley was said to be sprouting in the shock, which may decrease the amount of European barley available for malting and correspondingly increase the local supplies to feed barley. Weather damage to oats is unimportant,



the report said, especially in countries feeding black oats.

While rains are unfavorable from harvest and threshing standpoints, the report continued, the weather generally, particularly in southern Europe, is beneficial in preparing the land for fall plowing and seeding, also favoring root crops. Previous imports of European wheat are likely to be exceeded because of a probable decrease in the potato production and because certain countries, notably Poland, will try to build up grain reserves.

The French statement of sufficient production to avoid imports does not take into account the necessity of importing hard wheat. Buyers continue to operate on a hand-to-mouth basis; stocks of imported wheat in course of shipment to Europe are well below stocks in transit this time last year.

### SAVE THE ELEVATOR

Fifty-three years have passed since fire laid waste the greater portion of Chicago. Since then much has been done in educating the public in methods to prevent fires, and in the use of extinguishers which would avert a holocaust. But much education is still needed, as is evidenced by the fact that fire losses in the United States amounted to \$521,000,000 in the year 1922. The week of October 7-13 was set aside by most states of the Union as Fire Prevention Week during which intensive drives were made to impress on the public the need for

## Feeding Stock on the Pacific Coast

### New Units for Storing and Grinding Grain Complete the Plant of Kenworthy Grain & Milling Company at South Tacoma, Wash.

WHEN the flood of eastern tourists swarmed the Pacific Coast States some 30 years ago, and found climate and soil to their liking and settled there, it became necessary for the ranchers to take steps to feed them. There were plenty of range cattle, but with the growth of population, stock raising, dairying and the poultry business became intensive. Mother Nature was prolific with her supply of cereals and fruits, but man had to get busy to provide meat.

As stock increased near the centers of population the feed business began to offer decided inducements, and it was then, or to be more exact, in 1892, that the Kenworthy Grain & Milling Company was established at South Tacoma, Wash. At first the firm handled hay and grain only, then prepared feed and flour was taken on, and finally seeds. The business prospered and gradually an extensive equipment of warehouses was built. As practically all Pacific Coast grain, previous to the war, was handled in sacks, only flat warehouses were utilized.

Within recent years the feed business on the Coast has attracted many others and the competition became as sharp as it is in other states. The Kenworthy company decided that in the interest of

head of stock, has become a milk manufacturing machine of high potentiality. The raw products used to make milk have been studied long and diligently, and the proportions of the various ingredients balanced in the ration to get the very highest returns. This subject was given long consideration by Mr. Kenworthy before the manufacture of feeds was decided upon, and the mixtures used are the best that can be found.

The equipment for making the feeds in the Kenworthy plant is adequate, and the machinery indicates the care with which all of the ingredients are cleaned and conditioned before they are ground. The cleaning machinery consists of a separator, a smutter, a clipper and a scourer, all of Sprout-Waldron make. There is a small drier of 18 bushels per hour capacity, and a Robinson Attrition Mill with a capacity of two tons per hour. All the feed is sacked and weighed over 10 modern weighing machines. The power is electrical throughout, 17 motors furnishing a total of 220 horsepower, the power being transmitted by 150 feet of chain drive and 700 feet of belting.

When the grain is received at the elevator a power shovel empties the car, the grain being re-



PLANT OF THE KENWORTHY GRAIN & MILLING COMPANY, SOUTH TACOMA, WASH.

reducing the number of fires and in inaugurating systematic fire prevention inspection in every city and town.

The Mutual Fire Prevention Bureau of Chicago co-operated with state officials to this end and sent to each of its assureds a letter suggesting that first thought should be given by the elevator man to the safety of his own property, and that he should keep the following points in mind, when making the rounds of his house:

Is there any chance of locomotive sparks lodging on combustible roof, in broken siding, in grass, weeds or litter, or passing through broken or open windows?

Is all shafting in line, and are all bearings well babbitted, clean and running cool?

Are your elevators in good repair, and the belts therein running true?

Is your power plant as safe as you can make it?

Is your inside fire fighting equipment adequate and in good condition?

Are your "No Smoking" and "No Matches" rules enforced?

Are your premises in a cleanly condition, free from all accumulations of dust and litter?

The suggestions are timely and should be followed closely by elevator owners and operators.

THE New South Wales wheat pool held back a considerable proportion of its supplies and eventually had to sell on a falling market, which makes the pool somewhat less popular than it was.

economy the company would hereafter make their prepared feeds, instead of jobbing them for other manufacturers, and as a means of further economy, would provide for the handling of grain in bulk.

So last year the company built new units to its plant to carry out the plans decided upon. A concrete mill building was erected, four stories high and with a full basement; an elevator headhouse and a grain storage annex. These latter two units have a combined capacity of 90,000 bushels. In every respect the new additions are modern in construction and planned for the rapid and economical handling of all products. The plant has a receiving capacity of eight cars of bulk grain per day and has a manufacturing capacity of 120 tons of feed in an eight-hour day.

A wide variety of feeds is made, but particular attention is paid to dairy and poultry feed, both of these industries being extensively employed in the vicinity of Tacoma. In the Middle West the little red hen is a side issue of the farm; she is the ready money for the farmer's wife and scratches her living as best she may. But in western Washington raising chickens is a commercial enterprise in itself and engages the entire time and effort of those who do it. The chickens do not have to scratch. It takes too long to get results and they are too uncertain that way. Poultry is fed scientifically to get the greatest egg production possible, or to put on the greatest weight when the chickens are prepared for market.

The dairying business has also been developed along scientific lines and the cow, formerly just a

received into a hopper and then conveyed by belt to the elevator leg. Oats, barley, corn, wheat and rye are handled and most of them are used in the various feeds. For that reason there has to be great flexibility of movement within the plant and there are 12 belt elevators to handle the grain and feed.

The plant is on Commencement Bay of Puget Sound, and has access to tracks of the Northern Pacific, St. Paul, and the Oregon Western Railway & Navigation Company's Lines. There is every convenience for receiving and shipping, and while a large amount of feed is sold direct from the warehouses, large amounts are shipped over a considerable territory. The Government is a good customer of the plant and has bought large supplies for its various posts in the Northwest.

J. Fred. Kenworthy is president of the company, and R. L. Johnstone is the manager. Mr. Johnstone had full charge of the business last spring when Mr. Kenworthy was in Brazil, taking in the exposition at Rio de Janeiro. The company has branches at Parker and Centralia, Wash., and has grown to be one of the largest feed manufacturing and handling concerns in the West.

BOLSHEVIK authorities in Russia state that large consignments of rye and wheat are being shipped to the Near East. But Broomhall, who keeps a careful check on Black Sea grain movement, states that Russia has shipped only 50,000 tons and most of it went to Germany and Holland. We prefer to believe Broomhall.

## "JIM DUNN"

BY HOOZUS

Jim Dunn, who runs the elevator at Sperry Sid-ing, says: "Some fellers are jest natcherly allus gettin' th' worst o' it. There's Ab Paisley, for instance. He dropped in a while back, an' he says t' me, he says: 'Dunn! these here farmers jest drives a man crazy. Seems like some o' them takes all day t' close a deal.'

"Well, I says t' Ab, I says: 'Ab! ya gotta use strattigy with them fellers. A short spell back I was a 'tryin' t' sell Ike Hoover a cupla bushels o' seed, an' he kept a' whinin' about th' price, which was \$7.25 a bushel. Finely I says: 'I'll tell ya what I'll do, Ike. I'll jest let ya have them two bushels for \$15.00.' I meant t' say \$14.00, but he snapped me up quicker'n lightnin', so I jest let it go at that an' got rid o' him.'

"Well, that struck Ab funny, an' he was still snickerin' about it when he went away.

"I'd forgot all about it until th' other day Ab called me up, an' he says t' me, he says: 'Dunn! that trick o' yours works both ways. I was a 'tryin' t' buy three bushels o' timothy seed from a feller an' I was offerin' him \$2.75 a bushel for it, but he kept a 'stickin' around for more, so I says t' him: 'I'll jest give ya \$10 for th' bunch, 'an' he grabbed it up quicker'n a monkey would a banana. I was a 'figgerin' there was four bushels, an' now I'm out \$1.75 on account o' your fool scheme. S'long!'"

### LITTLE TIPS FROM "JIM DUNN"

Some people think they're doin' bizness when they're payin' more'n th' other feller an' gettin' th' stuff. They ain't doin' bizness; they're jest dopin' it.

If ya're sold short an' th' market's a'go'in' up, ya ain't doin' ennything new. There's a lot o' fellers that's done th' same thing afore.

It takes jest two fellers t' make a proper kind o' bargain; but a bad one needs a cupla fools an' a bunch o' lawyers afore it's finished.

Th' best place for a feller t' be when th' farmer's wife comes in t' do th' settlin' is in some other kind o' bizness.

Ya'll have a better chance o' gettin' int' heaven an' keep your trade longer, if ya put a new lacin' in that belt when there's nothin' doin'.

Some people read poetry, an' others go in strong for science, but th' best dope for a grain man is what he gets out o' his trade paper.

Ya can't help 'nishiata a bunch th' night afore an' get that car o' wheat loaded early th' next mornin'.

## SMALL GRAIN EXPORTS EXPECTED FROM RUSSIA

Although acreage in grain this year in Russia is estimated to be 20 per cent larger than in 1922, yields are sufficiently lower, so that forecasts of production are at best only slightly above production last year, according to reports to the United States Department of Agriculture. One authority reports that the total Russian area in grain crops this year, including corn, barley, oats, wheat and rye is 160,000,000 acres as compared with 132,000,000 acres last year. Average yield is estimated by the Central Bureau of Statistics at Moscow at 1,524 pounds per acre, as compared with 1,834 pounds in 1922. The area in grain is estimated at about 80 per cent of the prewar area. Ukraine is the most important producing region, and includes 35 per cent of the total Russian acreage sown to spring grain and 40 per cent of the total acreage sown to winter grain.

It is thought that approximately 543,000 short tons of grain of all kinds, including oats, corn, barley, wheat and rye may be exported from South Russian ports, contingent upon the making of needed repairs at the ports. The All-Ukraine Congress estimates the export capacity of the ports of Odessa at 108,300 short tons; Nikolayev, 108,300 short tons; Theodosia, 81,250 short tons, and Sebastopol, 36,100 short tons.

It is reported that German importers have con-

tracted for the delivery of 13,000,000 bushels of Russian rye, and are to make payment in manufactured goods sent to Russia. Small quantities of wheat, barley and corn have been exported from the Black Sea ports. Last year Russia exported grain in only small quantities, and present indications are that very little, if any more, may be exported this year, the Department says.

## A HORNETS' NEST

Last June E. C. Eikenberry, former president of the Grain Dealers National Association, delivered an address before the Ohio Grain Dealers Association at Cleveland, in which he pointed out the harm which follows the publication of grain estimates on growing crops by the Department of Agriculture. Various farm papers rose to the defense of the Department and its reportorial work, *Wallaces' Farmer* in particular, covered the subject in an editorial, the nature of which was epitomized in the sentence "Keeping the farmers in the dark is a worthwhile project for the Board of Trade members."

Anyone taking this attitude with Mr. Eikenberry had better be well protected for they will find they have stirred a hornets' nest with a million stings of logic. The reply to the editorial mentioned above is so good in its entirety that it is scarcely fair to Mr. Eikenberry to cut it, but its length precludes the full report in this particular number, so we select the following extracts from Mr. Eikenberry's reply:

"The editorial of August 24 appearing in *Wallaces' Farmer* and entitled 'Keeping Them in the Dark,' seeks to justify the activities of the Bureau of Crop Estimates. The whole system of crop reports seems to exist that the farmer may, by the light of its statistics, so adjust production as to meet nicely the demands of consumption. It is not explained just how this benevolent and much-to-be-desired result is promoted by forecasts based on the condition of a growing crop. In the address of the writer in Cleveland in June he called especial attention to the pernicious effect of these forecasts, pernicious in view of the fact that we are a surplus producing nation. A government with an avowed paternalistic policy logically should seek for its wards' advantages rather than disadvantage. In the present crisis there seems to have been entirely too much Government advertising of the fruits of overproduction. After much care was exercised to collect statistics as to existing supplies of wheat in all positions, normal consumption and probable export were deducted, the surplus added to the amount forecasted and the results given to the world on Government authority. 'All this information must be of much comfort to the foreign consumer.' Granting any necessity for the promulgation of figures of this nature, from the standpoint of salesmanship their broadcasting is most ridiculous. This is the point raised by the writer and it has been completely ignored in the editorial cited above.

"Farm economists ignore the fact that in the creation of supply as it affects prices when operating under normal conditions, three separate factors are active, their relative potency changing with varying circumstances:

- 1) Amount of wheat actually in market position; the supply of cash grain.
- 2) Amount of wheat known to exist in storage or otherwise, but not pressing on the market. This may be either on the farm, in mills or elevators.
- 3) Amount anticipated to be produced from growing crop.

"It so happened during the two years just past that these factors were all bearish in their nature and unfaillingly and with emphasis this fact has been set forth by the Department of Agriculture in its numerous reports. It needs no skill in economics, but merely ordinary good sense, to appreciate the effect of all this information on the buying public of importing nations. The frankness with which our Government advertises the plethora of supplies must excite their wonder and allay

their anxiety. It would be strange indeed, should the English Government issue periodical reports as to amount of grain in all positions in England, the amount of normal consumption until a new crop is available and the amount of deficit which must be met by purchases abroad. Under normal conditions this might do no material harm, but if crops were short and needs acute such action would be quite absurd. Yet it may be submitted that it would be no more an absurdity than the thing we are doing right here in the United States.

"The statement that crop reporting is neither a necessary nor a natural function of government needs no defense. It is being performed quite as well, if not better, by private agency. The official reports are all anticipated and only serve as a 'check-up' on private estimates. The whole enterprise is pursued primarily to benefit the farmer, which it fails of doing, and secondarily to benefit a large body of clerks and statisticians, which it succeeds in doing. It may be granted that the official figures are from an impartial source; exparte evidence. However, the figures given out by the Agricultural Institute at Rome or by Broomhall are considered highly reliable.

"There seems but one accepted defense of Government crop reporting; the inherent self-interest or dishonesty of private agencies; all statements imply a design and impugn the good intentions of firms or individuals engaged in private crop reporting. That the support of the farmer may be enlisted it is set forth that he is to be made the victim of a benevolent government does not protect him. As if it were a patriotic thing to do, our farm leaders constantly sow seeds of discord and in suspicion array agriculture against the industries with which its welfare dictates it should cooperate. There is no warfare between producer and distributor. Either succeeds as he serves; the prosperity of the distributor of farm products is measured by the service which he renders, to both producer and consumer. This is the truth but it does not appeal to the rank and file of farm leaders whose abuse of the distributor of farm products is but for effect. There is no other theory so devoid of foundation as that the merchant can thrive by victimizing the producer. What a profit to agriculture could the farmer but know all about farm-leadership; a leadership that has left the farm; a leadership that prostitutes the welfare of the industry to the service of private political ambition; a leadership that poisons the mind and picks the pocket and presumes on the guilelessness of its constituency."

## GRAIN ELEVATORS IN RUSSIA

When a program calling for the gradual erection of a sufficient number of elevators to make a total of about 165 of them, with a total capacity of 132,000,000 poods (about 80,000,000 bushels) was inaugurated in Russia in 1911, there were already 75 in the country of a total capacity of 27,000,000 poods (1 pood equals .6 bushels), according to an abstract from *Foreign Trade*, Moscow. This elaborate program was entrusted to the State Bank whose directors were to see that the elevators were widely distributed over the country. Eight of the largest ones already constructed up to 1911 were located at seaports.

This scheme of constructing a chain of grain elevators in different sections of the country was aimed at providing an easy and accessible system of financing farmers, by doing away with the old system of selling grain against individual lot samples; through standardizing of grain by expert inspectors; by preventing forced dumping of grain, thus demoralizing the market, etc., etc.

In the early part of 1918 there remained in operation 47 State Bank elevators besides 21 in the course of construction. During that period when all export trade of Russia was discontinued, these elevators were turned into ordinary storage houses for the Commissariat of Approvisation. In August, 1922, the number of grain elevators in operation in Soviet Russia amounted to 111, besides 12 unequipped and two under construction.

# Grain Dealers National Convention

**T**HE Twenty-Seventh Annual Convention of the Grain Dealers National Association, held at the Hotel Fort Des Moines, Des Moines, Iowa, October 1, 2 and 3, will rank with the former meeting held in that city 22 years ago, as one of the high spots in the history of the organization. The 1901 meeting was notable as the most largely attended of any grain convention. The 1923 meeting will be remembered for the earnestness of purpose, high ideals of American citizenship, and the lofty standard of business ethics and Americanism which animated every session.

When the meeting was called to order by President Fred E. Watkins of Cleveland, on Monday morning, the registrations had only reached 350, largely on account of the soft roads which had been soaked by rain on the preceding night. This delayed the arrival of a great many dealers who had planned to come by automobile. Before the conclusion of the meeting, however, there were 722 dealers registered, a large proportion of them being shippers.

A new star in the constellation of Association orators appeared early in the session when E. W. Crouch of McGregor, Texas, gave the response to the addresses of welcome. Mr. Crouch has the happy faculty of mixing in proper proportions, humorous suggestion, with straight shouldered statement of fact and declaration of high principle, and his address made an instantaneous hit.

There are too many high lights in the convention report to attempt to single out each one for particular comment. A careful reading of every address and every report is necessary to derive the full benefit of the meeting which can easily be designated as one of the finest in the Association's history.

If the sound thinking on economic lines that pervaded every address made during the convention, could be disseminated broadly throughout the country, we would have a condition more healthful and more conducive to general prosperity than now obtains. For the salvation of their business, grain dealers have had to think through the troubles that beset the country and the result is that they have come nearer to a true basis than most industrial groups in the country. Instead of telling each other these things it is a pity that they could not have told the world.

The manner in which the Convention was managed deserves special mention. The Des Moines Dealers were most excellent hosts in every way, and the Fort Des Moines Hotel proved itself a past master in furnishing every comfort and convenience for each individual guest and for the convention at large.

## The Opening Session

The Convention was called to order by President F. E. Watkins at 9:45 a. m., Monday morning, October 1.

**The President:** The Convention will now come to order. Under the leadership of J. R. Murrell, Jr., we will sing some songs, winding up with "America," after which we will proceed with the regular work of the Convention. (Mass singing. Convention then stands while two verses of the National Anthem are sung).

**The President:** The Convention will remain standing while the Rev. R. W. Thompson, Pastor of the First United Presbyterian Church of Des Moines, pronounces the invocation.

**Mr. Thompson:** Oh, Lord God Almighty, Maker of

Heaven and of Earth, our Father, the Father of our Lord, Thou hast made covenant with us that, summer and winter, that seedtime and harvest shall not cease; Thou who hast been good to the children of men, speaking to the heavens that the heavens might speak to the earth, that it might bring forth its increase: We thank Thee for the harvest of this year, and we thank Thee for Thy good care over our Nation. Now we ask Thee for Thy blessing upon us, upon these men who are gathered from the different parts of our country to deliberate upon the things that concern their own welfare and the welfare of our Nation. We pray Thee to bless the officers of this Convention, the members of the committees, and each and every delegate here. Guide them in all their deliberations, and we pray Thee that Thou wouldst give that wisdom to these and to all those interested, not only in the production of our country, but in the transportation and the distribution of the products. And we pray that as we are in a land of plenty, we may remember those who have not been favored as have we. We ask Thee

the problems before you to the advantage of the Nation as well as yourselves. Come again. (Applause).

**The President:** I am sure we begin to feel at home already. It is now my pleasure to introduce Col. L. W. Ainsworth, secretary of the Des Moines Board of Trade, who will give an additional word of greeting.

### ADDRESS OF WELCOME FROM DES MOINES BOARD OF TRADE

**Col. Ainsworth:** Mr. Chairman and delegates to the twenty-seventh annual meeting of the Grain Dealers National Association, it gives me much pleasure to welcome you to Des Moines and to Iowa. Des Moines has entertained some 300,000 convention visitors during the past year, but I do not think we have ever entertained a group of men for whom we have kindlier feeling than the grain dealers. Iowa is peculiarly close to the organized grain trade. It has been due to the enterprise of you men that every town and hamlet in the state is equipped with a modern elevator. It is also through you that today every farmstead in Iowa has the daily markets before him either by wireless, telephone or newspaper. We are glad you are here in Iowa, the center of the surplus corn and oats country and sincerely hope that you will enjoy your visit with us, and that your meeting here will be a profitable one.

In this brief address to you I would consider myself remiss in my duty as a citizen of Iowa if I did not speak of the farmer and ask you as the sales representatives of the farmer to try to arrive at a better understanding of the farmer and the difficulties through which he is passing. According to the reports of the Secretary of Agriculture farming is the nation's biggest business. It is an industry with a capital investment of \$78,000,000,000 employing 10,000,000 workers and hence is the nation's biggest business. One fourth of the gainfully employed persons in the United States are engaged in agriculture. We must try to grasp the vastness of this business, we must try to understand that the farmer is no longer simply a producer, but that he is a business man, handling a big business and entitled to the same consideration accorded other business men. Too many of us continue to regard the farmer in the light of 40 years ago, when the farmer traded his products for flour, clothing, machinery and other necessities.

Today the farmer sells for cash and buys for cash, and his problems are as complex as that of the city business man. This change brought about by uncontrollable economic conditions has brought the farmer to a realization that if he wants to exist he must gain some measure of control in the selling price of his products, just as his brother business man in the city controls his. To do this he is organizing. Organization is necessary in civil government and in big business. Yet at every attempt to organize the farming industry, an invisible force fights the efforts of the farmers. The farmers lack of organization was the cause of his being singled out for the deflation policy of the Federal Reserve system in 1920. They wanted to start the

deflation somewhere, big business was organized and ready to fight, the farmer was not organized and became the victim. It is not news to you gentlemen that the deflation policy directly aimed at the farmer was decided upon by the Wilson Cabinet in May of 1920. His loans were to be called and he was to be forced to sell and settle! This information was kept from the farmer, but it was not kept from other lines of big business. As a result big business arranged loans to tide them over the period of deflation. Three big packing companies borrowed together over \$150,000,000, and the Sinclair Oil Company floated a loan of \$46,000,000. These and other big loans of a like character were floated two months before the deflation policy affecting the farmer was made public. You all know the result of that dreadful policy. It came within a breath of destroying the farming industry of this country, and by so doing drove a great many grain dealers into heavy losses and into bankruptcy. These facts are a matter of record in the files of the United States Senate and the various governmental departments.

If the farmer had been organized, and if the grain men had better understood the farmer, this frightful disaster to the farmer and the consequent reaction on the grain men might have been averted. The fact that the farmer was able to ride the deflation and keep his business from total chaos, speaks well of his



PRESIDENT FRED E. WATKINS

for Thy blessing upon them, and that we may have the spirit of service to share that which Thou hast given to us with them. And we ask Thee, Oh Lord, for Thy blessing upon the rulers of our Nation, upon the President of the United States, and the members of the Cabinet and the members of Congress and of the Supreme Court, and the rulers, the governors and officials of the states and of the cities. Wilt Thou be with us and guide us, we ask it in the name of Him Who loved us and gave Himself for us, Our Lord and Savior, Jesus Christ.

**The President:** Mrs. C. H. Morris, the Acting-Mayor of the City of Des Moines, will give us an address of welcome to this beautiful city. (Applause)

**Mrs. Morris:** I regret exceedingly that Mayor Garver is ill and unable to greet you today, for I know he was looking forward to this pleasure. However, I am glad it falls to my lot to welcome as representative a body of men as the delegates and women of the great Grain Dealers National Association. This meeting is an honor not only to the city but to the entire state, and knowing the Des Moines men connected with the organization, I am sure nothing will be left undone to give you a good time and show you our best.

In behalf of the city of Des Moines I extend to you a hearty greeting, and bespeak for you the courtesy of our citizens. All doors are open and the city is yours. May you have a profitable session, and solve

business ability, his honesty, and his determination not to be destroyed. He is coming back, but the return is slow.

The Department of Agriculture in a recent report show the purchasing power of the farmers dollar has decreased 30 per cent since 1914. This condition is noticeable on the farms. Farms are being allowed to run down, new machinery cannot be purchased, fencing must be put off from year to year. An adjustment on the price of what the farmer must buy to keep his business going must be brought about or the results will be disastrous. A competent authority estimates that only the necessary repairs and additions to farm equipment would run into more than \$10,000,000,000, and even this huge expenditure would not put the farms in the condition they were prior to 1914. You gentlemen, as direct representatives of the farmer, should put all your power and influence back of a movement to bring the price of the farmers equipment and necessities to a level with the price of his products.

#### Freight Rates Harmful

The freight rates on grain are a scandal. Iowa is the biggest surplus state on corn and oats. It costs the Iowa farmer 22½ cents per bushel on corn, and 13 cents per bushel on oats to get his surplus to the scaboard. This rate is all out of proportion with other necessities. In 1921 when oats were selling in Iowa for 18 cents and corn 30 cents, the freight rate was the same as it is now. Such a rate is on a par with charging \$3 per pair freight on every \$5 pair of shoes shipped from New York to Des Moines. The grain rates are manifestly unfair, and the matter should have your earnest consideration.

The inequalities of freight rates is due in many cases to sectional quarrels among grain centers, and the source may be traced to the work of over zealous traffic managers. For instance: For years Des Moines market has been out of line on Texas points. Several of our neighboring markets can come into Des Moines, buy corn and oats in our territory and ship in transit to Texas for 7 cents to 10 cents a hundred less than we can. The distance from Des Moines to Fort Worth is only eight miles further than the distance from St. Louis to Ft. Worth, yet our rate is 10½ cents a hundred more than St. Louis. The same is true of other nearby markets. This month we are asking the Interstate Commerce Commission to equalize these rates. It is right that they should be equalized. Des Moines is the center of the country where the corn and oats are produced, and should in fairness have the same chance to market these items as her



COL. L. W. AINSWORTH  
Who Welcomed the Association to Des Moines

sister markets enjoy. Yet I find that at least four of these favored centers have asked the I. C. C. for the privilege of intervening. They want to show why they should have a low rate to Texas, and plead that Des Moines remain in the discriminated class. In other words, for selfish reasons the grain trade sometimes plays directly into the hands of the railroads and furnishes the best arguments before the I. C. C. why grain rates should be high.

I have before me the cost of production on wheat, corn and oats for 1922. The figures given are based on 26,000 questionnaires sent out by the Agriculture Department. The cost of producing corn was 68 cents per bushel. The average sale price was 73 cents per bushel, leaving a margin of 5 cents per bushel, or \$2.43 per acre.

The cost of producing oats is even worse. The cost of productions was 53 cents per bushel. The average sale price 48 cents per bushel, a net loss of 5 cents per bushel, or \$1.65 per acre.

The wheat loss was 12 cents per bushel. But we

will not go into that. You can readily see what must happen if this condition is permitted to go on. Your factory will go broke. The very source of your business is being destroyed. If you were selling heating stoves, or automobiles, and you know your firm was producing them at a loss you would be looking for a new job. That is what is happening to the grain business. Your factory is operating at a loss. Get behind your factory. Help the farmer fight this subtle force that seeks to destroy him. Men in high places know of these conditions, see to it that such men no longer hold office of trust, either private or public.

#### What the Farmer Pays

On the other hand, let us look at some of the farmer's costs. On one of my farms last week I fenced 30 acres with hog-tight fencing wire, and I paid just two and a half times more for it than I did in 1914. A short time ago I bought a gang plow, and paid \$115 for it, and I bought a similar one just before 1914 for \$45, and I am not getting any more for my products now than I did then. And a man out here who with a double-disk harrow prepared his bed for oats, he broadcast or drilled them in, he watched them grow and then went out with a binder and bound them, and shocked them, then threshed them and took them to market, and for the privilege of doing that he paid five cents a bushel in cash on top of giving the oats away. That is wrong, and you grain men can help to overcome that. We can be a part of the organization of those farmers instead of having some swashbuckler strutting up and down the state, posing as the friend of the farmer.

One difficulty has been that the very minute you champion the cause of the farmer, you are called a Bolshevik or something of that sort. I do not know why, but some one starts that as soon as you begin to try to help the farmer; but you men in touch with the commercial pulse of the United States can do so much good and can stop so much of this foolishness that is going on. I say to you that in this great State of Iowa, supposed to be the richest agricultural state under God Almighty's sun, there are abandoned farms, and there are good reasons for them. It you men only knew the possibilities of getting behind these farmers and organizing them, and seeing that they too have a living wage, which they should have, and which I know they have not, it would be of inestimable benefit to all of us. I moved from the farm two years ago. I was paying 8 per cent for my money in the country when they were borrowing in the city for 5, simply because we were not organized and could not go out and force certain conditions. Farming has failed in some countries. I have visited Scotland and England and on the continent of Europe, and there is nothing there but a poor beggared peasantry, and God keep us from having that in this country.

Government agencies report that 2,000,000 people left the farm in 1922 and it is estimated that 3,000,000 will leave in 1923. The farmers need your help, you are organized and in touch with the commercial pulse of the nation. In helping the farmer you are helping your own business. You must keep your factory operating.

I say to you that unless the farming industry of this great country of ours is given the same consideration other big business is given, it will fail, as it failed in Great Britain and in Central Europe a century ago.

**The President:** E. W. Crouch of McGregor, Texas, on behalf of the grain trade, will make response to these delightful addresses of welcome.

#### RESPONSE TO ADDRESSES OF WELCOME

IT IS indeed a pleasure to respond to the words of Mrs. Morris and Mr. Ainsworth, who have so graciously welcomed us to this city. I am sure that the problems of the farmers as laid before you by Mr. Ainsworth are conditions that the members of the Grain Dealers National Association will always do their utmost to alleviate.

Certainly no one could imagine a more appropriate place for a national assembly of grain man than in the the Capitol City of the State of Iowa. From a geographical standpoint you are centrally located, your transportation facilities are exceptional, your business and manufacturing interests are varied, and to your insurance interests we all pay tribute. The low percentage of illiteracy in the state of Iowa as compared with that in most of the other states speaks for itself the value which you place upon an educated citizenship. The annual vacillations of the Iowa corn and oat crop prospects are as potent in the fluctuation of the chalk marks as are the varying atmospheric conditions up on the weather barometer. In fact, since you have for 22 years held the distinction for record attendance at a National Grain Dealers Convention, I do not think it would be improper to ask why Des Moines should not be designated as the annual convention headquarters of the Grain Dealers National Association.

Without admitting the truthfulness of the oft-made statement that only old age becomes reminiscent, I shall without apologies refer to some past history. In the early fall of 1901 I committed matrimony and entered the grain business. Within a few weeks thereafter I was offered by the Santa Fe Railroad Company what as best I now remember was called a commercial railroad pass to Des Moines, Iowa, to attend the Fifth Annual Convention of the Grain

Dealers National Association. When in future years grain trade history is being written, it is quite possible the historian may be cruel enough to say that the knowledge in 1901 that the commercial railroad pass would soon be a matter of past history may have had something to do with the record attendance at the 1901 Convention. (Laughter). However, such would be a misstatement of fact, because it is well known that Des Moines will not have a convention unless she has a convention right.

However, we judge practically everything by comparative relationships; strength, value, size and beauty are all comparative. One man is strong because, comparatively speaking, another is weak. On article



E. W. CROUCH  
Who Responded to the Addresses of Welcome

is high because another is cheap. One crowd is large because another is small. One woman is pretty because—they all are. (Laughter and applause).

#### Some Interesting Comparisons

I find some very interesting comparisons and parallels between conditions existing prior to the 1901 convention, and conditions existing prior to the 1923 convention. One sad parallel is the fact that at our 1901 convention we mourned the recent loss of our kindly President McKinley; today we mourn the loss of our beloved President Harding. But, turning to less sorrowful comparisons, in 1901 the Hay-Pauncefote Treaty was signed, giving the United States sole power to construct, control and defend an Isthmian Canal for the benefit of the commerce of the world. In 1923 a treaty has been signed opening the historic Dardanelles to the commerce of the world, thus emphasizing the truthfulness of Tennyson's lines

Yet I doubt not through the ages  
One increasing purpose runs,  
And the thoughts of men are widened  
With the process of the suns.

Just prior to our 1901 convention Captain Frederick A. Funston had captured Emilio Aguinaldo, the leader of the Philippine insurrection. Today Frederick A. Funston, Jr. and Emilio Aguinaldo, Jr. are friendly plebes in West Point. When we held our 1901 convention the roar of Dewey's guns at Manila had scarcely ceased their reverberations, and the waters of Santiago Bay, troubled by the sinking of the *Merrimac*, had scarcely become placid. "My Sweetheart Went Down with the Main," and "There'll Be a Hot Time in the Old Town Tonight" were just beginning to wane in popularity. As a result of this struggle the United States, for the first time in history, developed a proper spirit of unity and national consciousness, and had won a place of esteem among the nations of the world, and was recognized as a world power of first importance. Today we have emerged from the most terrible and far reaching conflict of our history, and the nation today is given universal recognition as a friend of mankind wherever it may be, as the unselfish defender of human rights, and as the steadfast guardian of liberty and democracy.

In 1901 William Jennings Bryan was in the fifth year of his thirty-two years' race for president; in 1923 he has only five years more to run. (Laughter). The period just prior to our 1901 convention was marked by labor, rural and industrial, unrest, such unrest being accentuated by the tenets of the Populist Party, if such doctrines deserve the dignity of being called tenets. Such whirlwind campaigners as Cyclone Davis, as he was called, Sam Ashby, Sockless Jerry Simpson and Jumping Jim Weaver were preaching a new era of progressivism, and sounding a warning to those who dared stand for what these agitators called "the obsolete, antique, fossilized Constitution of the United States." They demanded high wheat to the farmer, cheap flour to the consumer; high cattle to the raiser, cheap beefsteak to the buyer; higher wages and lower costs of living; oceans of money at a low interest rate, the panacea for all of these ills lying in the free coinage of silver.

As a counterpart to such outrageous and uneconomic panaceas as were being offered prior to the 1901 convention, to make sure that the parallel might be

complete, the State of Iowa has faithfully and capably done her part by sending Brookhart to the Senate (applause and laughter). Wisconsin began early to stage her part by sending La Follette to Washington. In order that there might be no link of the chain left out, your neighboring state, Minnesota, has affronted the dignity of the Senate by electing that burlesque politician, Magnus Johnson, as a colleague of Shipstead; while Texas has contributed to the memory of that long-whiskered Populist tribe through Senator Shepherd's Maternity Bill. (Laughter).

### The Parallel Continues

In 1901 the cry of the political demagogue "Raise less corn and more Hell," in 1923 the cry is "To Hell with the board of trade, the middleman, the railroads and the Federal Reserve Banks."

The preaching of such doctrines by American citizens would terrify us did we not believe that such outbursts but represent a crisis which soon will have passed, and did we not know that the sound thinking men of America always come to the rescue when necessity demands.

It has always been the policy of our Association to preach the doctrine of "Back to the Constitution," believing as we do that the Almighty Creator of the Universe sat invisible with that body of men who gave to us our Constitution, the most concise yet the most complete embodiment of the fundamentals of liberty ever given to any people. (Applause).

Mrs. Morris and Col. Ainsworth, we as members of the Grain Dealers National Association come to your city today preaching the doctrines of that constitution, standing for a free American people, not hedged about by unscrupulous, meddlesome Government officials. We are opposed to class legislation, but are believers in individual initiative. We believe that every man has a right to the fruits of his own industry effort and foresight but not to that of the other fellow. We do not believe that the Federal Government has the right to collect a tax from one class of people and put that tax into the pockets of another class on account of their lack of resourcefulness, thrift and industry. We believe that unjustified credits are destructive to individual initiative, and we believe that the indiscriminate distribution of Federal taxes as a subsidy or bounty to any class of people because it happens to suffer reverses is destructive of the incentive of thrift and industry, and is un-American. And it is in the belief, Ladies and Gentlemen, that you concur with us in these doctrines that we shall now enter into our deliberations among a people whose welcome to us we know to be genuine (Applause).

**The President:** I see we made no mistake in selecting Mr. Crouch to make this response for us. I will ask the First Vice-President to take the Chair. (Vice-President F. G. Horner in Chair).

**The Chairman:** We will next hear the annual report of our President, Mr. Watkins.

### PRESIDENT'S ANNUAL ADDRESS

**W**E ARE assembled for the third time in annual convention in this hospitable city—the metropolis and capital of one of the premier grain producing states of the Union. In 1901, when we last met in Des Moines, a record for attendance, which has not since been surpassed, was established. If this particular record is not to be broken by this convention, we are confident that out of our deliberations here those decisions may issue and those policies may be formulated which will stamp this assembly also as a great convention and make it memorable throughout the coming years for the value of its contribution to the welfare and advancement of the grain trade.

This Association is now 27 years old, and 27 years is a fairly long span in the life of an individual, or an organization. Many of you gathered here date your earliest association with the grain trade within this period. That our founders built wisely and well is evidenced by the steady growth in influence and power of this body throughout the years. Many other trade organizations have come into being in the meantime, and having outlived their usefulness, have ceased to exist, but this Association, founded on honor, integrity and justice, has rendered a service of such value to the grain trade that it could not fail.

Today it stands on a higher plane and wields a greater influence than ever before in its history. The loyal, intelligent, constructive labors of the men who have been its leaders in past years are still bearing fruit. We are most fortunate in having several of these stalwarts still with us, and in charge of important phases of our work. Without the close knit organization of the various branches of the grain trade within this Association and its affiliated bodies, the vicissitudes of the war period and the persistent attacks of the agitators might have held more serious consequences for the grain merchant. Actuated by the highest motives, and based on a sincere desire to bring the merchandising of grain to a high ethical standard, this organization from the very beginning set itself earnestly to the task of eliminating the irregularities and abuses within the trade, and this purpose had been so largely achieved during the earlier years of its existence that there were few weak points for successful attack, and the ravings of the radicals, the political demagogues, the self-appointed self-seeking leaders and fomenters of agrarian discontent have so far failed signally.

As a background for a review of the events of the

past year and preliminary to the consideration of matters of more direct interest to us as dealers in grain and its products, let us take a brief glance at political and economic conditions at home and abroad:

Foreign conditions show little, if any, improvement over those in effect a year ago. Nations are arrayed against nations, internal dissensions increase, governments are fighting for their very existence, millions of men are still under arms; the questions pertaining to reparations are still largely unsettled, Russia is still lost to the family of nations, Germany seems on the brink of disaster. France is supporting an enormous military establishment, and England is trying to keep up with France, Italy and Greece have barely patched up a truce, and the "Unspeakable Turk" is again firmly established in Europe, and that "tinder box"—The Balkans—seems only waiting a spark to burst into flame, and, it might be, engulf the nations of the world in another war. Any doubt as to whether the world is yet "safe for democracy" is dispelled by contemplation of the present situation in Europe and elsewhere around the globe. In the minds of many, there is a grave question whether the world is now even safe for civilization. The writers of the "Literature of Despair" are predicting a return to the dark ages, the conclusion of another cycle in the world's history, when civilization—as we know it, will be blotted from the earth and the remnants of mankind who survive will be compelled to begin again the long painful climb out of the darkness of superstition, ignorance, immorality, and all the evils which afflicted the human race in the eclipses of civilization in past ages.

The more optimistic in temperament reject this ultra pessimistic view as too improbable to deserve serious

labor favored by legislation or otherwise in position to take advantage of strained economic conditions and the compensation for their efforts, accruing to the agriculturist, the so-called "white collar" class, and other workers not so favored. This maladjustment must be overcome before any approach to normal conditions of living can be attained.

One phase of this disparity, illustrated by "Dollar Wheat," has become such a paramount issue that it is likely to be the well spring of further "relief" legislation in the next Congress, and thus lead to additional interference with the delicately balanced machinery for the marketing of farm produce without resulting in any good, either temporary or permanent, to the one crop (wheat) farmer. This question contains so much of potential harm, and attempted remedial legislation may be fraught with such danger to the interests of the grain trade, that it demands our thoughtful consideration. The possibilities from the standpoint of proposed legislation will be considered later. From a recent editorial of "The Monthly Business Review," issued by the Federal Reserve Bank of the Fourth District, I quote in part a dispassionate and fair-minded view of this situation.

Almost everyone hears or reads something about "dollar wheat" these days. The public is always interested in the unusual and the present wheat situation makes a good story. One of the principal reasons why it is so much in the limelight is because of the unique position which it occupies, wheat and hogs being the only important agricultural commodities now substantially below last year's prices. Strangely enough little is said of the improved prices of other farm products. Frankly we believe the situation has been overemphasized. Attention is being called to the hole in the doughnut rather than to the doughnut itself. There are instances when this has been brought about by an honest endeavor to aid the farmer but it is questionable whether the present condition of the wheat grower can be picked out as representing the status of the whole agricultural industry. The general farmer is in better condition than he was a year ago to say nothing of the livestock farmer and the dairyman.

Because of the prominence given the wheat question, those in industrial sections who do not have the opportunity to make a detailed study of the situation are apt to form impressions which are not substantiated by facts. Estimates by competent authorities show that wheat represents only about 7 per cent of the total value of farm products. Sold in bulk as it is, it also looms larger than the more scattered but equally effective income from other products of the farm.

On the other hand it has been estimated that the value of this year's grain crops on the basis of farm prices July 1, will be \$500,000,000 more than the amount received for the 1922 crop. On July 1, 1922, the price of corn per bushel on the farm was 62 cents and on the same date this year it was 86.5 cents a bushel. The farm price of Winter wheat declined from 93 cents to 87 cents per bushel; oats increased from 37.3 cents to 42.3 cents per bushel; and barley from 52.2 cents to 55.7 cents per bushel. These prices were taken as of July 1 each year and are the farm prices, not the prices at marketing centers, from which transportation charges must be deducted.

Many suggestions and remedies are being offered. The chief difficulty in using them is to stay away from those which are only temporary and which in the long run will do more harm than good. More diversified farming offers a practical solution to a lot of our present farming ills. The South, which has shown a rapid recovery since placing less dependence on cotton, is a good example of what diversified farming can do. In fact it is unnecessary to look beyond this state or neighboring states to find practically entire rural districts which have learned the wisdom of not placing all their marketable eggs in one basket. So while some are suggesting untrustworthy plans and schemes to make American agriculture safe for the "one-crop" farmer, others who take a broader view of the situation are urging more certain methods of farming, such as livestock raising, dairy farming, fruit and garden truck raising, and a more consistent rotation of crops. These methods have the added advantage of steadying farm incomes from month to month. The value of dairy products of American farms last year was nearly three and one-half times greater than that of wheat.

By watching tendencies and by raising those products which are in demand, eastern, southern, and mid-continent farmers can do much to relieve the strain on their western brothers, and thus automatically adjust the wheat crop to fit the world situation.

In a quiet place even a little noise may sound big. There is no evidence that the present wheat situation, though serious, is sufficient to undermine the present solid foundations of business or the future of agriculture.

But unrest and a desire for change is not found alone among the agriculturists. With the inception of the so-called Progressive movement two decades ago, and accentuated by the upheaval in all their contacts with life occurring during the war, large numbers of American citizens have gradually come, by a process of muddled thinking, to that place where they are willing to experiment with any theory—religious, political, or economic, which promises anything, or nothing, in the direction of relieving real or imaginary inequalities in their present mode of life. The homely virtues of thrift, frugality, moderation, hard work, are forgotten. The luxuries of yesterday are the necessities of today. We as a people seem to have lost our moorings and to be driven aimlessly about but always away from the known, time-tried and fire-tested by the experiences of the past, into the untried and unknown. The political demagogue and the professional agitator make capital of these disturbed conditions and exploit the distress of the people for their own selfish ends.

### Too Many Laws

The usual remedy offered for all of the ills from which we suffer is new laws. One act of class legislation follows another. Attempts are made to legislate value into wheat; to legislate value out of some other commodity; to raise wages to this class of workers; to limit profits in that particular industry, in total disregard of economic law and the constitutional rights of individuals or corporations. Laws! Laws! Laws! until the country is literally waterlogged with them.



F. E. WATKINS

B. E. CLEMENT

F. G. HORNER

J. W. McCORD  
Chairman

E. M. WAYNE

JOHN S. GREEN

CHARLES QUINN

### THE EXECUTIVE COMMITTEE

consideration and prefer to believe that there are corrective influences unseen, or as yet dimly perceived, which are working to prevent such a cataclysm. However, putting the best possible face on present political conditions abroad, it is evident that little, if any, economic progress can be anticipated until those conditions improve. The returning American observers are so unanimous in their gloomy predictions that the *New York Evening Post* was moved to suggest that the ship reporters were using printed forms.

The prosperity of America is still closely tied up to that of Europe, and in spite of our attitude of isolation and aloofness, it is not now possible for this country to live unto itself and within itself. The interdependence of the nations of the earth has been so thoroughly demonstrated within the past decade as to remove that question from the list of debatable subjects. American business is handicapped by the restrictions on the free flow of the products of our farms, factories, forests and mines to European shores. In the final analysis, many of the difficulties which we have faced as grain dealers in the conduct of our business in the past few years is traceable more or less directly to unsettled conditions without rather than within the borders of this country.

### Domestic Conditions

Viewing conditions at home from whatever angle you will and comparing them with conditions abroad, we can find cause for gratitude that our lines have fallen in the pleasant places of this America of ours and not elsewhere. Yet there is great and apparently increasing unrest in this country. This fact is too obvious to need any elaboration. There is a continuing disparity between wages paid to certain classes of

During the past 16 years it is recorded that 179,902 new laws have been proposed in Congress. Adding to these, the laws proposed in state legislatures—which last year approximated 60,000, it can be estimated that over 1,000,000 new laws have been introduced into the national and state legislatures within the past 16 years. These proposals embraced every conceivable, and some inconceivable, theory of economists or politicians for experimental purposes, and designedly, or otherwise, tended to break down and destroy the present structure of industry or society.

Is it any wonder that we are charged with being a nation of law breakers? Are we surprised that the respect for constituted authority is being gradually undermined? We have today no greater domestic problem than the growing disrespect for law and order.

#### Taxation

With the convening of Congress, the problem of taxation will again come to the fore. The unexpected increase in revenue both from income taxes and import duties during the past year appears to furnish a sufficient reason for a lightening of the burden of tax under which the business of the country is staggering. The administration at Washington has gone on record as favoring such a reduction. However, judging from the past, there is small hope that the next Congress will make any serious effort to relieve this situation. Is it not more probable that new ways will be found to expend any surplus by the creation of more bureaus or commissions to add to the swarm of such organizations already afflicting American industry, thus adding to the cost of doing business and increasing the cost of living universally.

Approximately 14 per cent of the national income is now absorbed by Federal, state and local taxes. The tremendous sum of \$8,500,000,000 goes yearly into the business of "Government of the people, for the people,



F. G. HORNER  
First Vice-President

by the people." That some of this vast fund is spent in undeniably necessary and justifiable channels goes without question.

#### Beaurocracy

The startling phase of the situation is the amount which is absorbed by the rapid growth in Government employment. This economic burden we have saddled upon ourselves, under the mistaken notion that the Government can manage the business of the individual better than the individual himself. We have come a long way from the belief of the "Founding Fathers" that "The best governed country is the least governed," and that "Government exists for the sake of man; not man for the sake of government." The *Journal of Commerce*, in commenting upon this situation, says:

Rising a decade or more ago in resentment against the abuses, real and fancied, of the "trusts," we, ever since, have been adding "commission" to "commission" and bureau to bureau in blundering endeavor to "control" this, that and the other branch of business. The Federal Trade Commission, the Interstate Commerce Commission, the Tariff Commission, the so-called Bureau of Efficiency, machinery set up in the Department of Agriculture and elsewhere to supervise and control the packers, the stockyards and who knows what else, additions to the staff of the Department of Commerce to compile statistics already being gathered and disseminated by others—these are some of the organizations that have grown up in the Federal Government in the past few years and have yet to show any material usefulness as aid to the consumer, to business or to better and more economic government.

The worst of it is that, so far from showing any signs of decline, the fever for adding to the machinery and the personnel of the sundry organizations at Washington or in the state capitals is still rising. Probably there never was a time when it was so popular to

suggest the addition of another bureau appendage of one sort or another to existing governmental machinery. No doubt there were, and are, malefactors, both with and without great wealth; but have we counted the cost of "controlling" the activities of these able, if misguided, individuals? Beyond question there is need for a "new freedom," but we shall never obtain it in the way we are now seeking it.

Perhaps no element in our population is in greater need of an understanding of this situation than the farmers. They have always been fond of railroad baiting and "trust busting." It is for their alleged benefit and at their insistence that much of our program of industrial "control" has been undertaken, especially in the more recent years. The whole program is now reacting against the true welfare of the farmer as well as against that of the nation at large. Sooner or later we shall be forced to call a halt upon this evergrowing extravagance. The sooner we get about it the better for all concerned.

This growth in government has been steadily going on for the past century, with added impetus during the periods of wars in which this country has been engaged. The employes of government have, however, increased about five times as fast as the population, until it would appear that within another century, at the present rate of growth, every citizen, compelled to labor, would have a government job. Absurd? Certainly. But the movement is now a century old and is still unchecked.

In the Declaration of Independence we read "He has erected a multitude of new offices and sent hither swarms of officers to harass our people and eat out their substance." This to King George, the Third, less than 150 years ago, and today, we, by our own volition, have become the most thoroughly regulated people on the face of the globe. When will this nation take steps to check the growth of this development in government which is rapidly tending towards the complete socialization of the country?

#### Radicalism

It is an indisputable fact that radicalism is growing rapidly in this country. The attempts to further amend the Constitution, the tendency of our recent laws towards direct action, and towards allowing the community or state to do for the people what they ought and could do for themselves, becomes more marked as time goes on. We are losing sight of the fact that America's genius lies in the development of individual effort, and that this country has become great, above and beyond all others, through the opportunities afforded its citizens for advancement through their own initiative.

One does not want to be classed as an alarmist, but with the obvious movement toward a pure democracy in contra-distinction to the republican form of government bequeathed to us by our forefathers there is cause for apprehension and a need for determined resistance to this insidious drift away from the cardinal principles of government laid down in our Constitution.

It was President McKinley who said, in effect, "If we want representative government, we can have it, but only if we want it," and President Harding, in a speech but a few months ago, made this significant statement: "No pure democracy ever has endured."

Discounting all the sensationalism of the daily press and monthly periodicals, in their efforts to arouse the citizens of this country to a realization of the situation, the disclosure growing out of the Federal raid on the convention of the Communist Party of America at Bridgman, Mich., in August of last year, gives much serious food for thought. A very definite program formulated and financed in Moscow for the overthrow of this Government was brought to light and amazing ramifications of the organization in this country were uncovered.

This body should again go on record for a return to that form of government—The Republic—conceived by our forefathers and should declare unalterable opposition to further attacks on our Constitution.

#### Transportation

Obviously a question of most vital importance to the grain trade is that of transportation. It has been well said that our railroads are the arteries of commerce through which flows the life blood of national prosperity. Just as our railroads are beginning to show marked signs of recovery from the effects of Governmental operation during the war period and subsequently, there now looms on the horizon further attempts to handicap them and prevent their rehabilitation to an extent which will enable them to handle the enormous volume of traffic being offered with improved business conditions. They are throttled by legislation, such as the Adamson Law, which prevent economical operation, and are badgered and threatened and interfered with by Congressional committees—official and unofficial—who are calling for new investigations and more stringent control, and in the case of the most radical—for Government ownership outright.

After a long period of railroad baiting terminating in complete Government control during the war, Congress, in 1920, passed the Transportation Act, thereby instituting a new national policy in reference to transportation. Sufficient good has developed under this Act to entitle it to further trial. The roads were beginning to reap the benefit of a fair return on their investment, a more efficient, even and adequate supply of cars is in evidence, and so far there has been an absence of strikes. This new policy recognizes the public interest to be paramount, but also emphasizes reciprocal obligations on the part of the public. As confidence is restored, further credit will be available to the roads, making possible added betterments, and bringing about

a constantly improving service, to which the shipping public is entitled. This much-to-be desired condition bids fair to be realized unless certain radical elements in Congress have their way and succeed in so amending the Act that operation under private ownership will be impossible, and thus the issue of Government ownership will be forced.

A broad, sane, constructive, national policy in reference to all methods of transportation in this country should be adopted and adhered to, and this convention should go on record to that effect, and should re-state its unqualified opposition to Government ownership of our railroads.

Your Committee on Transportation, under the efficient and never-tiring direction of H. L. Goemann, has had a busy year. I refrain from detailed mention of the matters handled by this Committee, as its report will present them much better than I could.

#### Telephone and Telegraph

The Committee on Telephone and Telegraph was abolished at the last convention, and its activities combined with that of the Transportation Committee. You will be interested in the report of this Committee's efforts to secure a reduction in telephone and telegraph tolls.

The Almon Bill to abolish taxes on telephone and telegraphic messages is to be re-introduced in the next Congress, and your active support of this measure to



ELMER HUTCHINSON  
Second Vice-President

relieve your business, as well as other lines of industry, from this tax is to be expected. This levy on transportation facilities established as a war measure, as was the tax on freight charges, is an inexcusable toll on business in times of peace.

#### Legislation

During the closing months of the last session of Congress, several bills of vital import to the grain trade were introduced. Among these appeared the Gooding Bill, a price fixing scheme relating to wheat only, and the Norris Bill, an effort to launch the Federal Government in the business of handling all the products of the farm and the consequent elimination of the middleman. Both bills were reported out of the Agricultural Committee of the Senate at the bidding of the Agricultural Bloc, and may have missed becoming laws merely because the insistent demand for credit legislation resulted in the Rural Credits Act securing the right of way. We are assured that these bills, or others of similar tenor, will be introduced in the next Congress.

#### Pooling

During the past year, a Standard Co-operative Bill has been passed in many of the surplus grain producing states. This bill has for its foundation the iron-clad contract reminiscent of The United States Grain Growers, Inc. of malodorous fame. This Co-operative Bill and the Rural Credits Act, and the modified Warehouse Act appear to form three links in a chain of evidence that points to the attempt to organize a vast marketing scheme to be financed this time by the United States Government with taxpayers' money. In other words, a gigantic pool is contemplated—a national monopoly in essential food products which are to be held off the market until the prices are satisfactory to the producers.

Driven from one impractical abortive scheme to another by failure to accomplish anything of real worth to the farmer, the self-appointed, self-ordained leaders of the agrarian interests are making a "last ditch" stand under the banner of "Pooling." This is now the "Great Discovery" which will do away with all the economic inequalities from which the producers are suffering.

Based on the apparent success in pooling products from concentrated areas, and of small volume as compared with grain, it is assumed that a great crop like wheat, of world-wide production, and with a market equally as great, can be so controlled. The details of this marketing scheme will be more fully developed in the report of the Committee on Legislation. That this plan, if it is eventually launched, is foredoomed to failure, is self-evident to practical grain dealers.

### Merchant Marine

A problem which is still before the country and pressing for solution is that of our Merchant Marine. There is an apparently universal demand for a merchant fleet privately owned and operated. The greatest obstruction to the realization of this national aspiration is our maritime laws, which prevent our meeting the fleets of other nations on a competitive basis. The unwisdom of Government being engaged in a private industry, and the enormous waste of Government operation of the present fleet, combined with the necessity of an adequate American merchant fleet for national defense and for foreign trade makes this a paramount question.

Gladstone is reported to have said "If America ever becomes a maritime power, all other nations must take second place," and our own Washington addressing Congress, uttered this warning: "Remember that the nation that controls the sea will control your commerce, and the nation that controls your commerce will dominate you politically."

The Committee on Merchant Marine will cover this matter in its report in a manner which will no doubt

suggestions for changes in the feed rules, which are making their influence felt in transactions in grain products as have the grain rules in their particular field. E. C. Dreyer, Chairman of the Grain Products Committee, who has edited the interesting and valuable page relating to feed rules inquiries appearing during the past year in *Who Is Who* will present these amendments. You will wish to be present and give the careful studious consideration which the importance of this work demands when these reports are presented.

### Arbitration

Commercial arbitration has been given a great impetus in recent years, and more and more is being employed as a means to avoid the vexatious delays and excessive costs of the courts. The Chamber of Commerce of the United States is emphasizing this method of adjudicating trade misunderstandings. The State of New York has recently passed a law setting up an elective arbitration system for settlement of civil cases. That compulsory arbitration has been the very keystone of the arch of accomplishments for the benefit of the grain trade by this Association, would be freely admitted. This reasonable and equitable method of adjusting disputes and disagreements, which must inevitably occur in some degree in a business of the magnitude of the grain business, commends itself.

We can scarcely measure the value to our members in the years of time and the thousands of dollars saved and the ill-feeling and bitterness prevented by these amicable adjustments of our differences by experienced committees of our peers in the grain trade.

During the past year decisions in the courts have

more particularly will report as to the activities of his committee which attended the hearings on the rye grades in the interests of the members of this organization.

### Membership

The "Booster" campaign closed successfully in that the goal of 150 new members was attained and passed by a goodly margin. It is a matter of regret that adverse conditions in the trade render it necessary to report a net decline in direct membership despite the fact that our "Booster" forces carried their objective. To offset this loss, however, we record the affiliation of two organizations which will add much to the strength and prestige of our Association. The Pan Handle Association of Texas voted last June to affiliate with us. This organization is composed of active, aggressive grain dealers in the northern section of the "Lone Star" State.

On August 24, last, the New York State Hay & Grain Dealers Association also voted to unite with us as an affiliated body. This organization is one of the liveliest and most flourishing associations which I have had opportunity to observe in convention during the year. It should add much to our prestige in the eastern section of the country. These affiliations have been approved in regular manner by your Board of Directors.

During the year, either Mr. Quinn or myself has visited practically all of our affiliated organizations while in annual session. It is gratifying to report to you the cordial good will and the spirit of co-operation which we found manifested everywhere towards this Association.

Seven years ago, President Metcalf reported eight



A. J. AMES San Francisco, Calif. S. C. ARMSTRONG Seattle, Wash. W. B. BASHAW Montreal, Que. E. H. BEER Baltimore, Md. B. E. CLEMENT Waco, Texas W. CAREY COOK Fort Collins, Colo. JESSE J. CULP Warrensburg, Mo. I. C. EDMONDS Marcus, Iowa L. W. FORBELL New York, N. Y. H. B. FOWLER Charlotte, N. C.



JOHN S. GREEN Louisville, Ky. W. T. HALE, JR. Nashville, Tenn. MARSHALL HALL St. Louis, Mo. REEVE HARDEN Hamburg, N. J. F. D. JACKSON Tampa, Fla. A. S. MAC DONALD Boston, Mass. H. F. McCARTHY Minneapolis, Minn. J. W. McCORD Columbus, Ohio W. W. MANNING Fort Worth, Texas B. C. MODRE Kansas City, Mo.



W. M. RANDELS Enid, Okla. H. W. REIMANN Shelbyville, Ind. HENRY A. RUMSEY Chicago, Ill. ROBERT RYON Lansing, Mich. H. L. SHELLENBERGER Lyons, Kan. H. M. STRATTON Milwaukee, Wis. C. D. STURTEVANT Omaha, Neb. E. M. WAYNE Delavan, Ill. H. R. WILBER Jamestown, N. Y. GEO. B. WOOD Buffalo, N. Y.

## DIRECTORS OF THE GRAIN DEALERS NATIONAL ASSOCIATION—1922-1923

permit of the expression of your views on this important subject.

### Trade Rules

It is most fitting that the subject of trade rules should be mentioned at this time and in this place, for it was in this city in 1901, that the first suggestion looking toward a working set of rules adapted for universal use of the trade was offered to this association. Who can measure the value of this code of regulations in its influence upon the conduct of the grain business during the intervening years. The degree of honesty and probity in transactions in grain and its products which has increased throughout the years until it has attained the high plane of recent times is due not so much to forces from without but rather to efforts within the trade. To you this will be a self-evident fact upon a thoughtful retrospective view of its history. The grain exchanges, the state associations, this organization—all with established self-imposed rules and compulsory arbitration, fathered and fostered by honorable merchants with high ideals who were in the great majority, have made it difficult for the dishonest unprincipled dealer to thrive long.

C. D. Sturtevant, Chairman of the Trade Rules Committee, during the past year, has handled the exacting work falling to this committee in a most admirable and competent manner. I am sure you have found his column in *Who Is Who* most interesting and instructive. He will offer for your approval some amendments to clarify several important rules. Also from the conference of feed dealers section will issue some

again upheld awards of arbitration committees, and have further fortified the right of an association to expel members for failure to arbitrate or refusal to abide by the awards of its arbitration committees. It is a regrettable fact that there have been within our membership those who had neither the honor nor the courage to meet fellow dealers on the field of arbitration, or having lost their cases were unwilling to abide by the decisions rendered. It is gratifying to note that expulsions for these causes have shown a marked decrease during the past year. As we get further away from the strained conditions of the period of liquidation following the World War we may confidently expect still less need for summary action by our Association in this connection.

No more unselfish loyal service is rendered to us as grain dealers than that given by our arbitration committees. Without any hope of reward, other than the satisfaction of work well done, they spend long hours deliberating on the troubles and problems of fellow grain dealers in the interests of equity and justice. It would scarcely be possible to overemphasize our appreciation of their efforts in our behalf.

### Federal Grain Standards

With the promulgation of standards for the grading of rye on July 1 last, Federal supervision has been extended to cover the grading of most of the important cereals. Bert Dow, chairman of the Uniform Grades Committee, will report in general on the experiences of the trade, coming to his attention during the past year, in reference to grades previously established, and

affiliated state associations, suggesting that the possibility of increase from that source was then about exhausted. Today we have 15 affiliated associations extending from the Atlantic to the Pacific, and we can again venture to say that future expansion in this direction is restricted, but that the dream of the founders that The Grain Dealers National Association should embrace within its ranks practically all grain dealers, and from every section of this broad land, has been brought more nearly to a realization than ever before.

### A Personal Word

In conclusion, I desire to express my heartfelt appreciation for the loyal support accorded me during the past year by the membership at large. Most especially, I am grateful to, and wish to recommend for your hearty approval my associates in the work, all of the officers, directors and committees, both regular and special, who have served with me during the year. All requests for assistance have met with a prompt and zealous response, and your interests have not suffered through any neglect or lack of fidelity on the part of those whom you have called to your service. Time forbids a roll call of all of those splendidly loyal men but you know each and every one of them and I bespeak for them a word of appreciation for their work in your behalf as you have opportunity here or elsewhere.

I cannot refrain, however, from calling special attention to the service which A. E. Reynolds is rendering us in legislative matters. With Congress adjourned you might imagine that he has had a quiet uneventful year. On the contrary, he has given much time to

the consideration of affairs in the making and of much interest to the trade as a whole. He is still "the watchman in the tower" on guard to foresee and forestall danger.

I want to add my word to the marks of appreciation shown in past years to H. L. Goemann for his labors on our transportation problems. He has travelled great distances and spent much time this past year in our behalf as will be apparent to you upon the reading of his report. His is a truly disinterested and whole-hearted service for which we cannot be too grateful.

I could not bring this report to a fitting conclusion without expressing most sincere praise of our secretary. In Mr. Quinn this Association has an ideal officer. His faithful untiring efficient efforts in the interests of the grain trade through the instrumentality of this Association is everywhere recognized, but no one can know just the measure of his value to this organization until he stands in the position of its chief elective officer. I can subscribe most heartily to the public expressions of former executives, in that, with his guiding hand on the helm, with his knowledge of the work and his experience gained throughout the years spent in your service no president can fail utterly and the affairs of the Association will not be permitted to lag or decline through the inability or remissness of any individual.

I desire to express on behalf of this Association our most hearty appreciation to the grain trade papers for their loyal and courageous support of our work and their able and intelligent defense of the grain trade at large. They are the leaders and molders of our thought. We cannot do without them, and we would not want to try to do so. They are invaluable to the conduct of the grain business of today.

#### Conclusion

I have attempted in this report to hold up before you, as it were, a mirror in which you might catch a fleeting glimpse of present day conditions, and a brief review of the activities of the Association during the past year. The details of this work will be much more effectively presented by the chairmen of the various committees. Now, if ever, since the organization of this body, it behooves the grain and feed interests to maintain a united front. Our past record speaks for itself. That there is much important work ahead of us, however, must be apparent to each of you. I call upon you to pledge yourselves anew to the loyal and hearty support of this Association in its labors in behalf of the grain trade that it may go forward to still more worthy and glorious accomplishments.

**The President:** Immediately upon convening this afternoon we will announce the special committees of the Convention. At this time we will have the report of our secretary, Mr. Quinn.

#### ANNUAL REPORT OF SECRETARY QUINN

**Y**OUR secretary, in presenting his tenth annual report feels the necessity of asking your indulgence for what may seem to be its great length. Each year he makes an effort to condense but he always finds, upon checking up the activities of the last 12 months, there are many things that require mention and that cannot very well be ignored. I shall endeavor, however, to make the report as interesting as possible.

Since the annual meeting at New Orleans a year ago there has not been much activity, in a legislative sense. Congress, for the first time in 10 years, has been on a vacation. This has given the country a short respite from legislation, but to make up for it there promises to be a renewal of agitation and a plethora of bills to "help the farmers" notwithstanding that Congress devoted most of its last two sessions to the discussion and enactment of measures for the relief of agriculture.

Laws have recently been passed extending almost unlimited credit to farmers. There have also been a tariff law practically excluding the importation of foreign grain; a law to secure for co-operative companies immunity from the provisions of the Sherman Anti-Trust Act; a law amending the Warehouse Act and a law giving the Secretary of Agriculture control over future trading.

In addition to all these there has been a campaign started to induce the people to "Eat More Wheat," and there is an agitation to withhold from the market 200,000,000 bushels of wheat in the vain hope that somehow and in some way this will help the situation.

A. E. Reynolds, chairman of your Legislation Committee, will have much to say about the situation. He has been in close touch with it. Your secretary does not wish to enter too deeply into a discussion of the subject because he would necessarily be traversing much of the ground which will be gone over by him.

However, he feels obliged to take cognizance in a general way of world conditions simply to show their relation to the grain trade. Only in that way, it seems to him, can the members of the Association obtain a true perspective and realize what it is that is causing all the agitation.

#### Changing World Conditions

Ever since the beginning of the world war in 1914, and indeed for some years previous to that eventful year, there was observable in all activities of life—politics, business and art—a distinct tendency toward

change. The war, we now know, but hastened this movement. The world seemed to have entered a period of mental agitation and groping for something new. The old forms would no longer satisfy. No one knew how to change the situation unless by the substitution of other forms far more dangerous and of much less utility than the existing ones. To give you an idea of the mental degeneracy into which the so-called intellectual leaders had fallen I quote a paragraph from a thoughtful writer who visited New York in the early part of 1914. He said:

"One of the youthful book reviewers can see nothing in literature except books that few can understand. He thinks it is intellectual. He does not know that he is only teething. Another column philosopher groans daily at the futility of finding a religion. What he needs most is a barber. All the plays in New York today are scoffed at unless they come from some sex starling in the Balkans. If an audience understands a play and enjoys it—it is immediately called 'hokum.' Art exhibits are unworthy unless the paintings represent an orphaned amoeba squirming in a pool of tar. The portrait of a tree or a horizon inspires ridicule. And the painter should be one who has choked his wife in public, or has done some other playful thing."

You may ask what all this has to do with the grain business. I reply that I am but endeavoring to show that the whole world was unstable; that it was slipping its cable and drifting from the old moorings. The caustic observation I have quoted contains much truth. It gives a mental picture of the intellectual anarchy that prevailed just before the war. And that anarchy was general. It was not confined to art. It expressed an universal condition. Business, politics and the professions were all having the same experience. There were rebels everywhere and they had been gathering for a decade.

About every so often a great human movement like this begins, runs its course and then subsides. When this agitation and unrest are seething all sorts of experiments—political, economic and artistic—are tried upon the helpless public. The grain men are today only some of the many victims of this unrest. No business is immune.

#### Farmer Agitation but one Phase of Unrest

The country is going through one of these visitations. The agrarian agitation is but one manifestation of the phenomenon. The toppling of thrones in Europe has let loose a flood of schemes to remake the world. What the people of Europe experienced after the French Revolution is now the common experience of mankind in all countries of the globe.

To understand the present situation the historic background must be studied. Mass psychology is always blind, unreasoning, inconsistent, destructive and unintelligent. It strikes out blindly. It knows but one thing—how to destroy. It sees only the defects that are present in all human institutions. In its blind fury it would tear down, but it has no program to rebuild. Constructive thought is a product of peace, order and security.

Most of the proposals that are being advanced to change existing institutions would not do credit to the intelligence of a child. And this can be understood when attention is directed to the abnormal times in which we live. A world that will abandon music for jazz, art for cubism, the church for the movie, is not likely to make any lasting contributions to economics.

A youthful farm agitator, fresh from an agricultural school, and going forth into the present world of instability, may have an abiding faith in his own prowess but he need not be surprised if his proposals to change a tested distributive system are not accepted by men who have given the best years of their lives to its evolution and perfection. He must not take umbrage if he is gently reminded that what he mistakes for intellect is only mental teething.

Grain men should not lose their tempers in the present crisis. They should not become angry or disgusted or combative. They should remember that when intellectual anarchy reigns not even the multiplication table is safe from attack. When young men just out of school and filled with the "holy fire of a great mission" proclaim that the Constitution of the United States is "out of date," there is no great cause for alarm, but when they seek to replace it by a system that is a combination of bureaucracy, paternalism, socialism and government ownership they should be told that they are not making any contribution to human progress because all of these things have been tried over and over again and always with the same direful results.

#### Present Public Obsession for Change

We will come safely through our present troubles but we must have patience. It takes time for the lava to cool after a world eruption. The public mind with which we have to deal is still a jazz one. Its obsession is still "change for the sake of change." The war and its aftermath have left a legacy of turbulent thinking. That is the true explanation for the fomenting brotherhood and sisterhood of communists, sentimentalists, socialists, internationalists, parlor Bolsheviks, misguided organized minorities, co-operatives, government ownership cranks and self-appointed censors.

It explains why a new scheme is advanced in the

morning for the destruction of the middlemen and why the scheme is abandoned before night. And it explains why there is another one the next morning. It explains also why so many bills are introduced in Congress calling for the safeguarding and enrichment of one class of citizens at the expense of another class. It explains the bills that promote paternalistic schemes that could do nothing but waste more of the taxpayers' money and send the country further down the road to bureaucracy. Finally it explains why there is being jammed down the public throat so many ill-advised socialistic, and paternalistic laws that their immature and misguided advocates fondly imagine will cure poverty, high prices, low prices, risks in farming, imperfect education, small earnings, European distress, illness, war and all the other troubles of the human race.

As your secretary stated at the outset this tendency to change had its inception before the war but the prolonged and bitter conflict in Europe brought it to a head. It exhausted the people and destroyed their natural resistance to agitation. The cry of "making the world safe for democracy" and the "war to end war" as well as the glib and thoughtless reference to a "change in human relationships" that was to be the outcome of the bloody conflict, gave the agitators and the whole horde of half-baked economists their chance. And they have improved it.

In the field of business they have, perhaps, made the loudest noise. In previous agitations the agrarian leaders blamed the railroads and the gold standard for the troubles of the farmers. The control of the carriers by the Interstate Commerce Commission prevented a repetition of the old populist agitation and the money inflation in Europe stopped the resurrection of the Wall Street dragon. But the world was in a state of unrest. The craving for change in every human activity was not to be denied. Someone hit upon the "grain middleman" as a shibboleth and he became the victim.

#### A Very Distinct Difference

Because it was found possible to co-operate successfully in the fruit industry in California it followed, of course, that grain, raised throughout almost the whole of continental America, could be marketed in the same way. This showed the immaturity of the men who were leading the movement. They had not even reached the teething period in economics.

Your secretary will not attempt to show that the reasoning of the farm leaders is unsound. He will quote from an unbiased source, from one who has no interest in the question aside from obtaining the truth. T. N. Carver, agricultural economist and professor of political economy at Harvard University, has recently written an article on co-operative marketing in which he shows that it is childish to compare the marketing of raisins, nuts and oranges with that of wheat, corn and oats. Prof. Carver says that marketing staple or basic products like grain involves problems that are not at all present in the marketing of agricultural "specialties" like oranges, nuts or raisins, a demand for which can be created by advertising. The consumption of these three fruits may be doubled, trebled or quadrupled in a few years because many thousands of people do not now eat them at all. "Orderly marketing" as applied to these products may be successfully followed, but when it comes to grain which is on a world level and in competition with the surplus grain from many other countries, the case is altogether different. Prof. Carver says:

"With respect to wheat, it has been shown by every honest investigation that has been made of the question that, taking one year with another and averaging things up, the farmers who sell their wheat directly from the thresher make rather more money than those who try to hold it for what is called orderly marketing. By selecting special years, of course, you can show the contrary, but that is not a fair or a scientific way of reasoning.

#### The Speculator and the Farmer

"The reason for this is the presence of the speculator, who, contrary to popular impression, benefits the farmer and does not injure him. If the indications are that wheat will be high in February or May, the professional speculators are quite as likely to know this as anybody else. If they are convinced that wheat will be high in February or May, they will bid for it in September. Sometimes the speculators miss their guess and pay so much for it in September that they lose by holding it. Sometimes they also miss their guess in underestimating the price that will probably exist in February or May. If so, they bid cautiously in September, and wheat brings a lower price than later events will justify. In that case those speculators who fail to bid and fail to get all the wheat they could handle in September lose the money they might have made if they had bid a little more boldly in September.

"The real problem resolves itself into this: Are farmers, either individually or organized, in a better position to judge the course of prices than the professional speculators are? If so, they will make money year after year by studying the market and selling the wheat at just the right time. If not, they will do better to sell to the speculators, who are so numerous that there will always be somebody who will bid as high for wheat in September as the in-



dications will justify. The same is approximately true of cotton."

The views of Prof. Carver, as he outlines them here, are the same as those of every scientist and student who has given close attention to the subject. They are the views of men of trained minds who see things as they are and who are not actuated by selfish or political motives. Such men are called "conservative" because they are opposed to radical departures from recognized customs and institutions. They are accused by the thoughtless and the ignorant of being opposed to all changes merely because the alternatives offered are seldom as acceptable as the institutions they would displace. They oppose the uprooting of the growths of centuries unless the things presented as substitutes are of greater utility. Because a certain number of individuals think they can build a better structure than the present one it does not follow that they can simply because their ideas are new. There is no more abused word in the language than that of "conservative." What it really means is that we should never destroy for the mere sake of destruction.

#### Co-operative Class Legislation

This observation has special significance in the consideration of the co-operative program. The leaders of the farm movement would destroy the middleman and replace him with a system far more wasteful and much less democratic. Their attempt last winter to secure the enactment of co-operative marketing laws in most of the granger states shows the lengths to which these leaders would go. These bills, some of which were passed without amendment in a number of states, are without precedent in the history of class legislation. After driving the farmers into these so-called co-operative companies by a system of blackmail, the leaders would bind them for a term of 10 years to deliver their products, not to the highest bidder, but to these impractical visionaries who know nothing about the merchandising of grain. To strengthen their position they would impose a fine of \$500 on anyone who would dare to tell the farmers that they had made a mistake. The price to be paid to the producers for their grain was of minor importance. It was simply to be the market price "after all expenses of merchandising" were deducted.

Where could one find a better illustration of the unrest and disorder of the times? There is nothing in the artistic world that compares with it for intellectual anarchy. Here is a scheme proposed to replace a system that has been the growth of years and it was offered to the farmers right at the time when the Joint Commission of Agricultural Inquiry, after a whole year of research and the expenditure of much money, had reported that out of every 100 cents paid in 1921 by the housewife for bread, the grain dealer and the flour miller together received only 3.4 cents, the remainder, or 96.6 cents, being shared by the wheat grower, the railroads, the baker and the bread retailer!

It does not seem possible that these men, calling themselves leaders of a movement, can be unmindful of the fact they are pursuing a course which is bound to be subversive of the farming interests of the country. The only explanation your secretary can find is the one stated at the outset of this report, namely the human society is at present in a state of flux. It seems willing to "try anything" provided the panacea is put forward with a show of sincerity and an outburst of passion. There are cubists and post-cubists in economics as well as in art.

#### More Co-operative Legislation in Prospect

The next session of Congress, it would seem, will see more co-operative legislation, or at least an attempt at more. The Government, it has been announced, will be called upon to provide money and authority for the construction of elevators or warehouses for the storage of grain, notwithstanding that there is never a time when all of the present available storage at terminals is in full use. What the leaders of the movement now appear to be aiming at is to duplicate the existing warehouse facilities and at the taxpayers' expense. In addition to this, they will call upon the Secretary of Agriculture to designate warehouses on farms as Government bonded warehouses and to set up machinery to provide for farm inspection and warehouse administration, this to be done under the authority of the amended Warehouse Act.

Your secretary will not go into this phase of the subject but leave it to Mr. Reynolds, as well as the matter of price-fixing, an attempt at which will without doubt be again made by the Farm Bloc at the next session. The mere fact that there should be offered as a solution to farmers' troubles such a remedy as price-fixing, and that this should be seriously considered by Congress, illustrates in an illuminating way the present state of the public mind. How the Government can fix the price of wheat without controlling the production has never been explained, and yet men calling themselves leaders do not hesitate to commit their country to such bureaucracy. In President Roosevelt's day he referred to the "lunatic fringe" that preyed upon Congress. The "fringe" has grown since the war. Today it seems that a great number of the law makers have become mentally frayed by their contact with the eruptive forces of society.

Your secretary will conclude his reference to legis-

lation by stating that the Capper-Tincher bill, the county agents, the Federal Trade Commission and the interpretation of the Internal Revenue Department in the matter of taxing cash grain sales for deferred shipment will all be discussed by Mr. Reynolds in his usual forceful and able manner.

#### Transportation

Henry L. Coemann, chairman of the Transportation Committee of the Association, has been active during the year and will have an interesting report for the convention. He will tell you about the investigation by the Interstate Commerce Commission into leases of property owned by carriers and rented to shippers at nominal rates. The Commission has notified the railroads that they must, when leasing land to shippers, obtain terms no less favorable than would be secured under similar restrictions and conditions were the land owned independently of the railroad. The Commission states that the granting of such favorable leases are violations of sections 2, 3 and 6 of the Interstate Commerce Law and of the Elkins Anti-rebate Act.

The decision of the Commission is of much value to the grain trade. It warns the railroads that they must charge a reasonable rental for the use of their property. The carriers must not lease at nominal figures nor must they charge more than the land is worth.

The trade has not been finding fault with the leases made by the carriers at a "nominal" rental. The difficulty has been just the reverse. The railroads have been charging more than the land was worth based on a 6 per cent valuation. However, the decision of the Commission is important in that it states that the carriers must not lease their property at too low a figure nor presumably at too high a one. The Commission states that it has no control over



SECRETARY CHARLES QUINN

leases, except in an indirect way, that is, in cases only where the Interstate Commerce Act is violated.

Mr. Goemann will also draw the attention of the convention to the now famous McCaull-Dinsmore decision of the United States Supreme Court. In this decision the Court held that the carrier was liable for the full "actual" loss resulting from the damage or destruction of freight committed to its care for transportation.

The old bill of lading, which was in effect for many years, provided that "the amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property at the place and time of shipment." In other words, the bill of lading specified that in case of the loss or damage of goods in transit the liability of the railroad should be the invoice price.

The Supreme Court completely set aside this contention in the McCaull-Dinsmore case. In this decision the court held that the shipper was entitled to the "full actual loss." His "actual loss" might be the invoice value or it might be the value at destination, but in any case the carrier must reimburse the shipper for the "actual loss" suffered by the latter.

Mr. Goemann is experiencing considerable difficulty in compelling the carriers to live up to the spirit of the court's decision. Some of the railroads are still paying claims on the basis of the invoice value, while others contend that the market value at destination, when and in the condition the shipment should have arrived, is the proper settlement basis. The Association is insisting upon a compliance with the court's decision in all cases. The railroads should and must pay the shipper just what he lost, no more and no less, by the failure of the carrier to deliver the goods entrusted to it for transportation.

An important matter to which Mr. Goemann has been giving attention is that of freight rates. He is,

of course in sympathy with the efforts of the farmers to secure cheaper freight rates, provided the efficiency and solvency of the railroads can be maintained. The extravagant statements of Senators Brookhart and Shipstead concerning railroad valuation and reductions in rates do not find sympathy with any representative member of the Association. Mr. Goemann will go into this matter fully in his report and tell you what he has been doing as your railroad representative to help allay the clamor for material reductions in freight rates. He is convinced that much of the agitation to change the present transportation act is insincere and is really intended to make private ownership of the roads impossible.

The matter of claims for shortage in weight has received much attention from Mr. Goemann since the New Orleans convention. The problem seemed to be eternal and a never ending bone of contention between shippers and carriers. The difficulty, however, appears nearer of solution now than at any time in the past, due entirely to the efforts of Mr. Goemann and his committee which, last summer, held important conferences with representatives of all the railroads. A full report of these conferences and the net results will be given this convention by the chairman of your Transportation Committee.

#### Telephone and Telegraph Service

At the New Orleans convention there was discussed the matter of a reduction in telephone and telegraph rates and Mr. Goemann, who has all telephone and telegraph matters in charge, was instructed to make an effort, in conjunction with other interested organizations, in securing, if possible, a substantial reduction in the existing tariffs. On January 15 a committee of six, of which Mr. Goemann was the chairman, went to New York and held a conference with E. K. Hall, vice-president of the American Telephone & Telegraph Company. On the following day they met with officials of the Postal Telegraph & Cable Company. The other members of Mr. Goemann's committee represented various associations that are extensive users of wire service.

Mr. Goemann will give the convention a full report of this meeting and its result. The wire companies stated that they were unable to give the public a reduction in rates at this time on account of the high cost of labor and the cost of materials that entered into new construction and repair work. It was to bring this matter to your attention and to meet one of the officials of the American Telephone & Telegraph Company that your secretary asked Eugene S. Wilson of New York city, vice-president of the company, to come to Des Moines and address you. Mr. Wilson will no doubt be glad, at the conclusion of his address, to answer any questions that you may see fit to ask him regarding rates and service.

Although Mr. Goemann was unsuccessful in securing a reduction in telephone and telegraph rates at this time, he is seeking to obtain the elimination of the war tax on telephone and telegraph charges. This tax amounts to approximately 15 per cent of the tolls charged. An earnest effort is to be made by the National Association and its affiliated bodies, in co-operation with about 20 organizations that are interested in the abolition of the tax, to secure the passage of the needed legislation. Congressman Edward B. Almon, of Alabama, introduced a bill in the last Congress that would, if passed, have wiped out the tax. The bill did not become a law owing to the opposition of most of the members of the Ways and Means Committee. As the nation piled up a big surplus last year it is thought that the chances of securing the passage of the bill at the next congress will be much better. Mr. Almon is ready to reintroduce his bill as soon as the new Congress convenes.

#### Trade Rules

C. D. Sturtevant, chairman of the Trade Rules Committee, will present to the convention several changes in the trade rules. Among these suggested changes are substitutes for the present trade rules Nos. 6 and 7, these rules relating respectively to incomplete shipments and incomplete delivery.

Mr. Sturtevant has spent considerable time in framing these substitutes. Before offering them to the convention he consulted by letter the chairman of the various arbitration committees as well as the members of his own Trade Rules Committee. The two substitutes are, therefore, the result of considerable correspondence and they represent the best thought of the men who are daily coming in contact with the problems of billing instructions and incomplete shipments.

The present rules Nos. 7 and 8 have never been entirely satisfactory, though they have been amended from time to time. Many arbitration disputes have arisen through misunderstanding between the buyer and the seller over their respective rights under the two rules. Mr. Sturtevant did not attempt to patch up the present rules. He rewrote them entirely and he has, it would seem, definitely fixed the responsibility of both parties to a trade.

When Mr. Watkins was elevated to the presidency of the Association at the New Orleans convention a year ago, he appointed Mr. Sturtevant his successor as chairman of the Trade Rules Committee. Mr. Watkins had devoted much time in an effort to enlist the interest of all the members in the trade rules so that the number of arbitration disputes would be reduced

to the minimum. In this work he was eminently successful. He it was who popularized the questions and answers column in *Who is Who in the Grain Trade*. This brought the trade rules directly to the attention of the members. The number of questions asked gradually increased until it seemed that all members were anxious to know just what the rules provided.

Mr. Sturtevant has ably carried on the work of answering questions propounded by the members. He is one of the ablest chairman the Trade Rules Committee has ever had. His replies to questions have been clear and concise and they have enabled many members to steer clear of trade disputes.

This convention will also be asked to give its approval to a number of proposed changes in the feed rules. The United States Feed Distributors Association, which is holding its annual meeting in Des Moines today, will revise its trade rules governing transactions in feedstuffs. Tomorrow (October 2) there will be a group meeting of feed and grain dealers held in this hotel. This group meeting will consider the changes proposed by the United States Feed Distributors Association and on Wednesday morning, October 3, the changes approved by the United States Feed Distributors Association and the group meeting, will be presented to this convention for adoption.

Several years ago the officers of the Grain Dealers National Association conceived the idea of bringing the feed interests of the country into closer contact with the grain dealers. This is because many grain dealers also handle feed. Two feed organizations were affiliated with the National and a Feed Arbitration Committee appointed to handle disputes arising among feed dealers. The arrangement has worked out in a most satisfactory manner to all concerned. The feed dealers are now for all practical purposes members of the Grain Dealers National Association though they enjoy complete autonomy and conduct their feed business in accordance with their own feed rules.

The effort to bring about uniformity in trade rules was encouraged during the year by the Merchants Exchange of Memphis, Tenn. This exchange on February 23 voted to amend their grain trade rules so as to make them conform to the trade rules of the Grain Dealers National Association. Each year sees one or more of the exchanges fall into line.

### Arbitration

The following is a detailed statement of the work of the seven Arbitration Committees and the Arbitration Appeals Committee in the last year.

Number of cases at the beginning of the convention year .....	48	
Number of new cases filed during the year..	81	
		129
Number of arbitration decisions during the year .....	43	
Cases withdrawn .....	10	
Cases settled direct .....	16	
Cases dismissed .....	10	
Expulsions for refusing to arbitrate or for refusing to pay arbitration awards.....	6	
Cases pending .....	44	129
Appeal Cases pending at the beginning of the convention year .....	3	
Cases appealed during the year.....	13	16
Appeals decided during the year.....	7	
Appeal cases withdrawn .....	6	
Appeal cases pending .....	3	16

It is pleasing to note that the number of arbitration disputes continues to decline. There were but 81 cases filed during the last year as compared with 110 for the previous 12 months and 157 cases in 1921 following the rapid fall in grain prices from war levels. It is a source of gratification to be able to present these facts to the convention. The grain trade is again approaching the normal as is shown by the number of expulsions from the Association for refusal to pay arbitration awards or for refusal to arbitrate disputes. The directors were called upon to expel but six members since the last convention, whereas the expulsions in the previous convention year were 18 and in 1921 they reached the quite alarming number of 23. The six members that were expelled during the last year are:

The Wright Milling Company, Bluefields, W. Va.; The Lexington Mill & Elevator Company, Lexington, Neb.; W. L. Perkins Grain Company, Oklahoma City, Okla.; The Port Huron Grain Company, Port Huron, Mich.; The Export Grain Company, Sterling, Colo.; The Riegger Grain Company, Minneapolis, Minn.

The work of the arbitration committees during the year has been excellent and the chairmen of the seven arbitration committees and the appeals committee have all labored in harmony and with the one idea of expediting the cases as much as possible.

### Final Decision in the Paddock-Hodge Case

In my last two annual reports attention was directed to the Paddock-Hodge case which has finally been definitely settled by the courts of Ohio. This case is known on the records of the Association as *The Park & Pollard Company, of Boston, Mass., vs. the Paddock-Hodge Company, of Toledo, Ohio*. Your secretary will now, for the benefit of the convention, record the final chapter in this case which has become one of the most famous in the annals of the grain trade.

In 1921 one of the arbitration committees of the Grain Dealers National Association gave a decision

in favor of the Boston concern in an arbitration case. The amount involved was \$3,840. The Paddock-Hodge Company, which lost the arbitration case, refused to pay the award and the directors of the National Association voted to expel them. The Toledo company asked the Common Pleas Court in Toledo to enjoin the Association from carrying out the expulsion order. The court dissolved the temporary restraining order and the Paddock-Hodge Company promptly appealed to the Circuit Court of Appeals. This court upheld the decision of the Common Pleas Court. The Paddock-Hodge Company then took the case to the Ohio Supreme Court and were again defeated, the highest court in the state refusing to interfere with the expulsion. After this decision of the Ohio Supreme Court the Paddock-Hodge Company were expelled from the Grain Dealers National Association.

The Park & Pollard Company then brought suit against the Paddock-Hodge Company to collect the award of the Arbitration Committee. The Common Pleas Court, where this civil action was tried, gave the Boston concern a judgment for the full amount. An appeal was taken to the Circuit Court of Appeals and this court upheld the decision of the Common Pleas Court. In asking for a reversal of the judgment of the lower court the attorney for the Paddock-Hodge Company set forth the plea that the case should be tried in the regular manner provided by the civil statutes. In other words, he contended that the case should be decided by a jury the same as any other action brought to recover money. He took the position that the court had no authority to enforce the decision of the Arbitration Committee of the Grain Dealers National Association or any other body not recognized as a legal tribunal.

Both the Circuit Court of Appeals and the Ohio Supreme Court overruled this contention on the



GRAIN MERCHANTS OF PEORIA, ILL.  
They brought the 15-foot, two-inch corn stalk

ground that when the Paddock-Hodge Company submitted its dispute to an arbitration committee of laymen and agreed to abide by their award, they surrendered their right to have the controversy decided by a civil court.

### Compulsory Arbitration Strengthened

The decision of the Ohio Supreme Court places compulsory arbitration on a higher plane than ever. The Court held that when the Paddock-Hodge Company signed the arbitration contract the concern yielded to the arbitration committee the power to determine whether the case should be tried by the technical terms of law or by the equities growing out of the transaction. In other words the decision of the Court is to the effect that by submitting its claim to arbitration the Paddock-Hodge Company surrendered its right to have its case tested by the legal rules, but that instead the company had sought relief in justice and equity according to the interpretation of laymen of the defendant's own selection. Having elected to pursue this course, the Court held the finding of the arbitrators is conclusive upon the Paddock-Hodge Company in the total absence from the proceedings and the award of partiality, fraud, misconduct or manifest error. Under the terms of the submission the arbitrators had the power to disregard any strict legal right or objection, and adjust the matters in dispute on the enlarged principles of justice and good conscience, for where arbitrators, knowing what the law is, or leaving it entirely out of their consideration, make what they conceive under the circumstances of the case to be an equitable decision, it is no objection to the award that in some particular point it is manifestly against the law.

The decision of the Court means in plain, every day language that when a grain dealer loses an arbitration

case the one who obtains the award may simply bring suit to collect the judgment of the arbitration committee. He is not required to sue in the regular way and contest the case all over again before a civil court. All he has to do is to show the court that he received a judgment from the Arbitration Committee, that the judgment was obtained according to the arbitration rules of the Grain Dealers National Association, that the loser in the case had agreed to arbitrate and abide the arbitration award, and that there was no fraud, partiality, misconduct or manifest error in the arbitration decision. That is enough for the court which will promptly order the litigant to pay the award.

After two years of legal fighting the Paddock-Hodge Company is just where it started and it must pay to the Park & Pollard Company the full amount of the arbitration award. The Toledo concern went from the Common Pleas Court to the Supreme Court in the injunction case, losing in all courts. They could not prevent their expulsion from the Association. Then they went back over the same route in the civil case to prevent the collection of the award and they lost in all of the tribunals again, being compelled finally to liquidate the judgment of the Arbitration Committee.

This closes the last chapter in this now famous case. The Toledo dealers have unwittingly helped to rivet tighter the steel bands that bind the compulsory arbitration structure. They have performed a distinct service to the grain trade, though when they started out their object was to work the Grain Dealers National Association, or at any rate to render impotent its strongest and best feature.

### Suggested Change in Time Limit for Filing Arbitration Cases

Your secretary at this point in his report desires to make a number of recommendations to the convention. Time and experience have shown the necessity of some changes in the arbitration rules. The first change is respectfully submitted as follows:

Section 1 of Article V of the Arbitration Rules reads: "Complaints shall be filed with the secretary of the National within six (6) months of the expiration of the contract on which the dispute occurs."

This rule should be changed to read "one year" instead of "six months" because one-half a year is sometimes too short a time in which to compel a member to file an arbitration case. At the New Orleans convention a year ago the rule was changed to read "six months" but experience has shown that this may work an injustice in some instances. There are cases where a litigant has not really been able to bring a case within six months because he has been in correspondence with the other party to the dispute and has had every reason to believe that the case would be settled by compromise or otherwise or by the payment of the full amount of the claim. He did not wish to begin arbitration until he had exhausted every other effort. In cases of this kind it is working a hardship on him to refuse to take his case after six months from the expiration of the contract on which the dispute arose. Your secretary has in mind one controversy where one of the litigants, knowing that the case would be "outlawed" after six months, kept up the correspondence and led the other party to the dispute to think that he was going to make a settlement. After the six months period had elapsed he refused to arbitrate and we could not compel him to submit his difference to the Association.

All grain firms keep their business records for a year, or at least they ought to, and the change suggested by your secretary will be fair to all. Until a year ago there was no rule governing the length of time within which a member must begin an arbitration case. This enabled some members to bring up cases that were three or four years old. That was an injustice to defendants who might have destroyed their records and were thus unable to defend themselves. It was proper that a rule limiting the time for the filing of cases should be written but the rule ought to be a reasonable one, and your secretary believes that one year instead of six months will come more nearly applying justice to all litigants.

### Another Suggested Change

Your secretary would also ask the convention to authorize him to change Section 7 of Article VI of the arbitration rules, ninth line, to read "Article 4, Sections 6 and 7," etc., instead of "Article 6, Sections 6 and 7" etc. This appears simply to be a typographical error that has been in the arbitration rules for some years and was not noticed until a dispute arose over the power of the secretary to extend the time for the filing of appeal papers.

This dispute over the filing of appeal papers compelled your secretary to take up the matter with the Board of Directors and secure their authority to permit the filing of such papers after the regular time limit expired. Section 6 of Article VI, of the arbitration rules reads:

"Section 6. The time limit as specified in sections 3, 4, 5 and 7 of this article may, for good and sufficient reasons, be extended by the National secretary."

Sections 3, 4, 5 and 7 referred to in the above relate to the filing of arbitration papers. There is no direct reference made in the rules to the extension of time for the filing of appeal papers. An appellant,

having filed his reasons for appealing a case, waited until the 10 days allowed for the filing of the answer had elapsed and then he demanded payment of the award on the ground that the appellee had forfeited his right to appeal. The appellee in this particular case had been ill and unable to prepare his answer within the 10-day time limit. Your secretary granted him an extension of time but the appellant demanded a default judgment. The Board of Directors refused, of course, to give it to him. The whole controversy arose over the absence from the arbitration rules of a specific provision giving the national secretary authority to extend the time for the filing of appeal papers. He has this authority in the filing of papers for the arbitration committees and it is simply an oversight that he cannot give a litigant an extension in an appeal. It was never the intention of the Association to grant the authority to the secretary in one case and withhold it in the other. Few cases go to either the arbitration committees or the appeals committee on time. They are held up from various causes and the secretary must be permitted to use his judgment in the granting of time. When he is convinced that a litigant is acting in good faith it



THEY JUST LEFT THE CONVENTION HALL  
F. E. Glover, Henry H. Bingham, Harry Williams

would be an injustice to refuse to give him an extension. Your secretary would respectfully suggest that Section 6 of Article VI, already quoted, be made to read as follows:

"Section 6. The time limits specified for the filing of all arbitration and appeal papers may be extended by the National secretary for good and sufficient reasons."

#### Arbitration Affecting Affiliated Members

While your secretary is discussing the matter of changing the arbitration rules he wishes to bring to the attention of the convention a change that is desired in sub-section 3 of Section I, Article II of the constitution of the Association. This sub-section now reads as follows:

"3. Country grain shippers who are members of an Association, affiliated with this Association, shall be affiliated members of this Association; but Receivers, Track-buyers, Brokers, and others who are eligible to direct membership in this Association shall not by reason of their membership in an affiliated Association be entitled to the rights and privileges of affiliated membership in this Association."

Your secretary would respectfully suggest that the following sentence be added to this sub-section just quoted:

"Provided, however, that such members are subject to the arbitration rules of this Association."

This change is needed because of a question that arose during the last year over the responsibility of a member of an affiliated Association doing business in a terminal market. A direct member of the National Association asked for arbitration with this affiliated Association took the position that the affiliated member against whom complaint had been made was not amenable to the compulsory arbitration rule. He quoted the section which has been given here to show that while this dealer belonged to his organization no direct member could compel him to arbitrate for the reason that he "was not entitled to the rights and privileges of membership in the National Association." The affiliated member was a receiver and, therefore, "eligible to direct membership in the National." He had, however, chosen to join the affiliated Association instead of the National.

The position taken by the secretary of the affiliated Association is untenable, your secretary believes. There is no doubt that it is the intention of both the National and all affiliated bodies to have direct, universal compulsory arbitration. The secretary of the affiliated Association, it is plain, makes a distinction between his country shippers, and those terminal market dealers who belong to his Association but not to the National. He enjoins compulsory arbitration upon the one but not upon the other, because the

above quoted rule states that all receivers, track-buyers and brokers who join his Association are not entitled to the rights and privileges of affiliated membership in the National Association.

There is no doubt that the "rights and privileges" mentioned in three sub-sections meant the right to vote the same as direct members, the right to have their names printed in the standing list in *Who is Who in the Grain Trade*, etc., and not the right to escape from arbitration.

Your secretary believes that no association affiliated with the National has the right to exclude any one of its members from compulsory arbitration. Every affiliated member should be on the same plane of responsibility with reference to this and hence the necessity of making it so plain that hereafter there will be no question about arbitration with any terminal market dealer who joins an affiliated association and neglects to take out a membership in the National.

#### Membership

The following is a statement of the membership of the Association—direct, associate and affiliated:

<b>DIRECT AND ASSOCIATE</b>	
Number of direct and associate members reported at the last convention.....	1,583
Direct and associate members secured since the last convention.....	158
<b>Total</b> .....	<b>1,741</b>
Direct and associate members lost during the year.....	367
<b>Direct and associate members on October 1, 1923</b> .....	<b>1,374</b>
Direct and associate members in good standing on October 1, 1923.....	1,291
Number of delinquents .....	83
<b>Total</b> .....	<b>1,686</b>
Net decrease in direct and associate members during the year, 209.	
<b>Direct Members</b>	
Direct members reported at the last convention .....	1,533
Direct members secured since last convention .....	153
<b>Total</b> .....	<b>1,686</b>
Direct members lost during the year.....	356
<b>Direct members on October 1, 1923</b> .....	<b>1,330</b>
The losses of direct members were from the following causes:	
Resignations .....	187
Dropped for non-payment of dues... ..	98
Gone out of business .....	64
Expelled .....	6
Dropped for violation of Section 5 of the Grain Standards Act.....	1
<b>Total</b> .....	<b>356</b>
Direct members in good standing on October 1, 1923 .....	1,249
Number of delinquents.....	81
<b>Total</b> .....	<b>1,330</b>
Net decrease in direct members during the year, 203.	
<b>Associate Members</b>	
Associate members reported at the last convention .....	50
Associate members secured since the last convention .....	5
<b>Total</b> .....	<b>55</b>
Associate members lost during the year .....	11
<b>Associate members on October 1, 1923</b> .....	<b>44</b>
Associate members in good standing on October 1, 1923.....	42
Number of delinquents .....	2
<b>Total</b> .....	<b>44</b>
Net decrease in associate members during the year, 6.	
<b>AFFILIATED MEMBERS</b>	
Affiliated members reported at the last convention .....	2,562
Affiliated members on October 1, 1923...	2,659
<b>Increase</b> .....	<b>97</b>
<b>Total number of direct, associate and affiliated members reported at last convention</b> .....	<b>4,145</b>
<b>Total number of direct, associate and affiliated members on October 1, 1923</b> .....	<b>4,033</b>
<b>Decrease</b> .....	<b>112</b>

There was a decrease in the membership during the last year as will be seen by the report. The decrease, however, is not as great as it was in 1922 when there was a net loss of 354 direct and associate members. Last year's loss was 209.

The Association also secured 158 new members in the last twelve months as compared with 143 in 1922.

It is not necessary for your secretary to dilate upon the decrease in membership. It would be impossible to be in the grain trade during the last two years and not understand the situation. The Association in 1920 had more than 2,000 direct members. This was four times as many as in 1914. The war, which brought such general prosperity to the grain trade, increased the membership by leaps and bounds. In 1920 there were brought into the Association 602 new members. Last year the number of new members secured was 158. This shows in a striking manner the difference in business conditions in 1920 and in 1923.

A greater and more sustained effort to get new members was made this year than in 1920 and yet the results were meager in comparison with the former prosperous year.

Every grain dealer will appreciate the conditions under which the campaign in 1923 was prosecuted. Business has not been good. Political agitation, unrest, the passage of unwise laws, low prices and lack

of foreign demand have all been contributing causes. Of the total number of members who left the Association during the last year 98 went out of business. Comment is unnecessary.

Your secretary believes that the worst has been experienced. The process of deflation has gone about as far as it will and from now on the Association ought to hold its own in point of membership until brighter and happier days.

President Watkins will at this afternoon's session present the booster prizes to the four members of the Association who secured the largest number of new members. These four prize winners are Leo Potishman, of the Transit Grain & Commission Company, of Fort Worth, Texas, who secured 16 new members; A. E. Bush, of Milwaukee, Wis., who landed 14; the Federal Mill & Elevator Company of Mansfield, Ohio, which concern induced 12 to join, and J. B. Stouten, of the Lewis Grain Corporation, Buffalo, N. Y., who also brought 12 into the fold.

It is the intention of the Association to continue the booster campaigns as this seems to be the only way in which the membership can be kept up. It does not pay to place paid solicitors in the field, which is continental in size. If the members of the Association were all located in one or two states the situation would be different, but scattered as they are all over the country the cost of meeting them at their places of business would be more than the results would justify.

Your secretary believes that the directors of the Association should show more interest in the membership campaigns. With but a few exceptions they do not pay any attention to the efforts to get new members. They seem to forget that this is one of the most important of their duties. It is foundational in character. Without new members the organization cannot exist at all. Members leave the Association each year through various causes. Some go out of business, others are overtaken by misfortune, some are expelled. Their places must be taken by new members. Without these new members the Association would in a few years dry up and cease to exist in fact. Every means should be employed to get new timber into the organization. All available help should be drafted. Every director should endeavor to secure two or three new members each year. There are 34 directors and they are



PRES. D. H. LARKIN, SECY. F. B. TOMPKINS  
Chief Grain Inspectors National Association

located in all parts of the country. If the members of the Board would only lend their aid a great impetus would be given to the booster campaigns.

#### Two New Affiliated Associations

Your secretary is glad to be able to inform the convention that we have affiliated two associations since the New Orleans convention a year ago. One of these is the Panhandle Grain Dealers Association, with headquarters at Amarillo, Texas, and the other is the New York State Hay and Grain Dealers Association. The headquarters of the latter organization are at Weedsport, N. Y.

The members of the Panhandle Grain Dealers Association voted unanimously to affiliate at their annual convention at Amarillo on May 21 while the directors of the New York State Hay and Grain Dealers Association, also by unanimous vote, made application for affiliation on August 24.

To President Watkins goes the credit for affiliating the New York State Hay and Grain Dealers Association. He attended the annual convention of the organi-

zation at Syracuse, N. Y., on August 23 and 24 and urged the affiliation in his address. The action of the Association's Board of Directors followed. Your secretary affiliated the Panhandle Association during his trip to the Southwest in May and June.

There are now 15 Associations affiliated with the National. They are as follows:

- The Ohio Grain Dealers Association
- The Indiana Grain Dealers Association
- The Illinois Grain Dealers Association
- The Western Grain Dealers Association
- The Missouri Grain Dealers Association
- The Kansas Grain Dealers Association
- The Oklahoma Grain Dealers Association
- The Texas Grain Dealers Association
- The Michigan Hay and Grain Association
- The Northwestern Grain Dealers Association (Headquarters Great Falls, Mont.)
- The Pacific Northwest Grain Dealers Association (Headquarters Portland, Ore.)
- The Mutual Millers and Feed Dealers Association of New York State
- The Eastern Federation of Feed Merchants
- The Panhandle Grain Dealers Association
- The New York State Hay and Grain Dealers Ass'n.

The grain trade of the country was never as well organized as it is today. Practically every grain and feed association in the nation has been enrolled under the National's banner. A few years ago it was impossible to obtain so many affiliations, but the uncertainty of the times in which we live has done more than any amount of oratory, propaganda or theoretical benefits to bring all the independent grain and feed interests together and consolidate them into one body. The unwarranted and vicious attacks from without have cemented the dealers into a single Association. When danger threatens petty jealousies and local pride are swept away and all dealers recognize that their interests are one. The only hope that the grain and feed trades have of meeting the attacks of ambitious farm leaders is to work together to a common end, and this, we are happy to say, they are now doing.

#### Financial Statement

Your secretary is pleased to report that the financial statement of the Association for the year reveals a surplus of \$13,694.78. This is an increase of \$2,863.55 over the surplus shown in the report for 1922, when the amount totaled \$10,831.23.

The increase in the surplus is due to the fact that Congress has been on a vacation and there has been a minimum of expenditure for legislative work. The Association finances are, as will be seen, in a healthy condition.

In addition to the surplus of \$13,694.78 there is also remaining in the treasury of the Association, but in a separate account, a balance of \$2,716.46 left over from the money collected to liquidate the affairs of the Mansfield committee. This balance added to the surplus makes a total of \$16,411.24.

Each year the books of the Association are audited by chartered accountants and their reports are presented to the auditing committees at the convention. The financial statement follows:

#### FINANCIAL STATEMENT OF THE GRAIN DEALERS NATIONAL ASSOCIATION, COVERING THE PERIOD FROM OCTOBER 5, 1922, TO SEPTEMBER 30, 1923, INCLUSIVE.

Cash on hand last report. . . \$ 5,831.23  
United States liberty bonds 5,000.00 \$10,831.23

#### RECEIPTS

Direct dues .....	\$22,698.00
Direct membership .....	2,866.50
Associate dues .....	721.50
Associate memberships .....	136.50
Regular Subscriptions to "Who is Who" .....	716.00
Affiliated subscriptions .....	974.50
"Who is Who" advertising .....	16,137.70
Sundries .....	4.58
Arbitration deposit fees .....	3,540.00
Affiliated dues .....	974.50
Investments .....	212.50
Subscriptions to arbitration decision book .....	45.00

Total receipts .....

49,027.28

Grand total .....

\$59,858.51

#### EXPENDITURES

Salaries .....	\$14,084.92
Office supplies .....	1,169.59
Express and telegrams .....	222.42
General printing .....	343.45
"Who is Who" .....	15,401.62
Office rent .....	948.00
Telephone rent and tolls .....	204.50
Refund arbitration fees .....	2,345.00
Legislative expense .....	1,831.04
Officers' traveling expense .....	1,071.02
Secretary's traveling expense .....	660.86
Postage .....	1,386.00
Sundries .....	348.69
Convention expense .....	2,692.07
Arbitration expense .....	1,990.06
Transportation expense .....	1,464.49

Total expenditures .....

46,163.73

In bank:

Commercial account .....	\$ 8,417.78
U. S. Liberty Bonds .....	5,000.00
Petty cash account .....	327.00

\$13,744.78

Outstanding checks .....

50.00

13,694.78

\$59,858.51

#### Conclusion

Before closing his report your secretary wishes to pay his tribute of respect to the officers of the Asso-

ciation and to the chairmen of the various committees for their untiring efforts in your behalf.

Mr. Watkins has served you faithfully and ably. He has not had an opportunity to perform any spectacular work that would attract the attention of the members because the legislative situation has been quiet. Congress has not been in session all summer and for the first time in a decade the politicians have been compelled to confine their activities to the newspapers.

The next year gives every indication of a renewal of legislative attacks from the agrarian leaders. Mr. Watkins will not be found wanting. He is most conscientious in the discharge of his duties, and he regards the office in the true light of a public trust. It is a great pleasure to work with one who has your interest at heart all the time and who is ready to drop his private business on a moment's notice to go wherever the work calls him. The Association has never had a more unselfish leader.

Your secretary also desires to thank A. E. Reynolds, chairman of your Legislative Committee, for his splendid co-operation and devotion to duty. He also takes this opportunity to draw to your attention the work that has been done in your behalf by Henry L. Goemann, chairman of your Transportation Committee.

The Association will never be able to repay Mr. Goemann for the years of service he has given you. They have been years of hard and sometimes laborious work and he has never received a dollar of compensation. Such men are indeed rare in these days of selfishness and lack of public spirit. The Association is more than fortunate in having Mr. Goemann's friendship and good will. He is doing the work of a paid transportation commissioner but doing it without salary. The least we can do to a public servant of that kind is to show him that we appreciate his devotion and high aims.

Mr. Sturtevant, too, has made the members of the

vanguard of the loyal boosters that keep our membership up to high tide, and in rewarding them we want to thank also all of the rest of the boosters who have not been able to get their names on the honor roll and who were not quite so successful, because we realize you have all worked hard.

The winner of first prizes is Leo Potishman of Fort Worth, who secured 16 members. Second prize goes to A. E. Bush of Milwaukee, who secured 14. The Lewis Grain Corporation and Federal Grain & Milling Company were tied for third place with 12 members each. We will see that the prizes are promptly conveyed to these winners.

We are fortunate in having with us to day a gentleman who is to talk upon a subject of much interest to us as grain dealers, one feature of our transportation service. You have been observing during the year our efforts with regard to reduction in rates for telegraph and telephone tolls. I have the pleasure at this time of introducing to you Mr. Eugene S. Wilson, vice-president of the American Telephone & Telegraph Company, New York City, who will talk to us on "Telephone Rates and Service."

#### ADDRESS OF EUGENE S. WILSON

I WANT to express my appreciation of the invitation to address you. If the business men of this country would get together with the so-called large utilities, and talk things out, I believe we would come onto a common ground. After all, we have the same problems. What the Telephone Company wants to do is to give you men the best possible service at the lowest possible rates, and that is what you gentlemen want; what every one wants is to get things as cheaply as possible. In connection with this I am reminded of a fable I read of two knights approaching each other on horseback through the forest, with their lances at ease. They were rivals, and they came to a stop as they met. One looked at a peculiar leaf on a tree, and said "That leaf is silver." The other



THE MILWAUKEE DELEGATION PLAYED AN IMPORTANT PART AT THE MEETING

Association deeply indebted to him for his labors as chairman of the Trade Rules Committee. He has been doing splendid work in answering the many inquiries sent to him and afterwards published in *Who is Who in the Grain Trade*.

To the other committee chairmen, especially the chairmen of the various arbitration committees and the appeals committee, your secretary extends his thanks for their many acts of courtesy and kindness during the year.

**The President:** We have heard this splendid report of the secretary, and in it certain recommendations have been made, particularly with reference to the Arbitration Rules. What is your pleasure with it?

**Mr. Wayne:** I move that a committee be appointed to consider the recommendations in the secretary's report. (Seconded by Mr. Hutchinson and carried).

**The President:** We have a very heavy afternoon of work before us, but it is so late now I do not believe we shall be able to reconvene before two o'clock. If there is no objection, we will now adjourn until two this afternoon.

## Monday Afternoon Session

The Convention was called to order by the President at 2:12 o'clock.

**The President:** The special committees of the Convention for work during the sessions are as follows:

**Nominating Committee:** Messrs. Eikenberry, Wayne, Donahue, Manning, Booth, Wood and Goodrich.

**Committee on Resolutions:** Messrs. Horner, Kempner, Clement, Messmore and MacDonald.

**Committee on Secretary's Report:** Messrs. Elmer Hutchinson, Gerstenberg, Green.

**Auditing Committee:** Messrs. Hall, Blewett and Gamage of Kansas City.

It now becomes my pleasant duty to name the men who have distinguished themselves in our Booster Campaign during the past year. These men are the

said "No, that leaf is gold." Then words began to flow, and soon there was a challenge. They drew back with their horses, and charged and passed each other, having missed, and the man who had said the leaf was silver looked again, and said "I am wrong. That leaf is gold." And the other said "No, I am wrong. That is a silver leaf." The fact was that it was gold on one side and silver on the other, and when they got the common viewpoint there was no more misunderstanding. That is the little moral I want to leave with you. If the business people, the transportation companies and the utilities can get a common viewpoint, seeking the same ends, there should not be any trouble between them.

We hear much in this country about issues. Issues spring up over night. The difficulty is the people do not get to the facts; they form conclusions hurriedly. Education, knowledge of all the facts, is one thing the people of this country need before drawing conclusions. There is only one instance I ever heard where education did not work. There was a Swedish mechanic who came to this country. He landed in a town in Wisconsin, and went into a machine shop there. After he had been there awhile some one told him that the janitor of the high school died and the position there was open. The Swede thought it would be fine to be the janitor of the high school, and so he went to the principal and said "Will you give me the job as janitor of the high school." The principal said "What can you do?" "Bane a fine mechanic." "Can you read and write?" "No." "Well," said the principal, "we can't have a man around the high school who can neither read nor write." So Oleson went back to the machine shop, and after while he became a foreman, then superintendent, then he bought a half interest, and later he wanted to buy the whole machine shop. So he went to a local banker who knew him, and said "Will you lend me \$5,000—" "Certainly," answered the banker, "come around at two o'clock, and the papers will be ready to sign." So at two o'clock Oleson came back, and the president said "Sign your name here." Oleson said "I can't write. You chust sign it, and I make my mark." And the banker said "Great Scott, what would you have been

"If you had been educated—" Oleson said "I know what I would have been. I would have been janitor of the high school" (Laughter and applause). But as a rule education does pay.

### The Growth of the Telephone Business

This morning in one of the addresses it was stated that one trouble we all suffer from is lack of perspective. Nearly all the men in this room can think of the time when there was no long distance telephone service. The State of Iowa which Colonel Ainsworth spoke of so glowingly this morning, and properly so, has another thing to its credit. Theodore N. Vail, a man of vision, who was at the head of the Bell Company for many years, and whose name you all know, started to work as a farm boy just outside of Waterloo. He was a man of courage, character and of vision. He saw what we have today in the far distant future, as a young man. But when the telephone was invented in 1876 there was no other telephone anywhere. Some of the men in the telephone business has the idea that the extent of the business would be from one person to another. Mr. Watkins and I would have a line, and talk with each other; there was no switchboard or central office in that plan. That was the vision of some of these men, but there were others who had the idea that the telephone would ultimately grow. Just think of it even within our lifetimes. It was only in 1893 that the New York-Chicago long distance line was opened up. The telephones in New York City today exceed in number those which were in the United States in 1900. What I want to do is to give you a little perspective of the growth of the telephone business.

The financial problems of the telephone companies today are very vital problems. As you men probably know, there are some 25 associate Bell telephone companies, which with the American Telephone & Telegraph Company comprise the Bell System. The Bell companies connect with some 5,000,000 telephones which they do not own, or a total of about 15,000,000 telephones in the United States today. These telephones are operated in the main in the Bell System by local companies, such as the Northwestern Telephone Company here at Des Moines, and you men should be acquainted with the local representatives of your respective companies. That makes up the Bell System.

The demand for telephones in this country is of such a nature that \$200,000,000 of investment is put into telephone property each year. And right here I want to draw your attention to this fact: Colonel Ainsworth this morning said that when the farmers do not make money, they leave the farm. He said two million of them had left last year, and the forecast was that three million were going away this year, drifting away from the farms. You men in your trading, if you do not make money in wheat, perhaps you try corn. And if you don't make money in corn, perhaps you try something else. But you don't have to keep your money in wheat, or keep it in corn. But in the telephone business we are in to stay. We are regulated by state commissions in practically every state in the country. Each of these associate companies files with its local commission, and also with the Interstate Commerce Commission, a financial statement which shows the results of its operations, and the A. T. & T. does likewise. We have confronting us the raising of money to build a plant to meet the demand for telephone service.

### The Question of Telephone Rates

You are familiar with what happened in 1918. Mr. Ainsworth this morning made a statement concerning the cost of wire fence and other things in use on the farm. You all know what you paid for shoes and other commodities, and what you now pay in comparison with the pre-war prices. In 1918, while the telephones were under Government control, there arose the necessity for increased revenue to meet the increased cost of material, the increased wages of employes. If I just tell you that the Bell System wage outlay during 1922 was \$247,000,000, you will realize that that is a sum of money that has to be dealt with.

The problem that confronted the Government was to bring in increased revenue, and there was devised the schedules now in effect, the classified toll service. It was a question of raising the general level of rates to all, or putting in a preferred class of service for those who wanted it, where you could reach a particular person and allowing the rates to stay lower on station to station calls, providing for night rates at a lower price, making a general classified schedule which would allow those who desired it to choose from the different classes of service. The new classification throughout the United States makes an increase on the average which amounts today in terms of cost of money to a 15 per cent increase. Expressed in the terms of the prices of commodities today, the telephone rates are 30 per cent below 1913 prices. Expressed in the terms of wholesale prices, the telephone rates today are 28 per cent below 1913 prices. The boys used to say "What goes up must come down," and the corollary of that is true, "What doesn't go up doesn't come down."

There has been a slight increase in the telephone revenues, not sufficient at this time to justify what we would like to do, namely, reduce the rates. It has been the boast of the Bell System that up to the war rates were gradually reduced. Inventions, new methods, greater skill in the management of the

service resulted in the rates being lowered, but confronted with the necessity of increasing their revenue, the only thing left was to increase the rates, which was done as you know.

If you men had \$100 invested in business, and you received 6 per cent return, I am sure you wouldn't allow any one to tell you that was an unfair or an unreasonable return. We frequently hear that the A. T. & T. is a big rich corporation. It is a large corporation. The Bell System has in it over 250,000 employes. It has over 250,000 stockholders. The average number of shares held is about 28. But although it is big, it only made and is only making



EUGENE S. WILSON

now on the actual cost of its property—I am not talking of valuation, or reproduction, or appraisal, or anything of that kind—on the actual cost of its property it just makes 6 six per cent. The natural question is, then how does the A. T. & T. pay a 9 per cent dividend, which it does pay to its stockholders. That is in this way: the stock owned by the stockholders only represents about one-third of the total amount that is put into the plant that serves you gentlemen in your telephone service. There are bonds of several hundred million which carry a rate of interest materially lower than 6 per cent.



E. M. WAYNE GAVE A DINNER TO HIS FELLOW EX-PRESIDENTS  
President F. E. Watkins, E. M. Wayne, P. E. Goodrich, A. E. Reynolds, B. E. Clement, E. C. Eikenberry, H. L. Goemann

There has been put into the treasury of the A. T. & T. \$40,000,000 in excess of par by purchasers of stock, either through converting bonds into stock or buying it at a premium; that \$40,000,000, plus the accumulated earnings year by year, the surplus earnings of the property were not all taken out, but were reinvested in plant; and in addition to that there is a reserve to take care of the wornout property, obsolescence, changes in the arc and matters of that kind, which has also been reinvested in telephone property, so that the only interest-carrying items are bonds and stock. By earning 6 per cent on the investment the company has been able to pay 9 per cent dividend on the capital stock. The reason that it is kept at 9 per cent is because we have confronting us the necessity of building plant to the extent of \$200,000,000 per year. To get the capital needed to meet the growth of the business so that we can meet these needs and demands, we continue that 9 per cent

dividend. If we have to borrow money we have to pay the market price; if we have to issue stock, we want to be sure the stock is taken. That for the financial end of the telephone business.

In regard to the particular problems that confront you men here, there was one suggestion made that should receive your hearty support. We are with you 100 per cent on it, in addition to the desire to reduce your rates, and that is in connection with this war tax still left on telephone and telegraph tolls. At the coming session of Congress we will be glad to co-operate with you in securing the passage of legislation necessary to remove that war tax, which is a burden on the users of the telephone.

### Special Telephone Problems for Individual Businesses

Among other things that we want to call attention to is this: in the A. T. & T. and in the associate companies there are men, as in Omaha and in Des Moines, who give their time to the studying of the business problems of the different classes of business. Among other matters that we have investigated have been the service requirements of some of the firms represented by you men in this room.

There is what is called the person to person call. You men believe you can get the individual you want, and you are willing to pay a higher rate for that. With that goes a report charge if the call is not completed within 24 hours; if completed within 24 hours, no report charge is made. By studies we have made of concerns in your lines of business we have found that on the average they could reduce their telephone toll bills by 15 per cent, and we are glad to do that because it helps us to help you, and the more satisfied customers we can get, the better we feel. It won't save all of you 15 per cent; some will save more and some less, but it will average about 15 per cent. We examined the tickets for 63 calls of one concern. Those were put in at the person to person rate, which is higher than the station-to-station rate. Sixty of those calls resulted in reaching the man wanted the other three happened to be put in at lunch time when the party called was out.

The representatives of the associate companies would be glad to sit down with you men, examine your toll tickets for a week or a month, and tell you in what way we believe you could reduce your telephone charges. It has been tried out, found effective, and has resulted in some saving to the concerns whose tickets we have been able to analyze.

It would be well also to make a list of your calls which we term sequence calls. File your list with the company and it will save your time and the operators' time. Say you would have List A for Monday, and List B for Tuesday, and on Wednesday you find you didn't get any business from some of the men on Lists A and B, and you take those off of Lists A and B and make a new List C. Where you cannot use such lists it is well to choose the time for putting in the call. Of course if we all tried to get on a street car at once, we could not do it. It is the same with the telephone. By placing your calls dur-

ing the times you can get your party, and not strike congestion on the lines, you can save delay and money.

We are here today to suggest ways we may be of assistance to you. We want to help you. Some of you men who have salesmen on the road have them call in collect. It can be arranged so that the salesmen can be advanced the telephone toll, and call your station and get you at the reduced rate, instead of paying the collect call rate. A collect all takes the classification of a person to person call.

During the 19 years I practiced law in Chicago, St. Louis and New York I have been asking questions. Now I will try to answer yours.

**Question:** What do you mean by spacing the calls?  
**Mr. Wilson:** It may not be that they could all be spaced. What I meant was selection as to the time of day for placing your calls. The peak load, for instance, may be from 9:30 to 10. If your customers

are at their offices at 9 o'clock, you could get them quicker than at 9:30, with less delay and at a lower rate. Space them during the time of day when the circuits are not busy.

**Question:** How a lower rate?

**Mr. Wilson:** The tariffs filed provide for a station-to-station rate and that is a 20 per cent lower rate than the particular party rate. To take advantage of this rate for instance, if you know your customers in a neighboring town get to their offices at 8:30, put in your calls at such time. In other cases you may arrange by letter that you will call them at a specified time on certain days. And thus you don't have to pay the particular person rate, and yet you get the particular man you want.

**Question:** What is the reduction in that?

**Mr. Wilson:** The person to person rate is 25 per cent higher than the station-to-station rate.

**Question:** There is a report charge in addition?

**Mr. Wilson:** There is a report charge in the case of person to person calls, if the called station is reached, providing the call is not completed or is canceled by you or, which doesn't often happen, if the man refuses to talk after you get him. There the facilities are set up, the toll line is used and the board is used, and they make a small charge for that.

**Question:** In case we call Mr. A., and we do not get his office, and we cancel the call; is there a charge for that?

**Mr. Wilson:** No Sir. If we cannot reach his telephone there is no report charge. If you men have individual complaints, rather than letting them worry you, take them to the representative of the associate company in your city. Drop him a line, and tell him to have a man come down, and tell him you want to see what there is to this stuff you heard down at Des Moines. We do not want kickers on the outside; we want to work with them. (Applause).

**The President:** I am sure we are glad to have had Mr. Wilson and Mr. Valentine with us, and to have had an opportunity to talk with them and to ask them questions which may have troubled us.

We will now have the report of the Committee on Legislation by A. E. Reynolds, chairman.

## REPORT OF LEGISLATIVE COMMITTEE

THE recent tragic events surrounding the death of President Harding have cast a shadow of sorrow over the entire country. This sorrow is more keenly felt in the Capitol than elsewhere. Official Washington held President Harding in the highest personal esteem. Regardless of party affiliations or political aspirations, everyone conceded his bigness of heart, his congenial personality, his whole-souled Americanism.

He assumed the presidency at a trying time. Problems never before confronting the nation were his to solve; he met these issues as a great statesman and a great American. He lived in a wonderful age. He wrought creditably under trying circumstances. He has gone to his eternal reward. He will go down in history as one of the great presidents.

The finest eulogy that has been passed on him is, "He exerted a soothing influence on an agitated and an irritated world." He was taken at the apex of his career. Time, great deeds, or continuity in office would never have made Warren G. Harding a greater man than he was at the hour he met the grim destroyer in San Francisco.

The leader has passed and other hands are at the helm. President Coolidge is particularly fitted for his high calling. Through the generous tutelage of President Harding, he is better qualified to take command than any of the other vice-presidents called upon to assume the presidency under similar circumstances. He has the confidence, the support and the prayers of the American people. He cannot fail.

### What Will Be the Executive Attitude

There is no way of forecasting with any reasonable degree of accuracy, what the attitude of President Coolidge may be toward the program of radical legislation now threatening the country. His closest friends predict that he will not in any way try to dominate Congress, but to what extent he might use the veto power, remains to be seen. He is known to be a strong advocate

of constitutional government. He is, therefore, likely to hew close to the line on constitutional matters.

In his speech accepting the nomination for the Vice-Presidency, he deplored the prevailing tendency toward radicalism in substituting private will for the public will.

Had Mr. Coolidge been inaugurated and made an inaugural address, he would have to some extent, foreshadowed his future course. The nation is taking him on faith. The rank and file of the people will be generous and tolerant. The politicians will, as in the past, each pursue his selfish course, regardless of the effect on the administration. Mr. Coolidge talks but little; if he continues his reticence, he will soon gain the title of "The Sphinx of the White House." Such silence usually denotes strength in action.

The past year has witnessed remarkable changes in the trend of national legislation. A decided departure from the good old well-tried American idea of holding strictly to political party lines has taken place.

The segregation of our law-making bodies into factions and cliques, under the caption of "Bloc," does not



A. E. REYNOLDS  
Chairman of the Committee on Legislation

in the least conform to the democratic idea of representative government for all the people.

The motto, "One for all and all for one," has been lost sight of completely. The clique idea of lawmaking does not meet our ideas of representative government. Radicalism in a virulent form is rampant in the National Congress.

Just what this radical clique raid on our Constitution and our well-tried representative form of government may lead to, is only a matter of conjecture. It is my opinion that representative and constitutional government cannot withstand much further encroachment of socialistic, bloc ideas without their functions being seriously impaired. Governmental regulative agencies have about reached the limits in encroachment on personal rights and liberties. There is something in human nature that cannot be suppressed. When the effort to suppress that something reaches its limit, revolution has always followed.

### Radicalism Present and Past

What about this wave of radicalism? Is it a new thing, or has it been tried before? To this generation of voters it is not only new, but alarming in aspect. Judging from the past, however, it is only another of the sporadic outbursts of misguided, self-seeking enthusiasts, who hope to upset existing conditions and establish in their place, new and untried ideas, and by so doing, create for themselves "a place in the sun."

It should not unduly alarm us. The experience and

good sense of the American voters will take care of it in time, just as they have taken care of other movements of similar nature. When I hear crazy predictions about the final success of the agrarian blocs in Congress; predictions that radicalism will overthrow our Constitution and substitute communism, Sovietism, or some other new and untried "ism," I find deep and lasting consolation in studying the history of previous movements of similar character.

These movements are not new. They have all been exploited before. It is really interesting, and were it not for the gravity of the matter in hand, it would often be amusing to compare the so-called new arguments with those of the past. The so-called new ideas are not always clothed with new verbiage. In many cases these praters seem to dig up and use the same words that were used by demagogues of other years.

In light of the past as shown by history of these sporadic movements, it is not difficult to assign the present propaganda to its proper place and to most accurately predict the final outcome of the movement. It will go down in history alongside of the other exploited and exploded ideas of the past. It will find its final resting place in the same tomb with bygone follies, such as the Greenback Movement of 1884; the Union Labor folly of 1888; the United Labor Movement of the same time; the Farmers' Alliance Movement as witnessed by political platform of 1890; the National Public Platform of 1892; and the "Crown of Thorns and Cross of Gold" of 1896. These are only a few of the exploitations of the past that now slumber in the tomb of oblivion. The future will assign to the present follies the same place in history that those of the past now occupy.

### The Radical Program

The radicals are out for farther paternalism, particularly in farm legislation. A part of the program proposed to be carried out by this legislative clique during the coming year, is as follows:

Repeal of the Esch-Cummins railroad law.

Government grain purchase to assure the farmers "a living wage."

Nationalization of water power resources and immediate development of the same.

Nationalization of the output of farm implements.

Complete revision of the Federal Reserve banking institution to divorce it from Wall Street and make it serve the people.

Constitutional amendment to prevent the Supreme Court from declaring acts of Congress unconstitutional.

Soldier bonus to be paid out of excess profits and not by sales tax.

Restriction of injunction in industrial dispute.

More stringent regulation of the packing industry.

This job lot legislative program portrays the flood of bills that will pour into the legislative hopper on reconvening of Congress in December.

Lack of time prevents our considering all of this program. It is enough to say that if this political clique can put over this proposed program, the wrecking of agriculture, and business in general, will have been completed.

Beside the program slated above, another of their pet schemes, is the so-called "Warehousing" proposition. Briefly analyzed this means the use of public money to create private monopolies for the storage and controlling of grain. It is to be hoped that the farmer will refuse to be longer duped by political sop of this kind.

I quote the following editorial from *Who is Who* under date of April 20:

### Farm Bloc Showing its Hand

On April 8 there was sent out from Washington the following dispatch which was printed in many papers throughout the country:

"The Government will be called on at the next session to provide money and authority for construction of a large number of warehouses for storage of grain and other agricultural products.

"The farm bloc will get behind the project as one of the next important steps necessary to foster agriculture.

"It is proposed to erect warehouses at leading shipping points and terminals in agricultural states. The products of the farmers can be stored, warehouse re-



SOME OF THE DEALERS IN ATTENDANCE AT THE CONVENTION

ceipts obtained and used to provide for loans through the new farm credits law.

"Representative Dickinson, head of the farm bloc in the House, will introduce a bill to make authorizations and appropriations for a comprehensive system of Federal warehouses.

"He said that such action was necessary to supplement farm credits legislation and to make the farm credit plan fully workable.

"He said that establishment of a system of warehouses need not be burdensome to the Government. A charge would be imposed on the farmer for storage and this would be sufficient to maintain warehouses and build a fund for amortization of the debt incurred by the Government.

If there has been a lingering doubt in the minds of thoughtful people as to what the farm bloc agitators were driving at when they forced through Congress the recent credit legislation, that doubt is now dispelled.

The farm bloc is beginning to show its hand! The real purpose of the several farm credit bills now on the statute books is becoming manifest. The credit is to be used for the "orderly marketing" of farm products.

Uncle Sam is asked to go down in his pocket and build "a large number of warehouses for the storage of grain and other agricultural products."

Such action is necessary, the farm bloc leaders say, to supplement farm credit legislation and to make the farm credits plan fully workable!

There, the cat is out of the bag! The Department of Agriculture, not being able to inject life into the Warehouse Act, the taxpayers of the nation are to be called upon to give the agitators money so that they may build warehouses and elevators of their own. With the United States treasury behind them the radicals believe they will have the independent grain dealers at their mercy.

"Turn your elevators into public houses and be quick about it or we will build our own elevators!" That is what, in effect, the agitators will say to the independent dealers. It's the plan that has lurked behind the whole credit scheme.

In the new warehouses that are to be built at public expense, "the products of the farms can be stored, warehouse receipts obtained and used to provide for loans through the new farm credits law." Simple, isn't it?

Will the radicals be able to get away with this scheme? It would not seem so. Yet one never can tell. In these days of socialistic experiment anything is likely to happen. The Federal Supreme Court is all that stands between the people and the utter annihilation of the Constitution. Determined minorities can do the seemingly impossible, all on account of the cowardice of self-seeking politicians.

As usual, Mr. Quinn hit the nail squarely on the head in this editorial.

#### Rank and File of Farmers Not Monopolistic

It will, however, require further proof than is now in hand to substantiate the charge that the rank and file of the farmers, or the farm organizations, are favorable to creating a monopolistic condition wholly favorable to themselves. The construction of warehouses with public money and the storage of farmers' grain therein, financed by public money, would constitute the crowning monopoly of commercial history.

Gray Silver, the Washington representative of the Farm Federation, has put himself on record as favoring the carrying of grain on the farm. This is a wise and economic thing to do. Grain carried in large quantities in elevators constitutes a threatening menace to prices. On the farm it is out of sight and is to an extent, an unknown and unknowable quantity. The cost of carrying is much less.

The greatest factor of all, however, is that carrying on the farm leaves the owner as a free moral agent to handle his business as he sees fit. The pooling, storing and handling of farm products by unskilled and unprincipled agents, has cost the farming public untold millions.

The grain trade stands pledged to a policy of aid to the farmer. It stands, however, for such aid as will actually assist him in helping himself. We refuse as men engaged in an honorable and legitimate business calling to be made *particeps criminis*, in helping the unprincipled promoter—political or otherwise—in "farming the farmer."

#### The Capper-Tincher Bill

The Capper-Tincher Bill, known as the Future Trading Act, passed at the last session of Congress, was upheld by the Supreme Court and is now in full force and effect. It has not accomplished any of the good predicted for by its friends. On the other hand, it has brought about the baneful results forecasted by its enemies. The exchanges are complying with its requirements to the letter. We hear strong rumblings for amendments to the measure during the coming session.

This measure was aimed to regulate the grain exchanges. The exchanges think they were already suffi-

ciently regulated. The result of its operation has effectively driven from the markets, the large speculators who have heretofore helped to sustain the market for grain in times when these markets needed support.

In my last report I said of the Bill, "It has some objectionable features. We, however, can operate under it notwithstanding its handicaps. It cannot be denied that the general public and Congress believe that some sort of regulation of future trading should exist. This being a well-founded belief we are quite willing to submit to the majority opinion." I see no reason to change that statement, but I am forced to admit that the measure has created general alarm in the grain trade and this alarm has materially aided in depressing prices of grain.

#### Tariff

The tariff measure that was pending at time of our last report, became a law. All of the pessimistic prophecies regarding its effect, have been realized. Any benefits derived from it have accrued to manufacturers and others who were already in prosperous condition.

The measure held out the bait of protection to the farmer, whereas it has materially advanced the prices of almost everything that he buys. It has built up an insurmountable barrier between our country and foreign countries, which has closed the export markets to large quantities of our products.

The Blaine idea of reciprocity is practically ignored in this tariff measure. The hurdles and baffles presented to foreign imports is working serious havoc to our trade relations with many foreign countries. We hide-bound Republicans will certainly have to revise our idea about a high protective tariff. Things have changed. We are behind the times. The former basic argument was that a tariff protecting infant industries, would enable such industries to employ idle labor and pay it wages that would enable it to buy products of the farm at higher prices. This argument, both in theory and practice, now falls to the ground.

We have no idle labor. The wages paid are so excessive as to force the manufacturer to place a price on his products that puts them beyond the reach of the farmer buyer. The high wages paid are not reflected in the prices paid for farm products. Under Government advice and tutelage, consumers are forming into co-operative associations to buy food as cheaply as possible. The high prices paid to labor, constitute a veritable boomerang to the farmer. He is not only forced to pay excessive wages for farm help but is forced by reason of high wages paid by manufacturers, to pay excessive prices for what he buys. Through it all, labor combines to force still higher its wages and to depress the prices of what it buys. It basks in the lap of luxury, indulging in all kinds of extravagances, while the farmer wallows in the slough of despond.

#### Excessive Governmental Control

We are over-governed. Too much paternalism. Too many laws. Each Senator and Congressman thinks he must get through a law with his name attached at each session of Congress. Ex-Vice-President Marshall recently said in a public address, "I believe 99 per cent of the laws of the country should be abolished. Government is all in Washington. If a chicken has the pip in the state of Indiana, the farmer would call up President Harding at midnight to find out what to do about it."

Ex-Senator Beveridge said in his Bunker Hill speech of August 18:

Consider this appalling fact! One adult person out of every 20 persons engaged in business or industry in this country is a Government agent, official or employe. \* \* \* Some time before the Civil War the ratio was only one in a thousand. In the Cleveland administration the ratio had risen to one in a hundred. Today the ratio is one in 20. Within a few years, if the same change in proportion goes on, the ratio will be one in 10.

Small wonder that taxes are so high. Small wonder that the spirit of revolt is spreading against government regimentation of everybody and everything. Small wonder that there is growing irritation at repressive and autocratic laws.

Another astounding fact, twin sister of the first, is that Americans are by law forbidden to do more things and, by law, forced to do more things in more ways than were Russian people under the czar or the German people under the kaiser. Moreover, nearly all of these repressive and autocratic laws and regulations have been forced on the statute books by selfish minorities of whom our lawmakers and administrators are in terror.

Take, for example, our restrictive business laws and

our tax legislation. The reports, regulations, restrictions, inhibitions and directions to which American industry and trade must submit are not only maddening but well nigh beyond human comprehension.

When in a supposedly free and enlightened country honorable and intelligent men and women cannot understand what is required of them by the tax laws, when they must go to lawyers to find out what they must do and pay, when even these lawyers must keep pace with a stream of executive interpretations, which executive interpretations, constantly changing, have the force of congressional legislation, when the Government must maintain a vast training school for the instruction of government clerks in the auditing of tax accounts, when such a condition exists the critical need of the times is not more government, but less government, decidedly less government, and most decidedly less autocratic government.

A dozen years ago \* \* \* 104 new public commissions had even then been created by the various states in a single year. This bureau breeding has gone on ever since with increasing fecundity, and with the multiplication of these tentacles of government up goes the cost of government, up go taxes and down goes liberty.

America would be better off as a country and Americans happier and more prosperous as a people, if half of our government boards, bureaus and commissions were abolished, hundreds of thousands of our government officials, agents and employes were discharged and two-thirds of our government regulations, restrictions and inhibitions were removed.

We are so ordered about and bossed, we are so forbidden to do this, that and the other, business is so spied upon and restricted, the whole country is goose-stepped by the most numerous and costly bureaucracy the world ever saw, that educated foreign observers sneer at our so-called liberty and marvel at our docile patience.

We are permitting the discrediting of the best plan of government ever devised, and devised by the ablest statesmen who ever lived. We are endangering all government by allowing too much government to be loaded onto the backs of industry and trade and every form of human activity.

This, from one of the greatest statesmen of the time, deserves consideration.

There is no longer any doubt that governmental regulations of the grain trade have worked great injury to the farmer. The legal interference in handling grain has driven the large investors in grain out of the market. The props have all been knocked out and the inevitable smash came.

#### The Enemies of the Grain Business

The present system of handling the grain crops of this country, is the result of more than 60 years of development. As our grain crops have increased, new and better facilities have been added. We now have the most perfect and economic system possible to be devised. When volume and values are compared, the grain crops are handled cheaper than any other similar volume of business. This is not merely an idle statement. The Government from time to time has made exhaustive investigations and has reached the conclusion above stated. Notwithstanding these facts, each session of Congress brings forth new enemies to the grain business.

These enemies are not all demagogues. Many of them are honest in their belief that something is radically wrong with our grain handling system. They are uninformed on existing conditions. They have read so much in the newspapers about the middlemen sharks; they have heard so much said about the excessive profits in handling grain; they have heard so many speeches about the Board of Trade octopus; all of which standing uncontradicted leaves reason for them to conclude that something is wrong.

Men clothed with the responsibility of enacting laws are not justified in determining the necessity of such laws merely on rumors. They should know the facts. They should investigate, but they fail to do so. I doubt very seriously if a single member of the House or Senate outside of the committees directly in charge, have ever read the reports of investigation made by government officials regarding the grain handling business, although the investigation extended over the entire country and required two years' time and involved the expenditure of many thousands of dollars. I doubt if any report has ever been made of the Senate investigation of the Grain Dealers National Association in its activities regarding the United States Grain Growers, Incorporated.

Ignorance of conditions has played a great part in bringing the grain trade into disrepute. The Grain Dealers National Association has before it the task of setting the people right on these questions. To those of us engaged in the grain business it is all so simple, so



PANORAMIC PHOTOGRAPH TAKEN IN FRONT OF THE HOTEL

open and above-board, so void of intricacies and secrets, that we overlook the fact that it is complicated, dark and mysterious to the laymen. The people have a right to know all about the methods used in handling their food supply. I urge this Association to broaden its activities along the line of public education regarding the grain handling business.

### Agricultural Conditions

A legislative report that did not recognize the fact that the agricultural problem is now occupying the center of the legislative arena would certainly fall short of reaching the kernel of things. I therefore hope I may be pardoned for the space given to this subject.

There is no denying the fact that the farmer has suffered severely in the process of deflation that has been going on since the high tide of war conditions in 1920. In the stepping down process, all business suffered—some more than others. The smash came to the farmer very suddenly. Almost over night he found the value of his products reduced by one-half. In mercantile lines the smash was more gradual but none the less effectual in the end. The choice, if any, in the two methods would involve the question of the preference of a mode of death; whether the quick and merciful taking off is preferable to lingering gradual decay.

In the progress of recovery from the depression caused by deflation, there has been a vast difference between ordinary mercantile pursuits and the farming industry. General business has entirely recovered while farming is still much below normal. Agriculture as a whole is fundamentally sound. The best informed economists of the country estimate that two-thirds of the farmers are out of debt. No other branch of American industry can make such a showing.

It is gradually being borne in on our lawmakers and the public in general, that the farm condition has been greatly exaggerated. That it is bad enough, no one will deny, but it is not now and never has been, as bad as the agitators have painted it. The political demagogue took advantage of a bad situation to further his own selfish ends. The press of the country, ignorant of the facts, printed everything that came its way concerning the horrible plight of agriculture. It was popular to do so. The whole country has been playing the same tune on a fiddle with one string. It has grown intolerably monotonous.

All of this "fuss and feather" has added materially to an already bad state of affairs. The continual advertising of the plight of the farmer and its persistent exaggeration, has added materially to the already bad condition that was bound to come about by a reduction of from 50 to 75 per cent in the value of farm products. The result has been that the price of farm lands has been split by half or more. In fact, farm land is almost unsaleable. Under normal conditions an investment in land has always been counted the safest of all. Trust and guardian funds usually sought investment in farm lands. Farm loans were eagerly sought by great insurance companies which had large reserve funds to place.

It must be remembered that even in normal times, many farmers are driven to the extremity of selling their farms. When normal prices can be realized, the necessity of selling is largely robbed of its sting; but when necessity drives a farmer to sell lands, at a time when no buyer is in the market except at ruinously sacrifice prices, his troubles are manifoldly increased. The same line of argument holds good in regard to farm products.

### Continued Harping Hurt the Farmer

The press, the political demagogue and the unsuspecting lawmakers have added materially to the seriousness of the situation by continually harping about low prices of farm products, over-production and lack of foreign demand. A large per cent of what has been said on these subjects is untrue. All farm products have not been unusually low, nor have the markets on all of them been below a profitable producing price. We have not had an over-production in all farm commodities. We have not lacked a good foreign demand. Some of these adverse conditions have existed at all times, but not all of them at any time.

Some such adverse conditions have always existed and always will. Suppose, however, that these bad conditions have existed and do not exist. Are we to gain by advertising our troubles to the world? Can anyone doubt that the recent stir about the wheat surplus materially aided in pulling down the price of wheat? Can anyone deny that the general howl through the press by the political demagogues and the governmental agencies, has largely been responsible for the crash in land values? Can it possibly be denied that all of this publicity and useless misrepresentation has combined to materially augment agricultural troubles? It would be just as reasonable for a bank or any other large corporation which finds itself in trouble to go abroad sounding the tocsin and beating the drum to notify the world of its condition.

The whole agitation about agriculture has so misrepresented its condition to the markets of the world, as to lead them to believe that we are at the mercy of the foreign buyer. The harmful influence of this kind of governmental propaganda cannot be exaggerated. The position which this country occupies today makes us the cynosure of the eyes of the world. We will stand before other countries in just the condition we represent ourselves to be.

There is, and has been, entirely too much talk. Talk! Talk! Talk!—through the newspapers, from

the public platform, by printed circulars—from every source—public and private, truthful and false. It does its good or harm just in proportion to the prominence of its source. But, when it comes from our high-up lawmakers and our governmental officials, its truth is generally unquestioned.

Talk! Talk! Talk! And through it all not a voice raised or a line written to point out the good remaining in the situation nor to compare the condition of our agricultural population with that of the rest of the world. If this talk must continue, may a



C. E. LEWIS AND GEO. B. WOOD  
All the way from Buffalo.

kind Providence direct it into channels where truthfulness is the guiding star and where an occasional note of good cheer and encouragement may be let fall.

### How the Farmers are Grouped

The economic situation of the farmer at present divides him into four groups:

FIRST: The farmer who owns his farm, free of debt, who with his family and occasionally hired help, operates the farm.

SECOND: The city farmer who lives in town and lets his farm to tenants; or in other words, the investor in farm lands for profits.

THIRD: The tenant, or as modernly designated, the dirt farmer.

FOURTH: Any owner of farm land, who is in debt for his land, bought at high prices and now struggling to meet interest, taxes and other necessary outlays.

Considering these farmers in order as above given, Number One is all right and needs no help. He will



J. A. SCHMITZ AND H. W. EWERT  
New Officers of Scale Men's Association

not be able to lay away much money until conditions change. He can live like a prince and snap his fingers at adverse conditions.

Number Two cannot do so well and I am not certain that he deserves to do so well. He is not an object of sympathy. If his investment is not profitable, he should dispose of his land to Class Three and enable more dirt farmers to promote themselves to Class One.

Number Three is in a bad way. He has an incessant struggle to keep even. I believe that any move to help this class should be along the line of enabling him to own land and cease paying the landlord's stipend.

Number Four—here we have the real, and to my mind, the unsolvable problem. It is impossible for the average man to make on the farm at present enough

profit to meet an interest charge on a mortgage of a hundred or more dollars per acre. The position that this class finds themselves in was largely brought about by speculation during war prices on land. Many well-to-do farmers bought additional farms when the buying value of the dollar was only 40 cents and mortgaged the old farm along with the new. Just how far the Government should interest itself in helping this speculative class out, is an open question.

He is now trying to earn 65-cent dollars to pay indebtedness incurred when the dollar was worth only 40 cents. It is the exact reverse of the German situation, where everybody, including the Government, has paid indebtedness incurred when the mark was worth about four to the dollar with marks now purchasable millions to the dollar.

The difficulties of this class of farmers are truly insurmountable. Their speculation has plunged them into an abyss from which there is no escape short of ruin. This is the general fate of over-speculation in any line. We are sorry for these farmers. We are sorry for anybody who loses his fortune. The public or the Government could just as consistently go to the rescue of the losing grain speculator or the oil speculator as to the land speculator. If governmental relief is forthcoming to one, it is to all.

The wave of land speculation that swept the country during the war period, tended strongly toward creating landed estates such as exist in some parts of Europe. This system has always created a peasant class of farmers. Our country wants no peasants, no overlords.

After all, the land smash may work out a great benefit to our country by a more equitable distribution of the land among the so-called dirt farmers where it rightfully belongs. The adjustment process will bring wreck and ruin to many; but in the end will bring about good to a vastly greater number.

### The Foreign Situation

The foreign situation is very much muddled. The mix-up abroad has doubtless injuriously affected our export markets. We are extremely anxious to cooperate with foreign countries to the extent of encouraging commerce with them but extreme caution and diplomacy is necessary to keep us out of their entanglement.

Our sympathy is with France in her effort to force Germany to settle. The French are much like our people. Both are hot-headed, impatient and impetuous. We do not always endorse the British way of doing things, yet we must admit that wise old Johnny Bull knows vastly more about the affairs of continental Europe than we do. He is patient, long-suffering, stolid, and in many ways worthy of our imitation.

We want European markets but we do not want them at too great a cost of money or blood. It is better to go slow and await developments. It may require a decade for Europe to get right. When she does get right, we will have our inning. We had better suffer for lack of foreign markets during that 10 years than to gain such markets at an untold cost of cash and carnage.

### Stamp Tax on Sales of Cash Grain for Future Delivery

This matter has had the very careful attention of your Legislative Committee, most ably assisted by Mr. Quinn and Mr. Barr. The unanimous conclusion reached is that our only relief lies in an amendment to the Revenue Act. This matter must be carefully handled by your new Legislative Committee.

### Legislation and Business

There need be no further doubt about the general trend of legislation as it is affecting American business. All business, and the grain trade in particular, is now viewing the situation with open and unclouded vision. Our enemies are smoked out and stand clearly revealed before us. "More business in government and less government in business" has ceased to deceive us. The assurance that the Capper-Tincher Bill, the proposed Warehousing Act and a lot of other similar measures are not aimed at the grain trade and can in no way adversely affect it, has all been expiated.

There should be no more exploitation in legislation. We have had quite enough of it. Expediency should never be a reason for passing a law. There should be a well-founded need of a law before its passage. Congress should have plenty of time for investigation before rushing into legislation.

The most dangerous legislation is that which is aimed to relieve an acute situation. If the situation be exaggerated, the legislation becomes more dangerous. If the situation is misunderstood, the legislation is likely to be inefficient and ineffectual. If the situation affects only a section of the country, then the legislation is apt to work serious hardships with other sections.

All of these conditions have existed in the special legislation passed to relieve agriculture. The situation has been grossly exaggerated and misunderstood. Hasty legislation rushed into under such a state of affairs could be nothing short of the hodge-podge that it is. It has done no good to anybody and a great deal of harm to the farmer himself. From the Tariff Measure down to the Capper-Tincher Bill, the whole legislative stew has been a hashed-up mess of ignorance, prejudice and misguided enthusiasm.

The Government Loan Bills have provided a lure to the farmer to go further into debt, whereas he wants a way to pay existing indebtedness. The Co-



operative Bills have given him nothing that he did not already possess. These bills held out governmental inducements for inexperienced men to enter the business realm, where inexperience has worked out the financial ruin of thousands of successful farmers.

A wise course for American business to pursue relative to legislation, is to ask for as little as possible and put on a bold front in opposing baneful measures. We have reached the time when we must fight for our very existence. The pussy-foot, kid-glove method has served its purpose, but new methods of warfare are now necessary.

#### Conclusions

The farm situation is bad but not at all hopeless. When the farmer gets through with political tinkers; discards present co-operative cure-all nostrums; when he recognizes co-operation as a means of benefiting others as well as himself; when he recognizes that he gains nothing by the continual howl of distress; when he recognizes the immutability of the laws of supply and demand as the governing factors in prices; when he ceases trying to mingle other lines of business with farming; in short, when he ceases to look down on and be ashamed of his calling and stands in his full stature as an American citizen, demanding his full share and no more, the agricultural problem will be solved.

The law of the eternal fitness of things will finally work out the solution of all of our unsolved problems much more certainly and effectually than can our lawmaking bodies with their man limitations.

I cannot more fittingly close an already too long report than by quoting a poem by Edgar A. Guest:

Because it rains when we wish it wouldn't,  
Because men do what they often shouldn't,  
Because crops fail, and plans go wrong—  
Some of us grumble all day long.  
But somehow in spite of the care and doubt,  
It seems at the last that things work out.

Because we lose where we hoped to gain,  
Because we suffer a little pain,  
Because we must work when we'd like to play—  
Some of us whimper along life's way.  
But somehow, as day always follows the night,  
Most of our troubles work out right.

Because we cannot forever smile,  
Because we must trudge in the dust awhile,  
Because we think that the way is long—  
Some of us whimper that life's all wrong.  
But somehow we live and our sky grows bright,  
And everything seems to work out right.

So bend to your trouble and meet your care,  
For the clouds must break, and the sky grow fair,  
Let the rain come down, as it must and will.  
But keep on working and hoping still.  
For in spite of the grumblers who stand about,  
Somehow, it seems, all things work out.

**The President:** This is another of the series of most excellent reports this Committee has given us.

We are going to hear from a gentleman now who needs no introduction in an assembly of grain men. His contribution to the good of the grain trade has been a great one, for it will be remembered that in 1901, at the Annual Convention, he brought in the first definite suggestion for compulsory arbitration, and he can well be proud of that fact, because it has meant more than almost anything else in Association work for the trade. It gives me pleasure to greet him here. George A. Wells, secretary of the Western Grain Dealers Association, Des Moines, who will speak on "The Impracticability of Public Warehouse Laws."

#### ADDRESS OF GEORGE A. WELLS

**D**URING the recent years and since the close of the World War values of farm lands and grain crops have suffered heavily by deflation which in connection with speculation in farm lands, packing house and oil stocks has resulted in more or less financial embarrassment to the farmer. It has been assumed by leaders of farm organizations, other agricultural authorities and politicians that the cause of the deflation in the values of farm crops was the heavy toll taken by the middleman and the profits taken by the speculator and that if the middleman and speculator could be eliminated and the farmer given an opportunity to store his grain and not be obliged to market it under unfavorable conditions that "orderly marketing" might be accomplished to the advantage of the farmer.

Farm and banker organizations have jointly considered these problems and one of the ideas that developed in this connection is the establishment of laws providing for a public warehouse system whereby the farmers may store their grain in public warehouses and obtain a negotiable warehouse certificate that may be used as collateral security, if desired, and also with the idea that such collateral would command the lowest rate of interest on money borrowed by the farmer.

Bonded warehouses were first established in England in 1803 when by an act of that year imported goods were to be placed in warehouses approved by the custom authorities and importers were to give bonds for payment of duties when the goods were removed. It was from this that the warehouses received the name of "bonded" or "bonding."

#### The U. S. Public Warehouse Act

A Public Warehouse Act was passed by the Congress of the United States in 1916 and amended in 1919 which provides for the establishment of public warehouses with specific regulations for the storage of each of the agricultural crops, cotton, tobacco and grain.

Several of the states have also enacted similar laws relating to public warehouses.

Bonded or public warehouses and the regulations under which they are established and operated provide not only for the storage facilities and convenient service in connection with transportation and commercial distribution but also for the issuance of instruments of negotiable collateral in the form of "warehouse certificates," thus facilitating the financial requirements of commercial distribution.

Without discussing the smaller details of the regulations and requirements it may be sufficient to say that the public warehouseman is required to take out a license, give bonds and submit to investigation and police supervision by the Federal or state department in charge.

Public warehousing of commodities contained in packages, bags or other containers does not involve the necessity or the problems of grading and weighing as in the public storage of bulk grain. Warehouses of inexpensive construction may be used for the storage of such commodities giving a low cost of storage. Public warehousing under the Federal Act has been confined largely to the cotton and tobacco in the South and wheat that is contained in bags in the Northwest Pacific states and the facilities and service thus provided have no doubt been of great benefit to the cotton and tobacco planters of the South and the wheat farmers of the Pacific Northwest.

Public warehousing provides a safe and convenient opportunity for speculative investment in the commodities thus placed in store because of the safeguards established under the Act as to the integrity of the warehouseman and by police regulations. Public warehousing thus affords the producer of such commodities an opportunity to obtain loans on his products thus



GEORGE A. WELLS

stored on the most favorable basis or, if desired, he may shift the burden and risk of ownership to the professional speculator.

#### Essential for Distribution.

It may be said that public warehouses provide a useful and economic facility in connection with transportation and commercial distribution where the commodities stored may be held in identical bags or containers and the problems of weighing, grading and commingling as in bulk grain are not involved. It may be noted by reference to the Service and Regulatory Announcements No. 71 of the Bureau of Agricultural Economics, which gives a complete list of warehousemen licensed under the Federal Act, that very few licenses have been issued to bulk grain warehousemen in the surplus grain producing states and that as stated the licenses issued to grain warehousemen are very largely to warehousemen in the Northwest Pacific coast territory where wheat is stored and shipped in bags.

The state warehouse laws are similar to the Federal Act in their provisions with references to licenses, bonds and police supervision except that the Federal Act provides for a more thorough and drastic police supervision than the state laws.

As is well known public grain elevators are maintained in the various terminal markets of this country but are under the supervision of state and board of trade authorities, a bonded custodian being held responsible for the grain held in store as represented by the outstanding public warehouse certificates covering same. There is a positive and important relation existing between the terminal market grain elevators, thus referred to, and the present system of trading in contracts for "future delivery" as maintained by the grain exchanges of this country and which unquestionably provides a wonderful facility in the commercial distribution of grain. The problems of weighing and

grading are practically disposed of by the public supervised weighing and inspection departments at terminal markets.

#### Federal Law not Compulsory

The Federal Warehouse Act is a permissive law and is not compulsory. No one storing or handling grain is required under any conditions to become licensed. It is the purpose of the act to provide a national system of public warehouses wherein staple agricultural products may be safely stored and such storage easily financed during the natural marketing period, as stated by H. K. Holman of the Department of Agriculture in his recent address before the Indiana Millers Association.

Mr. Holman also states that:

The Act does not contemplate the upbuilding of a separate lot of warehouses and elevators to take the place of those which already exist but rather to make use of suitable existing facilities through the co-operation with the owners thereof without any change in management.

This statement by Mr. Holman gives the idea that country elevators should become public warehouses and this idea is particularly implied under the public warehouse laws of the various surplus grain producing states and it is in this connection that I desire to point out the impracticability of the public warehouse laws.

#### The Minnesota Statute

The Minnesota statute relating to the government of public local grain warehouses provides as follows:

All elevators, flour, cereal and feed mills, malshouses and warehouses in which grain is received, stored or handled, situated on the right of way of any railroad company or adjacent thereto, to be used in connection with a line or railway at any station or siding other than Minneapolis, St. Paul and Duluth, shall be public warehouses known as public local grain warehouses and shall be under the supervision and subject to the inspection of the Commission.

As I understand the general provisions of the Minnesota statute provides that no country elevator operator in the State of Minnesota is allowed to receive grain from the farmer on storage unless he becomes a public warehouseman and he is required to charge the rate of storage as fixed by the statute which reads as follows:

The maximum charges for receiving, insuring, handling and storing 15 days or part thereof shall be one-half cent per bushel. Storage after the first 15 days shall be one thirtieth of a cent per bushel per day for the balance of the storage period.

The statute also provides that:

Upon the return of the receipt and payment or tender of a delivery charge of 3 cents for wheat and rye and 2 cents for all other grain and all other stated lawful charges accrued up to the time of said return of this receipt, the above amount, kind and grade of grain will be delivered within the time prescribed by law to the person above named or his order, either from this warehouse, or if the owner so desires, in quantities not less than a carload in a public bonded warehouse at any terminal point upon the same line of railway within this state where State or Federal inspection and weighing is in force.

It is my understanding that the original theory of this law was that even though country elevators may not have sufficient capacity to store all grain offered for public storage that the warehouseman may forward such stored grain to the terminal markets of St. Paul, Minneapolis or Duluth for storage and accept such storage certificates and hold same as against the storage certificates issued by him to the farmer.

The grain produced in the State of Minnesota is largely tributary to the terminal markets of Minneapolis, St. Paul and Duluth and the idea of forwarding the grain stored in country elevators to the terminal markets mentioned above is not practicable for the reason that grain at southern Minnesota points might find a more favorable market elsewhere.

You will note that the country elevator operator is not arbitrarily required to take out a license and that if he does not do so he cannot accept grain for storage. On the other hand if he does become a public warehouseman the rate of storage is fixed by the statute so that there is no competition in this connection and if the country elevator does have sufficient capacity for storage, he is able to earn a very favorable storage charge. I understand that there are very few cases in which the farmers of the State of Minnesota avail themselves of the storage facilities at terminal markets as provided by the statute and I am advised by one grain dealer in Minnesota in which he states as follows:

Here in southwestern Minnesota I have been connected with the grain business for a great many years and have never known of a case where grain was stored and a demand made for it at the terminal.

The situation as to the Minnesota Public Warehouse Law would seem to be in its relation to the country grain dealer that it does not operate to his disadvantage, if he becomes a public warehouseman for the reason that the farmers do not store grain with the intention of demanding delivery at the terminal market and that the arbitrary requirement of the statute fixing the rate of storage results profitably to the country grain dealer.

#### The Law in South Dakota

South Dakota has recently enacted a law that arbitrarily requires all country elevator operators to become public warehousemen. The grain dealers of South Dakota have opposed the law by a petition for referendum and this will be voted on a year from this fall. This law is certainly unreasonable for the reason that inasmuch as the average storage capacity of the country elevators is possibly 25,000 bushels per elevator; and that a large part of which space is required for receiving and shipping and that there is no surplus space in elevators of such

capacity for storage. It is possible this law was promoted by the Grain Growers' organization for the purpose of providing a means whereby the Grain Growers' Association could command the use of such country elevator facilities for the movement of the crops of the Association to terminal markets without the necessity of investment in country elevator properties and thus practically confiscate the country elevator properties of South Dakota.

#### Iowa Public Warehouse Law

The General Assembly of the State of Iowa enacted a Public Warehouse law that became effective in April, 1921. It is not compulsory. Otherwise the provisions of the law are similar to other public warehouse laws with reference to licenses, bonds and police supervision. There was much interest manifested in the enactment of the Iowa statute by farm organizations and the State Bankers Association. I am, however, advised by the secretary of the Iowa Board of Railroad Commissioners under date of September 17, 1923, that up to that time there have been no licenses issued under the Iowa statute providing for bonded warehouses and this law has now been in effect during the period April, 1921, to September, 1923.

The question naturally arises as to why these state public warehouse laws are not in operation and it would seem that in the first place the human element will not and does not function to the full extent of the provisions of the law; that the limited storage capacity of country elevators makes it impossible to accept grain for storage as provided by the law and that the average farmer is not interested in the idea of speculating to the extent of holding his grain for a short or longer period under supervised warehouse certificate at either country or terminal markets.

It is one of the fundamental purposes of the public warehouse laws to facilitate financial credit as well as storage and it may not be out of place to visualize what would probably be the practical situation in that connection. It is not the independent and well financed farmer who is clamoring for government loans and public warehouse privileges but rather the farmer who does not have as much credit as he may desire. As a rule such farmers have already pledged to a greater or less extent their grain crops to the local merchant or banker who would be vitally interested as to any action on the part of the farmer in storing grain in public warehouses and possibly disposing of such collateral, otherwise than in the payment of indebtedness which has been obtained by the promise that when the grain is sold the money would apply in the payment of such indebtedness.

Furthermore, the farmer who is reliable and has a good record of personal integrity and character can usually obtain greater financial accommodations and consideration by his local banker than from any government financial organizations with which he has no personal contact.

Public warehousing in a general way is an important branch of commercial activity in providing temporary storage to facilitate transportation and distribution when operated under public supervision as to weights and grades. It is, in my opinion, practically impossible to establish public supervision of inspection at country elevators or on the farms and to adequately police such stored grains to an extent sufficient to guarantee the integrity of outstanding certificates to the satisfaction of the bankers. I am in sympathy with the purposes and efforts along these lines but I do not believe that public warehousing of bulk grain at country stations and on the farms can be operated completely or successfully.

**The President:** I am sure it is a delight to have Mr. Wells with us, and that we have most thoroughly enjoyed his paper.

Mr. Sturtevant will now present the report of the Committee on Trade Rules. Though there are not many changes, they are important ones, and we should be glad to have a full discussion on them.

#### AMENDMENT OF TRADE RULES

**Mr. Sturtevant:** The Trade Rules Committee has no formal report to make. Answers to questions have been published in *Who's Who* throughout the year for the information of members, and the balance of the work of the Committee consists in presenting to you for your approval or disapproval proposed changes in the rules and discussing and endeavoring to clarify present rules.

#### PROPOSED AMENDMENTS TO RULES 6 AND 7

##### How the Present Rules Read

The present rules No. 6 and No. 7 will, of course, be eliminated in favor of the substitutes if the latter are adopted by the convention. The present rules read:

**Rule 6.—Billing Instruction:** (a) In case grain is sold for three or five days shipment, the buyer shall furnish billing instructions by wire on the date of sale, unless said instructions were embodied in the original articles of trade.

(b) The buyer shall be allowed three calendar days within which to furnish billing instructions on sales for deferred shipment, and must furnish the said billing instructions any time after three days, when requested by the seller. Should the buyer, after expiration of the allotted three days, fail to furnish shipping instructions on demand, the seller shall have the right to elect either to ship the grain to the postoffice address of the buyer, or to sell it for

the account of the buyer and charge the usual commission for so doing, or to cancel the contract at a fair market value and charge the loss, if any, to the buyer, 24 hours' notice having been given by the seller of his intention and election.

Shipping directions furnished by the buyer before the expiration of said 24 hours must be accepted by the seller.

**Rule 7. Incomplete Shipments:** When the seller finds that he will not be able to complete a contract within the agreed limit, it shall be his duty at once to advise the buyer by mail, telephone or telegraph, whereupon it shall be the duty of the buyer at once to elect either to buy in or to cancel the deficit, or, with the consent of the shipper, to extend the contract to cover the said deficit.

If the seller fails to notify the buyer of his inability to complete his contract, as above provided, the liability of the seller shall continue, until the buyer, by the exercise of due diligence, can determine whether the seller has defaulted, when the buyer shall immediately (a) agree with the seller upon an extension of the contract to cover the deficit (b) cancel the contract outright, or (c) buy in the deficit for the seller's account.

#### Eliminate the Present Rules No. 6 and No. 7 and Substitute the Following:

**Rule 6. Billing Instructions and Breach of Contract by the Buyer:** (a) Unless otherwise agreed the seller shall have the option of making shipment at any time during the life of the contract.

(b) It shall be the duty of the buyer, on contracts for shipments within seven days or less, to furnish billing instructions to reach the seller on the day the contract is made; and on contracts for shipment within eight days or longer, to reach the



J. E. BRENNAN AND ED. HYMSERS  
Two of Chicago's Finest

seller within three days after the contract is made, and on contracts for deferred shipments, to reach the seller not later than the first day of the specified shipping time.

(c) If the buyer does not furnish billing instructions as provided in section (b), the seller may demand them by telegraph or mail and if, after such a demand, the buyer does not furnish them to reach the seller by noon of the day following the receipt of such demand, or if in the absence of such demand from the seller the buyer does not furnish the said instructions to reach the seller within the life of the contract, the buyer shall be considered to have breached the contract.

(d) If the buyer does not furnish billing instructions as provided in section (b), but does furnish them as provided in section (c), the seller shall make shipment at his option within the period of time specified in the contract, figuring from the date the billing instructions are received.

(e) In case of breach of contract by the buyer as provided herein or otherwise, the seller shall have the right:

(1) To resell the grain for the buyer's account; the buyer to pay the seller the actual loss; or

(2) To retain the grain, the buyer to pay the seller the difference between the contract and the market price, if lower, and actual expenses incurred; or

(3) To cancel the contract or any unshipped portion thereof.

(f) If the seller claims breach of contract, it shall be his duty to notify the buyer by letter or telegram to reach the buyer by noon of the day following the day upon which he has notice that the contract is

breached, and to set forth in such notice his selection of the options provided in section (e). If the seller fails to so notify the buyer the contract shall be considered canceled without prejudice to either party.

**Rule 7. Incomplete Shipments and Breach of Contract by the Seller:** (a) If the seller does not make shipment within contract time, it shall be his duty to so notify the buyer by letter or telegram to reach the buyer by noon of the day following the expiration of the contract. In the absence of such voluntary notice the buyer may, on the last day of the contract or later demand advice from the seller as to whether the contract has been filled and in such case, unless advice is received by the buyer by noon of the day following the receipt of such demand by the seller that shipment has been made in contract time, the seller shall be considered to have breached the contract.

(b) In case of breach of contract by the seller, as provided herein or otherwise the buyer shall have the right:

(1) To buy in the grain for the seller's account; the seller to pay the buyer the actual loss; or

(2) To collect from the seller the difference between the contract and the market price, if higher, and actual expenses incurred; or

(3) To cancel any unshipped part of the contract.

(c) If the buyer claims a breach of contract, it shall be his duty to notify the seller by letter or telegram before noon of the day following the day upon which he has notice that the contract is breached, and to set forth in such notice his selection of the options provided in section (b). If the buyer fails to so notify the seller, the contract shall be considered canceled without prejudice to either party.

**Mr. Sturtevant:** Last spring the Trades Rules Committee of the Feed Branch suggested some changes in their feed rules, and these were of such a nature that I felt they could be profitably changed and applied to our grain rules, so the proposed changes in Rules 6 and 7 are the result of suggestions from the Feed Trade Rules Committee.

With reference to 6 (a), I think there can be no argument about that section. When a contract is made for the shipment of grain, and the contract does not specify the buyer shall have the option as to time of shipment, the seller has the right to ship them on any day within the specified time. The balance of the rule carries out that first provision. If we grant the seller has the right to ship the grain any time within the life of the contract, then we must place on buyer the duty of giving billing instructions.

**Mr. Gerstenberg:** In the old Rule (a) it speaks of three or five days shipment, but you start right off with "within seven days" in Section (b) of the new Rule. Why do you leave out three and five?

**Mr. Sturtevant:** The thought was that on any contract which provided for shipment within seven days, either a three, five or seven day contract, the billing instructions should be furnished at the time of the contract. We put seven in as the dividing point, because there are few contracts made for eight or nine day shipment. They are either a week or 10 days.

**Mr. Eikenberry:** Aren't there conditions under which it would be impracticable to furnish billing instructions on the day of the contract, and isn't it true that on all track-bought stuff, at least in the Eastern Central States territory, it would be unnecessary to have billing instructions before confirmations could be exchanged by mail.

**Mr. Sturtevant:** On the other hand, on shipments from terminal markets the contract is made for such a time shipment, and it very often happens the seller wants to load and bill that day, and if he has the option of shipping any time during the life of his contract, it is his privilege to ship that day. You will appreciate that these rules apply to the exceptional cases. Ninety-nine out of a hundred go through without any appeal to the rules, but don't you think it is better to have them definite and fixed rather than to leave any opening which may result in an argument?

**Mr. Eikenberry:** It would be necessary perhaps to say within two days, or set a definite limit.

**Mr. Sturtevant:** That would involve the Rule; you would have to divide it again.

**Mr. Eikenberry:** I realize that doesn't quite carry out the intent of the provisions.

**Mr. Sturtevant:** I am not prepared to say that seven days is the proper division; possibly we might change it to five days.

**Mr. Eikenberry:** I am not taking exceptions to that, but am taking exceptions to always furnishing the billing by wire.

**Mr. Sturtevant:** What do you suggest on that?

**Mr. Eikenberry:** The only suggestion would be to allow two days for billing, and then you rob the seller of the privilege of shipping during the first two days. But ordinarily shipment is not made until confirmation is received, and it should not be.

**Mr. Crouch:** We might remedy that in this way: "provided the shipper shall request."

**Mr. Sturtevant:** I think that is covered in the next section.

**Mr. Crouch:** If a man had to give shipping instruc-

tions every time he placed an order, it might work a hardship, and it would enable the shipper to cancel, if the buyer were not familiar with this rule.

**Mr. Sturtevant:** In the next section we say what will happen in case the buyer does not furnish the billing instructions.

**Mr. Smith:** Don't you think that in all cases for shipment within the period this Rule covers, instructions are given? You usually have the instructions in that wire.

**Mr. Sturtevant:** That is true, but Mr. Eikenberry has in mind a different class of business, where grain is bought for diversion.

**Mr. Eikenberry:** Yes, and where it is bought for shipment to the South.

**Mr. Mashburn:** Section (c) says at the end he shall be considered to have breached the contract. Then what does he do? Leave it to the buyer or seller as to who is to take action?

**Mr. Sturtevant:** The breach of the contract is covered in another rule. That last clause is pretty drastic.

**Mr. Mashburn:** I do not see why we should put something in (b) and then go to (c) to correct it. If there is a trouble to be corrected, can't we correct it in (b) itself? We in Oklahoma are practically receivers. We do not ship anything, and would not be affected by the shipping end of these rules. But we do buy a lot of stuff in this country that goes into Oklahoma, and I look at it from a receiver's standpoint. It would not be convenient for us in all cases on seven day contracts to furnish billing instructions the day of the contract, but it would be when we exchange confirmations, and I think that should be provided in the first section, and not let (c) correct (b).

**Mr. Sturtevant:** I do not agree with that. I think in a rule we should first state the rights of the parties or their duties, and we have in (b) stated their duties in detail. Then we must provide what shall be done provided they do not perform their duty.

**Mr. Eikenberry:** Section (d) provides a loophole out of a delay on billing instructions on the class of shipments considered in the first clause of (b). If he doesn't get them within the time provided in (b), but does as provided in (c), then it slips back and becomes an eight or nine day contract.

**Mr. Sturtevant:** Isn't that fair?

**Mr. Eikenberry:** Yes, but it may be unfair to the seller.

**Mr. Sturtevant:** The seller can demand his shipping instructions at any time, and if they are not furnished by noon of the following day, he has the option of cancelling the contract under Section (c). If the buyer does furnish billing instructions, say the third day after the contract is made, it is a 10-day contract then, the seller has 10 days in which to make the shipment.

**Mr. Eikenberry:** Not 10 days, but with a seven day contract he would have seven days after the instructions reached him.

**Mr. Sturtevant:** Don't you think that is fair?

**Mr. Eikenberry:** Absolutely fair, and it provides a method by which the contracts may be kept in force.

**Mr. Sturtevant:** In other words, the time of shipment is extended.

**Mr. Donahue:** I have in mind distributors who do not buy grain for terminal market, distributing through the country. He buys corn in Iowa, and he must furnish directions at the time he makes that contract. That cannot be done.

**Mr. Sturtevant:** Suppose he does not.

**Mr. Donahue:** I suppose the contract is carried on, but it seems that would make it impossible to make a trade. Suppose he wants five cars of corn, and he wants to market them at four or five different places. He cannot furnish instructions on them.

**Mr. Sturtevant:** The Rule provides it is his duty to furnish billing instructions, but if they are not furnished the seller can demand them, and then the buyer must furnish them.

**Mr. Donahue:** A man buying grain for distribution in different parts of the country of course can make a special contract.

**Mr. Sturtevant:** There is no penalty for not furnishing them, but it gives the other man the right to demand them.

**Mr. Manning:** What particular defect in the old rule are you attempting to remedy?

**Mr. Sturtevant:** It has been so long since I drafted this new rule that I have forgotten what the answer was. One of the defects in the old rule was the provision about shipping to the post office address of the buyer, which was the only way out for the seller, and that sort of shipment of course was impracticable.

**Mr. Manning:** Did anybody ever do it?

**Mr. Sturtevant:** No.

**Mr. Manning:** I do not remember any case of that sort coming up on the Appeals Committee. That post office proposition should be eliminated.

**Mr. Sturtevant:** Don't you think it better to define exactly the rights of the parties, and then define what will happen in case of breach?

**Mr. Manning:** I fear the more you attempt to

cover these features in detail, the more trouble you get into. If you follow the broader principles of equity in your rules, you won't have much trouble in sticking to them.

**Mr. Sturtevant:** Do you find anything in these propositions that violate such principles?

**Mr. Manning:** Only their elaborateness. They will become complicated.

**Mr. Sturtevant:** We fix exactly what should be done, and what should not be done in case the rule is not complied with. I believe the change would benefit the trade, and would reduce the number of arbitration cases.

**Mr. Green:** I do not think this rule has ever given us trouble, and would be in favor of letting it stand. You have a long rule here, and it makes it a little more involved.

**Mr. Bingham:** As a member of Arbitration Committee No. 2 I would say that one of the difficulties we have is that the rules are not specific, and that is why this new rule would be a help. In many cases we must decide what a rule means, and if you can have that rule specific there is no question about it. A lot of mistakes are made because people do not understand the rule.

**Mr. Sturtevant:** That has been my experience also.

**Mr. Hutchinson:** While I realize this new rule clarifies the conditions, we find so many different angles and technicalities coming up under the rules that it is impossible to make a rule that will cover each and every point. The conditions of trading in Oklahoma are so different from those in New England or the Inter-Mountain district, that we must use the broad principles of the rules, and determine justice and equity on the points of the individual case in these arbitration matters. Personally, however, I am in favor of clarifying these rules, and I think they are in good condition as proposed by the

in the season. It has been submitted to all the arbitrators, and the rules as drawn up have been reasonably thoroughly worked out. It may be too big a matter to settle offhand, and we need not take definite action on it immediately.

**Mr. Sturtevant:** We took no formal vote among the arbitrators or members of the Trade Rules Committee as to the changes. I received no objections except in some details which I think we have worked out, so it seemed almost unanimous on the part of the members of the various committees that the changes were advisable. I call attention to one provision under (c), that in the very unusual instance where the buyer does not furnish billing instructions during the life of the contract, nor does the seller demand such billing instructions, where both parties have been negligent and possibly have overlooked the contract, (c) provides the contract shall be considered breached by the buyer. I do not think that is quite fair, and would offer as a suggestion that in such case the provision should be that the contract should be settled at the market condition as of the date of the expiration of the contract.

**Mr. Hutchinson:** Sometimes it is hard to tell what the market is under the certain conditions of the contract.

**Mr. Sturtevant:** But you can always establish a market value. It may be difficult, but it can be done.

**Mr. Manning:** I do not see anything in Rule 6 that the buyer or seller cannot do under the old Rule except ship to the post office address.

**Mr. Eikenberry:** I do not see any injustice to the buyer as the Rule stands.

**Mr. Sturtevant:** Presume a contract where the seller does not demand billing instructions during the life of the contract, nor does the buyer furnish same; the contract runs out with neither party making a move. Should it be considered that no contract had



A FEW DELEGATES FROM OHIO  
All Boosters for the National organization

chairman. The matter of extending the time is one we run counter to quite often, when a man doesn't give shipping instructions promptly, and the question comes up whether some terminal market terms apply. The Chicago rule is that the shipping period shall commence from the time full shipping instructions are received. On a 30-day shipment it is possible to make a 60-day contract out of it, so that these rules are intended in the main to cover all of those points.

**Mr. Mason:** I have been handling a terminal elevator for many years, and have had much trouble with the old rules because they have not been definite, and more than once I have accepted a loss for our firm simply because there was no rule governing. When I called up they told me to ship to the man's post office address, which I would not do. I am very much in favor of this rule. If we make a contract and it is the duty of the buyer to furnish instructions that day, it doesn't mean in the ordinary course of business that any one will ask it, but as a seller, if I need them, I have a right to wire for those instructions, and they must be provided.

**Mr. Gerstenberg:** How would you like to sell 100,000 bushels of wheat for 30 day shipment, and not get shipping instructions at any time? We loaded and loaded, and I was nearly broke. My local advice was such that I had to put it in Grand Trunk car, and at midnight of my last legal hour I billed it to the post office address and collected my money. That case is still in the Supreme Court of New York. It happened in the panic of 1893. (Laughter.) That point is not covered. Put yourself back to 1920 in that quick slump. There is grain traveling around East yet that has never been settled for, and I know of two cars in Texas on which the weights have not been returned.

**The President:** That Rule was changed either last year or the year before, so that the shipper did have an option in addition to his right to ship to post office address. He can establish his loss, and doesn't have to take the additional risk of shipping somewhere where he may not even see the car numbers again. Mr. Sturtevant started work on these early

ever been made, or should the contract be adjusted between the parties at the market condition based upon the value at the date of the expiration of the contract?

**Mr. Green:** Who is going to start it?

**Mr. Sturtevant:** Some one will wake up and find there is a contract. There has been such an instance.

**Mr. Eikenberry:** In that case it is reasonable to presume that the seller would not. If a man has been so negligent as to allow an advantage that accrues to him under a contract to lapse, he should not have any profit under that contract.

**Mr. Sturtevant:** Most of the objections we have received are based on the contrary view.

**Mr. Macdonald:** Does not the change you suggest conflict with the last three sentences of (f)? I do not like that. I like no arrangement whereby, in case of complete failure of either party to get in touch with the proposition, it might lapse automatically.

**Mr. Sturtevant:** Perhaps it would be better to take that up when we get to it. As to (d), that is similar to the Chicago rule.

**Mr. Bingham:** While I have no objection to that Rule, very often in the export business to the Gulf, for instance, you buy at the present time for first half of December shipment. A man engages his boat for the first half of December shipment, and if he should forget and not give shipping instructions until December 20, he cannot ask for delivery on that until 15 days afterward, and in the meantime his boat goes out.

**Mr. Sturtevant:** The Gulf business is all at buyer's option.

**Mr. Gerstenberg:** Not always.

**Mr. King:** (d) construed with (c) would give the buyer the privilege of standing off delivery, if he did not see fit to take it. It would put in the hands of the buyer the ability to postpone shipment.

**Mr. Sturtevant:** No; the shipper may demand billing instructions, and if not furnished in 24 hours, he may cancel.

**Mr. King:** But it says in (c) if he is called upon

and does not furnish the billing, he will be considered as having breached it.

**Mr. Sturtevant:** When he finally does receive them, then at his option he has the full shipping time to make the shipment.

**Mr. Crouch:** When we received this I looked through it casually, and I think I wrote that I approved of it, but I have about decided to backwater or it (Laughter). I believe we may get into a complexity that is worse than what we have. I believe the old Rule 6 is about as good as we can get.

**Mr. Manning:** All but the post office feature.

**Mr. Crouch:** You have a right to sell for buyer's account or ship to post office address, and you all know which you would elect. That is short and not complex.

**Mr. Sturtevant:** Let us look at (a) of Rule 7.

**Mr. Gerstenberg:** How will you get directions if a man won't give them to you?

**Mr. Sturtevant:** The thing is to define what shall be done in such a case.

**Mr. MacDonald:** No one is buying for three to five day shipment unless he is prepared to give billing instructions.

**Mr. Sturtevant:** But they don't always do it. The fact is they are not always furnished.

**Mr. Manning:** Has that ever happened?

**Mr. Sturtevant:** Yes.

**Mr. Crouch:** But no one would have trouble in getting by. If he wired for instructions and they were not furnished, all he would have to do is to wire the action he was taking.

**Mr. Sturtevant:** There have been cases taken to court, and the courts have decided on adjustment of the shipment on date of expiration of contract, rather than on the date when the seller knows he has a loss, and by this Rule we fix that.

**Mr. Manning:** Personally, on a purchase for three to five days I would consider it defaulted when they failed to furnish billing instructions. He has failed to furnish billing instructions in accordance with the contract.

**Mr. Sturtevant:** You think the seller would have the right immediately to resell and bring arbitration proceedings?

**Mr. Manning:** Yes.

**Mr. Sturtevant:** But there is room for argument, and we are trying to reduce the number of arbitration cases.

**Mr. Eikenberry:** That depends on what is meant by the last clause there. It is indefinite to me, the old Rule, and it needs revision.

**Mr. Sturtevant:** As to (e) I do not think there is anything new in that. We tried to incorporate all the provisions of the old rule and to add to and embellish them.

As to (f), of course if the seller of grain claims a breach of contract, it should be his duty to fix the loss before there is any market change, and not try to extend the time and let it run along and take advantage of market changes. If the contract is breached the seller should establish his loss right then and there, and not speculate at the buyer's expense. The last clause is pretty strong, because if the seller should overlook it, he is through.

**Mr. Eikenberry:** The next rule penalizes the buyer.

**Mr. Bingham:** As to getting notice to him by noon,—it might be stormy and the wires might be down, so that it would be impossible to get that notice through by noon.

**Mr. Crouch:** I want to make a suggestion. I am not satisfied with the rule as it is, and think the old rule can be altered some, and if it is in order I will move that Mr. Sturtevant and Mr. Manning and Mr. Green be placed on a committee to consider this and present it again to us at our next meeting.

**Mr. Sturtevant:** I agree that it is too big a matter for us to settle here.

**Mr. Manning:** I suggest we go ahead with the discussion until we get through.

**Mr. Sturtevant:** As to (a), there have been numerous cases where the buyer has been unable to ascertain whether or not his contract was filled. He has wired and asked the seller whether it was, and he could not get an answer. The seller may have filled the contract, and he simply says "I have filled it. Let it go at that." That is not fair. The buyer should have some means of obtaining information as to whether or not his contract has been filled.

**Mr. Eikenberry:** I remember a case that held fire a long time, that originated in the failure of the buyer to make demand or to ask for advice at the expiration of the contract. It involved a large amount of grain, so that the seller took advantage of the fact the buyer had not asked him, and there was quite a decline, and he shipped him several cars after the expiration of the contract, and the buyer refused them.

**Mr. Sturtevant:** He was within his rights in refusing them.

**Mr. Eikenberry:** Yes, I think so.

**Mr. Sturtevant:** There is nothing in this rule to extend the time of shipment.

**Mr. Eikenberry:** But he inferred that as long as

the buyer did not ask him whether shipment had been made, that the time went on.

**Mr. Hutchinson:** What do you mean by the words "or later?"

**Mr. Sturtevant:** We do not mean to say that we must not confine him to the last day of the contract.

**Mr. Hutchinson:** It is like "due diligence"; it does not mean anything.

**Mr. Sturtevant:** I do not think so. Instead of on the last day of the contract, he might do that on the day following; say on the last day of the contract or later he may demand from the seller advice as to



FRANK J. MONTMORE OF PHILADELPHIA

whether or not the shipment has been made, or two days later he should still have the same right to make this demand.

**Mr. Eikenberry:** There is a chance for trickery there. Suppose it runs on three or four days, and the market has declined. At the end of the contract the buyer concludes he doesn't care whether it has been shipped or not. He will stand on his rights. Then the market reverses its position, and he makes demand as to whether it has been shipped. If it has not been, he takes advantage of that fact. I believe it should be a certain number of days, the date of the expiration of the contract or the next day.

**Mr. Sturtevant:** But we are in some cases three days apart by mail. The invoices may have been made today, and won't reach Texas for three days. There is no reason to presume a breach of the contract.

**Mr. Eikenberry:** No, but I should go on the theory that if the invoices had been mailed, it won't do any harm.

**Mr. Sturtevant:** Wouldn't it compel you to make demand on every contract if you made it definite?

**Mr. Eikenberry:** The very fellow you want to



N. C. WEBSTER GREETING W. P. BUCHAN

make demand on is the very fellow that will take advantage of an ambiguous statement like "or later."

**Mr. Green:** How about saying three days?

**Mr. Sturtevant:** That would not cover it from Minneapolis to Portland, for example.

**Mr. Crouch:** In case of breach the buyer should have all the time he wants.

**Mr. Mashburn:** The seller is the man who has breached the contract.

**Mr. Bingham:** If we had to ask the country shipper on every single contract that was a day or two over, we would have to do a great deal of wiring and would have trouble on our hands. If the shipper does not make the contract according to the way he contracts, we should have the right to get the information at any time, whether one week or two weeks.

**Mr. Green:** I think that is all right.

**Mr. Sturtevant:** I think there is nothing new in

(b). It has been suggested, however, by Mr. Smith that we should include in the rule a clause providing that the time of shipment may be extended by agreement. I see no objection to that although that would be understood in most cases. That might be included, by the consent of both parties the time of shipment may be extended.

**Mr. Smith:** That should be consent in writing.

**Mr. Sturtevant:** Yes.

**Mr. Eikenberry:** I do not like (c).

**Mr. Sturtevant:** Isn't it fair to require this man to do certain things? It is the same as the similar section under Rule 6. If you do not make such a provision, the man who has the other fellow in default will speculate on the market and take advantage of further fluctuations. He should be compelled to settle the loss now.

**Mr. Eikenberry:** That is the question I want to raise with respect to "later,"—that it puts the buyer at the mercy of the seller as a speculator on the market.

**Mr. Sturtevant:** This is the seller's default.

**Mr. Eikenberry:** Yes, but it allows the buyer to come to a knowledge of this a week or two after the default is committed. Suppose he doesn't mail him a notice, and makes a demand later.

**Mr. Sturtevant:** Should we legislate to protect the man who is in default on a contract?

**Mr. Eikenberry:** No, but we should legislate to protect his interests after such contract has expired.

**Mr. Manning:** The buyer is without notice. He doesn't know this contract has been breached, and in numerous instances he doesn't know on the last day of the contract that it has been breached, so you must make it later.

**Mr. Eikenberry:** Presuming that three days after close of contract the market is down, and the buyer is hoping the contract has not been filled. He does not ask the seller whether it has been filled or not. Then the market reverses itself, and in 10 days after the limitation of the contract the market is in his favor. Then he sends him a message asking him if that contract has been filled.

**Mr. Hutchinson:** The first part of this cares for the seller. If he finds he cannot make the shipment, to protect himself he must notify the buyer.

**Mr. Eikenberry:** But suppose he does not.

**Mr. Hutchinson:** Then he has defaulted and should be penalized.

**Mr. Hessberg:** When the contract goes beyond the contract time the buyer should not necessarily be forced to make demand on the seller by noon of the following day. He may see fit to extend that contract, and I think the contract should remain in force indefinitely at the option of the buyer. He may not be in need of the commodity, and may be willing to give the seller additional time.

**Mr. Sturtevant:** There is no desire on the part of the Trade Rules Committee to force these changes through. We felt there was a call for some revision of these rules, and I presented this draft, I will admit, in fear and trembling, because I knew there would be an argument.

**Mr. Eikenberry:** I will second Mr. Crouch's motion.

**The President:** The motion is that this matter of revision of Rules 6 and 7 be referred to a special committee composed of Messrs. Green, Manning and Sturtevant, they to report back to the Convention at tomorrow's session.

**Mr. MacDonald:** I move that the proposed Rules 6 and 7 be laid on the table. (Seconded by Mr. Manning, and lost.)

(Mr. Crouch's motion carried.)

**Mr. Sturtevant:** Here is suggested Rule 32:

#### SUGGESTED RULE 32

Unless otherwise specified, a carload shall be 80,000 pounds of wheat, corn, rye or barley, and 64,000 pounds of oats. If a 60-capacity car is specified, the carload shall be 60,000 pounds of wheat, corn, rye or barley, and 48,000 pounds of oats. If 80-capacity is specified, the carload shall be 80,000 pounds of wheat, corn, rye or barley, and 64,000 pounds of oats. If 100-capacity car is specified, the carload shall be 100,000 pounds of wheat, corn, rye or barley and 80,000 pounds of oats.

Old Rule 32 is obsolete on account of the use of larger equipment, and it might be well to fix exactly what a carload means. It is understood there would be nothing to prevent contracts being made for the contents of a car, in which case the rule would not operate, or such a provision, if desired, could be included in the rule.

**Mr. Mason:** Should it not be 80,000 pounds or to full visible capacity? In the ordinary course of loading an 80,000 capacity car, there would be around 84,000 or 86,000 pounds.

**Mr. Sturtevant:** When the market is up you get it one way, and when down, another. The rule is seldom invoked, but occasionally we get an arbitration case where a contract has not been filled, and the question is upon what figure shall we base settlement.

**Mr. Green:** With that addition I move its adoption.

**Mr. Hutchinson:** This is not supposed to be a

## Tuesday Morning Session

specification for loading cars. It is purely for the guidance of arbitration committees to settle a contract as to what was the contract between the two dealers. The railroad rules how much you shall put in certain sized cars, and that you must contend with under the different classifications of the country. I think the rule is all right, with the exception that where individuals will trade on capacity cars, the seller should have the right to give him anything he wants to give him. If they will make a contract for a cap car, when nobody knows what a cap car is, with a shifting from 40,000 to 110,000 pounds, make the buyer take whatever the seller wants to give him. But when he specifies 80 or 60 or 110, make that a contract. The oats proposition is all right. Be careful not to contract yourself into a hole. Sell bushels and load it in any car you want to.

**Mr. Mason:** We have had trouble with that, and have tried to get them to specify bushels, but it is hard to get them to do so. Ten per cent less than capacity is the railroad minimum.

**Mr. Sturtevant:** Suppose the car never was shipped?

**Mr. Hutchinson:** The contract is to sell you capacity car 80 or 60.

**Mr. Sturtevant:** The arbitration committees have held that on those contracts the buyer should take whatever the seller shipped.

**Mr. Hutchinson:** I move you add to the proposed rule a clause stating that a sale made on capacity car shall be any sized car at the option of the seller.

**Mr. Bingham:** What size should it be in case it is not shipped?

**Mr. Sturtevant:** I think the rule is better the way it is.

(Mr. Green's motion to adopt rule seconded by Mr. Sturtevant, and carried.)

**Mr. Sturtevant:** I move the secretary be requested to advise the various exchanges of the action of the Association on this rule, and take such steps as may seem necessary to try to persuade them to adopt a similar rule in order to secure uniformity on this point.

**Mr. Crouch:** I would suggest the different affiliated organizations be included.

**Mr. Sturtevant:** I will accept that. (Motion seconded by Mr. Smith and carried.)

**Mr. Sturtevant:** With reference to Rule 26, Mr. Bingham called my attention to a loophole in this contract, and the suggestion is the Rule be changed to read as follows:

### PROPOSED AMENDMENT TO RULE 26

**OFF GRADES:** It shall be the duty of receivers, trackbuyers, and distributors of grain on regular market terms to notify sellers of any failure to grade, so that they will receive such notice within 24 hours from date of inspection, giving the grade of the grain; whereupon it shall be the duty of the sellers receiving such notice to AGREE UPON A DISCOUNT WITH THE BUYER OR to wire disposition at once. Off-grade grain sold for account of shippers shall not apply on contract.

**Mr. Green:** That is common practice now, isn't it?

**Mr. Sturtevant:** Yes.

**Mr. Bingham:** At present, if the grain does not grade according to contract, the buyer should notify the seller. Under this rule if the grain fails to grade according to contract, the buyer has the option of applying it on the market condition without notifying the seller. I do not think that is the intention of the rule, and it was simply to clarify that that this suggestion was made. Now the buyer must notify the seller before he unloads it; otherwise he is responsible.

**Mr. Hessberg:** I move the adoption of the rule as read. (Seconded by Mr. Mashburn, and carried.)

**The President:** There is just one more matter to come before us at this session, and that is report of Committee on Membership. Mr. Huber, the Chairman, is not present, and I will ask the Secretary to read his report.

### REPORT OF THE MEMBERSHIP COMMITTEE

As chairman of the Membership Committee, I beg to report that 158 new members were secured for the convention year, 1922-1923. The booster campaign began on February 1, 1923. It was decided to close the canvass as soon as 150 new members were enrolled. That mark was reached on August 3, 1923. Since August 3 eight additional members were secured, making the total for the fiscal year 158. Considering the fact that the grain industry is far from normal, the record made by the boosters is very good.

It is unnecessary to go into full detail concerning the total direct, associated and affiliated membership figures, names of prize winners, etc., as Secretary Quinn has covered the matter fully in his annual report. In conclusion I wish to convey to each and every booster my sincere thanks for their splendid efforts and loyal support. It has been indeed an honor as well as a pleasure to work with you.

E. F. HUBER, Chairman.

**The President:** If there is nothing further, we will stand adjourned until 9:30 tomorrow morning.

The convention was called to order by the President at 9:45 o'clock.

**The President:** I take great pleasure in introducing to you at this time Hon. Joseph A. Lawson, former member of the New York Supreme Court, who will address us on "The Average Man."

### ADDRESS OF HON. JOSEPH A. LAWSON

I WANT to express my appreciation of the privilege of looking into the faces of the representatives of this great Association, coming from all parts of this great country. My work upon the platform is a labor of love, and my selection for an address at this time is due to the fact of my association with what is known as the National Security League, of which Hon. Lindley M. Garrison is president, and Alvin B. Parker of the State of New York, who some of you may remember was at one time a candidate for President of the United States, is vice-president, and the principal office of which organization is in the City of New York.

It maintains a speakers' bureau composed of members of my own profession, the law, and of other walks in life, who are willing to devote their energies and time to the propoganda of this National Security League. I promised Mr. Harvey, the secretary, that when I came to Des Moines I would try to set forth briefly and succinctly some of the objects of this



HON. JOSEPH A. LAWSON

organization, because at one time it had a branch in this thriving community which seems to have fallen somewhat into innocuous desuetude.

### The Object and Purposes of the National Security League

The National Security League had its inception at the time when the pacifist was abroad in the land, at the time when it seemed best to those solons at Washington that the labor of years and the expenditure of millions of money in the creation of an adequate navy to meet the emergency of the great world war should be brought to naught by scrapping those wonderful protectors of our national honor; and the sending back to the ploughshare of him who had donned the khaki to carry the rifle that sent the bullet to the heart of the murderous Hun. The National Security League came into existence by the voluntary getting together of men with no strings on them and no allegiance to any munitions plants and with no affiliation with any money-making enterprise, to bring to the people of America the necessity for the exercise of common sense instead of an indulgence in hysteria.

And it was with that object, that the American people might be educated to the value and importance of a national army and navy to protect the honor of the country of our birth or our adoption, not for aggrandizement, not for the extension of territory, not for the glory or honor of some crowned prince or sovereign, that this League was begun. And added to this motive there has been since added propoganda to the end that the Constitution of these 48 states might have a part in the curriculum of every public school in the United States of America, that the youth, the boys and the girls, might know the rules of citizenship, the chart guiding the ship of state. And I wish, if there has been a chapter of the National Security League in the City of Des Moines, that it might be revived, and I wish that in every city in the United States the men who are willing to lay

aside their daily labors for a little, to the end that they may give something of themselves to the greatest good of the greatest number, might organize these little groups with these two primary objects, an adequate army and navy to protect our national honor, and the teaching of the Constitution in the public schools, even possibly to the exclusion of the square root of the hypotenuse of a right-angled triangle, and a deep delving into the origin and development of the Greek root.

It is a real treat to come out of the confines of the Empire State into this Middle West. It was a treat to come across from Chicago yesterday under God's glorious sunshine, with the sweep of the land under the eye, to this city of Des Moines. There were a lot of familiar things that were of personal pleasure to me. When I saw those thousands upon thousands of acres of standing corn, I thought of the possibilities of sour mash (laughter). I don't know if you take official notice of the possibilities of that cereal for that purpose; perhaps it would not be wise under existing conditions for you to do so, but for one who keeps alive in his heart a little of the sentiment of the years that are gone, and would like to feel the surge of the milk of human kindness, that corn meant a whole lot of things (laughter).

And then those hogs, thousands and thousands of hogs. Why I seemed to be again back in the state of my nativity and fighting my way in the subways of New York (laughter). The whole thing combined to give me such a kind of homey feeling, the corn and the hogs (laughter). And then I came in contact with you gentlemen (laughter).

### "The Average Man"

I have taken the liberty of changing the original topic that was assigned to me, which was "The Red Peril," and will talk about "The Average Man." I think many of you are from Missouri, and I shall have to show you. When a man gets on the platform and arrogates to himself the promulgation of ideas and theories of life and conduct, he should be fortified with some reasons. To that end perhaps I will be pardoned a little of egotism if I am a trifle biographic. You don't know me from a side of sole leather, and I will have to prove my case by my arguments. We often find in presenting an issue of fact to a jury that the personal equation is important in getting things to those 12 intelligent men or women in the box. And my experience as an active practitioner for something like 40 years, although I am not wearing quite as high a forehead as many of you among my listeners engaged in the grain trade, I have lived that length of time within the sacred precincts of the legal profession. And it may be some force will be lent to what I have to say if my hearers know a little about the personality of the speaker. As far as public life is concerned I was plucked early. I went upon the stump for the political party with which I was then affiliated, and with which I am still affiliated—and I don't think it makes any difference to you what party that is—it is the party in defeat as far as I personally am concerned (laughter)—about the time I cast my first vote. And my early days, or perhaps I had better say my early nights, were spent at cart-tail ends and at street corners under a gasoline lamp, whose asphyxiating vapors were almost as deadly as those vapors coming from the back part of an automobile, as far as the speaker was concerned, and when you think of the poor auditors, having to endure them together with the awful oratory of a young man of 23, standing the combination, I am not surprised that the advocacy of my principles and candidates did not carry any further (laughter).

But I began to come in contact with my fellow men at a very early age. I am a great believer in those lines of the great poet Pope,

Presume not God to scan,

The proper study of mankind is man.

And I don't eliminate woman either, because under existing conditions "man" is a generic term, and whenever I allude to man I mean woman also, because man has long ceased to be the better half; it is about 50-50 now in the family circle. So that the ideas that would formerly be addressed to the sterner sex, for now these beautiful women, these delightful partners of our joys and our sorrows, who have the same right to the ballot that we have, and exercise their franchise in selecting those who shall administer the affairs of state, from the president to the alderman—and the line of cleavage is not so great after all when you come to analyze it—must also be considered.

One of the delightful things about coming to the State of Iowa under the auspices of this Association is to come into my own. I see by this program that I have been a member of the Supreme Court of the State of New York. That pays me a higher tribute than I deserve. As the candidate of the party with which I was affiliated I made an effort to sit upon the woosack and wear the ermine in 1905, but an adverse majority of something like 23,000 sent me back to the confines of my office to try horse cases and recover on promissory notes, and earn as near an honest living as the principles of my profession will let me (Laughter). But in 1910 the political atmosphere exhibited other symptoms that seemed more favorable, and I then, from the boss of my organization, secured another judicial nomination—and I say

it without fear of contradiction, I secured from the boss of my political organization a judicial nomination—that is something I may talk about by and by, the necessity of such a thing as that. And that time it took my friends, the enemy, three weeks to get a bare majority against me of 540 votes. Now you can see, you gentlemen who have had political experience, that that was running some to reduce the 23,000 adverse majority to 540, and I have a sneaking suspicion that the 540 votes were not entirely legitimate. (Laughter). But it remained for the State of Iowa and your organization to give me that judicial title which the State of New York denied me (Laughter). So I accept the election at your hands, and express my appreciation and gratification for this elevation to the bench (Laughter).

#### The Court Reporter

I did for five years by the grace of one of the governors of the State of New York, occupy an official position that made me even bigger than a judge. We have a system of the official reporting of the decisions of the courts of our state. We have the court of appeals, with seven judges. Its decisions are handed to its reporter, and it becomes compulsory with him to print all of those decisions. He cannot change a word, but must publish everything those seven wise solons write in deciding a question of law or of fact. Then next we come to the appellate court, composed of five judges, the appellate division. That court has its reporter with the same limitations as to publishing the opinions of the learned judges. Then we have the great array of supreme court justices who sit at *nisi prius* or trial term, special term and in chambers, and then we have the county judges and surrogates and the court of claims hearing claims against the State of New York. All this vast array of our judicial system below what is known as the appellate division is entitled to a reporter, and that reporter is appointed by the governor of the state, the other reporters being selected by the courts themselves. Now just as a little amelioration to me of the disappointment of not achieving the bench, the good governor of my political faith appointed me as miscellaneous reporter, little thinking what an autocrat it made me, because he is the only reporter in the state who can exercise any discretion whatever. Under the statute which defines his duties, it provides that he may publish such opinions as in his judgment are of interest to the profession.

So that, in the last analysis, after having been twice turned down for political preferment, I found myself in a position where I could report or not report, and where I could even overrule the judges themselves, and I could file in the waste basket those learned opinions, if I didn't think they should be published (Laughter). So in this world of sin and sorrow there are some compensations. So much for the reasons why I may be, possibly, entitled to discuss the average man. Through the agencies of political life, through having been a platform speaker in the interest of the party to which I belonged, through having attended so many banquets that it is only the mercy of a Divine Providence and an iron constitution that I have any liver left and that my lights aren't entirely extinguished—for these reasons and some others, which include, I am proud to say, in common with the secretary of this organization, five years' experience in newspaper work—not journalism; I never was brought to that, but I could handle a dog fight or a social function with such facility and choice of the English language as to make it acceptable to the readers of the daily on which I labored—perhaps I may be qualified to talk on this important subject. All this sounds egotistic, but they are my credentials, because I came 1,400 miles to talk to you this morning, and there might be something in my personal appearance that would create a sudden prejudice in your minds, and I must use all the means at my command to remove that.

#### The Attitude of Some People

Those hogs I saw yesterday were reminiscent to me of the attitude of some people in our great American Republic. A man from the North was traveling through Georgia on horseback, through the sparsely settled woods of that section of the country, and under the tall pines and over the pine needles of the forest, and he came to the cabin of a native down there, one of the "poor white trash" type. He rode up and said to the proprietor of the domain, "Howdy, stranger." And the Georgian replied, "Very hoarse, boss." "My friend," said the man from the North, "you seem to have lost your voice." "Yes, sir, I have lost my voice." "Well, tell me something. As I have been riding along, scattered through the woods I have seen little droves of razorback hogs running around in a circle. I never saw them do that way in my life before. They seem distracted." "Yes, sir, they are distracted. Them is my hogs." "Well, what is the matter with them?" "Well, you see before I lost my voice I used to call them when it was feeding time. And then when I lost my voice I got a stick and hammered on a tree when I wanted to feed them, and after while they got to know what that meant; but now the d—n red-headed wood peckers have got them almost crazy." (Laughter.)

And so it is today with the red-headed woodpeckers of bolshevism, anarchy and communism, of the division of the world's goods without adequate

labor to earn, the red-headed woodpeckers have got some sections of the American public so crazy they are running around in circles (Applause).

In 1882 and 1883 I was on the platform in the interest of the candidate of one of the great parties for president of the United States. I remember pointing with pride to a nation of 50,000,000 people. Sometimes I can scarcely realize that in the passage of 40 years this Nation has more than doubled in numbers, and that today we have more than 110,000,000. Let us take a little retrospect, and see what the average man means, what he thinks, what is his future, from the leaders of thought and action in these United States of America. I have a very vivid recollection of the close of the great Rebellion of 1860-1864. I remember swinging my little fat legs upon the wooden steps of my father's home as those boys came home from the fever swamps of Louisiana, from the horrors of Andersonville and Libby prisons. I saw them marching up State Street hill, that hill in the City of Albany which leads from the bank of the Hudson River to the \$30,000,000 capitol; I saw those torn and tattered, fever-worn veterans, and I was not too young to ask myself the question, just a glimmer, what is it all about; was it worth while.

#### Sixty Years Ago

Now 1864 is a long time ago, and when I look over this audience I do not see many men who remember those perilous days, those four years of fratricidal strife. I see mighty few men who sat, as I did, on the curbstone and saw the body of the martyred Lincoln, with the four horses in their trappings of woe, drawing the hearse that bore his martyred remains from the Capitol in the City of Albany, where it had lain in state, to the railroad train that was to take it to Springfield, Ill., and my revered father pinned in my lapel a little crepe with a miniature of Lincoln inside of it. Perhaps you think I am wandering far afield from my subject, but there is something in the atmosphere of this room, something in the air of Iowa, something in the Middle West, there is something in your occupation as conveyers of the fundamentals of the staff of life that makes me feel like getting away from the commonplace, from the ordinary platform oratory, that make me feel like talking out in meeting, like coming to you more than halfway, to make me metaphorically take you by the hand and say, "Thank God, there are some American citizens left." (Applause.)

Those were great days, when General Lee handed his sword, hilt forward, to Ulysses S. Grant at Appomattox, and the echo of the words of the great General, "Let us have peace," echoed through the minds of the American people for many decades, the consummation of fraternity between the two great sections of these United States, the knitting together of brothers and relatives, men of the same country, of the same blood that for a principle had been set one against the other. That closing of the bloody chasm was a glorious consummation and the lessons to be learned from it of the value of American citizenship should never be allowed to be eradicated, to be weakened, or to occupy a minor place in the minds of the younger generation of this country.

#### Shall We Forget?

Sixty years is a long time, and it comprehends marvellous events. How they came on afterward, the Franco-Prussian War, echoes of which came to this country, and we scanned the press to see the triumphs of Bismarck's statesmanship and the fall of the Imperial family of France. Our own Spanish-American War, a war of altruism to help the reconcentrados of Cuba to free themselves from the entanglements of the barbed wire fences that Spanish cruelty had set up about them. And oh, the battles that marked the Marne, and the doom of the Central Powers in this last great World war! How easily we forget! 1864 is a dim picture. The outlines are fading. The veterans of that war today are such a thin blue line that on the thirtieth day of May it is scarcely perceptible in the picture of American civilization. Where they used to march shoulder to shoulder, some with the empty sleeves, some with crutches under their armpits, now one or two automobiles are ample to carry them to where they can lay the wreath of memory on the graves of fallen comrades. Now, in God's name, are the lessons learned from this last conflict from which we are just emerging to become like a fade-out in a movie, or are we men and women of America to realize what the supreme sacrifice meant?

Sixty years since the War of the Rebellion! Old-fashioned things are played out. I wonder, men of the Grain Dealers National Association, coming from every state in the Union, do you ever stop to think of the sentimental attributes of your business? Business, business, business—that is the shibboleth, and Big Business is the shibboleth now. It is the shibboleth in Wall Street, near which I have my office. It is all I hear at the noon hour when I go to luncheon, all I hear when I take the elevated train in the evening; it is all I hear in my environment, big business, the biggest kind of business.

Now the sentimental attribute of your business! Do you know that you handle the fruit of the earth that goes into the meal that is transformed into the flour that makes the bread that is the staff of life of every man, woman and child in America? Perhaps you are familiar with *pate de foie gras*; it may be that French pastry is the daily concomitant of

your lives; it may be that the product of the French chef is more appealing to your individual palate than the simple sustenance with which you were familiar in youth, but I say to you I would rather be instrumental in making the flour that made the loaf that my grandmother used to bake, the big long loaf made with potato yeast, and put into the oven by her trembling old hands, than to be anything I have been or can ever hope to be. It came out browned to a turn, and when it was served she cut it lengthwise of the loaf. The slices were an inch thick, and they were spread with grass butter that had the aroma of new-mown hay—I can eat it with a teaspoon today (Laughter). And that slice from that loaf, spread with that butter, was a feast fit for Lucullus. And you men make it possible to have it again. I do not like the long loaf of French bread that I have to break over my knee, but I do love the kind of bread my grandmother used to make, and I congratulate you as an instrumentality in producing that *chef d'oeuvre*, which is French.

#### Modern Tendencies

I picked up a newspaper two days ago, and saw a cartoon of the children returning to school in September, freshly washed faces, hands scrubbed, glowing with health, lined up behind their desks in the great public school where the Constitution must be taught. And the creator of the cartoon had put in it, with an artist's privilege, an idea. Floating above the heads of these school children was the embodiment of their ideals, the dreams they were dreaming as they sat there, rising like incense above their heads, those smoke wreaths that took shape and formed pictures to present to the reader a pen picture of what these little folk were thinking. And among those cloud pictures I did not see the face of George Washington, or of Abraham Lincoln, or of Florence Nightingale, or of any great author or great hero. But among those cloud pictures I saw a reproduction of a ball player getting a salary of \$20,000 a year and making 40 home runs. And over a little girl I saw the wraith of a movie actress who had just signed a contract, and the actress was about all there was—she was clothed in a spirit of humility and a contract for the season calling for \$1,000,000 (Laughter). And I saw other pictures embodying the ideals of these children, and they sat there with rapt expressions to contemplate these wonderful characters of the Twentieth Century that they desired to emulate. And in that picture was vastly more truth than poetry. And it is the average man and the average woman and the average child, the average boy and girl, who are misled by false values and ideals, and it is to the average man that we must direct ourselves, if we would save what has cost so many lives to bring to its present state of fruition. We must direct ourselves to the man on the street, to the average man.

Perhaps I am wrong in my promises and wrong in my conclusions, but such as they are I hold to them, and my belief is my own and my argument is my own, and I have no retainer, and I am only doing what by the grace of God and the good Constitution I did for four years during the World War in every field open to a man past three score years and who weighs over 200. No Red Cross for me, no Y. M. C. A., no Knights of Columbus, no Salvation Army, but I could use a talent for placing before the people the necessities of the country and of the boys in khaki, and so for four years I spent myself in war work, as, please God, I will spend myself for the rest of my days to leave a little dent after I am gone, to cast a little bread upon the waters, to use a little influence to awaken the ideals of the American people, to the end not that I may have a political preferment, not that the world may be made safe for democracy, for I don't know what it means, but that my little grandchildren, the little boy and the little girls, so clean, so sweet, so uncontaminated, may come up in a world of purity for the little girls, of clean living and high thinking for the little boy (Applause).

#### Men and Supermen

I don't know how you feel about certain great characters in American history, but I am fed up on "the plain people," on that phrase. I don't know whether it means a man so cussed homely that he has to get up in the night to rest his face, or whether it means simply a man that works with his hands, or whether it is a catch phrase to make votes. I sat at a radio in New York the other day, and heard the eloquent remarks of the Honorable Hiram Johnson of California as plainly as if I had been in his office, and he stresses the plain people. I am a plain man; I am no superman. I think Hiram Johnson is a plain man. But we are average men. We have in this America of ours a marvelous aggregation of nationalities. We have some supermen and superwomen, and we have a tremendous residuum of men, women and children who are little removed about the level of the beasts of the field. That is God's truth.

I come uptown from my office at five o'clock at night, and I ride on the surface car so that I can see that mass of humanity, and when I get to Canal street, which is a great artery from the east to the west side of New York, I see that tremendous procession from the sweatshops, the factories and the marts of trade on the west side to hide themselves in their tenements on the east side, that wonderful

crowd like unto that which gathered around the Tower of Babel. And I doubt much whether a very large percentage represents what I call the average man.

#### Where You Find the Average Man

The average must be taken between the submerged tenth, of which Jacob Riis, the close warm friend of that great American, Theodore Roosevelt, studied in our great centers of civilization, in their tenements and in those places where God's sunshine never penetrates. My friends, do you come from a big city where the little ones are hanging out like dirty linen on the fire escapes; where those weazened sickly little ones, the future men and women of this country, get their only glimpse of God's sunshine through an air shaft or by hanging over the iron rods that make it possible to escape from a conflagration? Have you ever ridden miles and miles on an elevated railroad and seen that phase of life? Have you looked in at the windows, and seen those men and women bending over the sewing machines, or coloring artificial flowers, in an atmosphere polluted and reeking? Once in a while a model factory, once in a while a superman who believes he owes a duty to his fellow-men, but mainly in these closely crowded quarters where they eke out a livelihood? They are not average men and women. There is a great percentage of our 110,000,000 submerged. I do not talk of those behind iron bars. I do not talk about man's inhumanity to man as exemplified by our present system of punishing crime, and I feel strongly on that. No man was ever made a better man on bread and water and behind granite walls and iron bars and reduced to a mere automaton. It is wrong and old and moss-grown the system of treating criminals without any differentiation as to their mental capacities, their natural attributes, their qualities, their possibilities. We are a thousand years behind the times there. I am not talking about them as constituting the part of the community I speak of as the average man.

We must take that stratum and set it aside by itself, the criminal and the submerged tenth, lacking in intelligence, simply knowing enough to use its hands to make the barest necessities of life.

Then, on the other hand, we have the supermen, the men of great minds, the men who have achieved big things. And I suppose, from the popular point of view, I should put such men as Henry Ford, the richest man in the world, and John D. Rockefeller, who plays golf and keeps one man employed all the time making his wigs, in this class. I suppose they are the supermen, and between those two strata we strike the average man.

#### Who Are the Supermen?

But I do not choose to take them as the supermen. The supermen and women are the men and women who read deeply, think profoundly, act wisely, and who devote themselves to the elevation of the human species, to the making of better men and women of their neighbors, who have not hidden their talent in a napkin, but who have made other talents of it, even as they were taught in the greatest of textbooks that is so neglected today among those who would like to learn.

Those are the supermen, the men of great thought, of deep reading, of profound convictions, the men and women of activity in the affairs of life along the pathways that lead upward. And they cannot get together! It is the very law of nature that the supermen and women cannot mingle to know and feel the needs and necessities of this sub-stratum. Now in between lies the salvation of the United States of America, the average man and woman. The average man like you—are you supermen? Do you care a great deal for Kant, have you read profoundly the "Evolution of the Species" by Darwin? Are you giving your entire lives to investigations to prove either the falsity or truth of the Holy Scriptures, or to determine the basis upon which evolution is based? I know you haven't done time, and I know you are not earning your livelihood in the ways I have described that are peculiar to that submerged tenth.

You are the average man and woman, as I am an average man, and you will find them in all the cities of the land and in the towns and hamlets and everywhere else in this country of ours. I have talked to 18 people around the billiard table in the back room of a country saloon, and I have talked to 3,510 at Straus' Pavilion at Coney Island, sitting at tables and eating, and I would use with the 18 the same effort and force to put over what I believed to be the ultimate destiny of our country and the duty of every citizen to bring it about, that I would to the 3,510. I have traveled hither and yon in these smaller communities talking with and coming in contact with the various types that dwell in the smaller places of the earth. It is hard to make an impression on the great cities, on New York, for instance, with between 6,000,000 and 7,000,000 human souls. It is hard to make an impression if you cannot give a man a tip on how to make more money. If you show a man how he might become a multimillionaire, it would take the entire police force to keep the crowds out. The average man lives in these small places, he has a sense of Americanism in his nature, he is the constable to preserve the peace in this American community.

The average man is not so full of theories and

isms that he cannot make himself understood. He is intelligent enough to foregather with the supermen, and he has enough hard common sense to come in contact with the submerged tenth and the criminal classes, and make himself understood there.

And the direct appeal to the average man, and as that appeal is heeded by the average man, as he disseminates the principles of pure Americanism, as he eliminates from his system the bolshevistic, communistic and anarchistic tendencies, and stands squarely on his feet under the Stars and Stripes, and propagates that doctrine among his fellow citizens, then will be the consummation of the very flower of citizenship; then the sacrifices that have been made by our forebears will be fruitful; then America will be safe for our grandchildren; then the hydra-headed foreign theory will have the heel of the child placed on its head and be crushed out of all semblance to truth, and we shall have America for Americans, and the Stars and Stripes will float over the highest pinnacle of the development of civilization, and the word of America, with power enough behind it in men and in munitions to make it respected, will be hearkened unto in the councils of the nations (Applause).

**The President:** We are very grateful to Judge Lawson for coming these 1,400 miles to give us this penetrating, far-reaching, inspiring address. We shall, I am certain, carry home with us something from it that we shall not forget.

We are fortunate in having with us today a gentleman who has been doing some work of much interest to the grain trade. We perhaps know him



HON. SYDNEY ANDERSON

best as the chairman of the Congressional Joint Commission of Agricultural Inquiry. During the hearings of that committee, which lasted a considerable time, he seemed to find a place in economic life for the middleman, even including the grain man. I introduce to you with great pleasure the Honorable Sydney Anderson, who will speak to you on "The National Transportation Institute."

#### ADDRESS OF HON. SYDNEY ANDERSON

I AM glad to have a chance to talk to this crowd. As the chairman says, I have been somewhat interested in the grain trade, and its relations to the great economic machine which gathers the world's goods from the four corners of the earth and distributes them to a hungry submerged tenth.

I have a special interest in Des Moines. There is a certain sentiment and inspiration in a place where one has once lived, and I had the pleasure about 25 years ago of studying law at little Highland Park College here in Des Moines. I believe there are no days in our lives which so inspire us, or which we remember with such pleasing recollections, as our school days, and so I feel at home in Des Moines. And I may say that since the last special election in Minnesota, a Minnesotan feels more at home in Iowa than in almost any place (Laughter).

I suppose more has been written by governmental agencies about the grain trade than almost any other, and I must confess that after reading most that has been written and as I look into your faces I do not find you as hard-boiled as I thought you might be (Laughter). You do not even look as if you deserved some of the things which have been said about you in Government reports.

It is a great privilege as well as a great responsibility to address an audience of American business men, and it is especially a privilege and a responsibility to talk to them when they are gathered together for the discussion of their common problems and their

common responsibility to the people whom they serve.

I am going to try to talk to you this morning about transportation. I submit that no business in the country is more intimately associated with or more definitely affected by transportation and transportation service than the grain trade. The more or less speculative character of the business, the small margin upon which the business is conducted, make adequate, efficient and prompt transportation of vital concern to the grain trade.

Judge Lawson followed a very good plan in presenting himself to you first, and I want to give you a little background from which you can judge of my right to speak upon this subject. We shall get along better together if you understand the point of view I am taking. I do not claim to be an expert on transportation. In the contact I have had with so-called experts, I have found most of them ex, and the rest of them were pert. What information I have on this subject I obtained in connection with the work of the Congressional Joint Commission of Agricultural Inquiry, to which your chairman has referred.

#### The Joint Commission of Agricultural Inquiry

The Joint Commission was created by an act of Congress in consequence of the declines of agricultural prices in 1920, and while its title contained the words "Agricultural Inquiry," its investigation covered a much wider scope than the title would indicate. The resolution which created it directed us to find the reasons for the spread between the producers of agricultural products and the consumers of them, the adequacy of the transportation machine, railway, highway, waterway and air transportation; to investigate the adequacy and the efficiency of the fiscal or financial machine of the country, with special reference to agriculture; and finally to investigate the whole range of marketing and distribution. I was somewhat appalled at the magnitude of the job which Congress handed us. But as it became more and more apparent that this great economic machine of ours is not made up of separate and individual units, that agriculture, trade, manufacture, mining, finance, advertising, storage do not constitute separate machines or separate functions, but are all individual units of one great economic machine, I was glad the investigation covered as wide a scope as it did.

In this investigation we did not attempt the usual methods of Congressional inquiry. We had some hearings, but they were brief. We realized that if we were to apply to these problems the vast array of information necessary to arrive at sound conclusions, we must have connected with the investigation men who had the technique of the trades and industries, and so we formed a series of committees beginning with the retail groceries, and going through the wholesalers, manufacturers, millers, grain men, and finally the producers, and through those committees we arrived at the information in the light of the technique of the industry itself.

#### Transportation Investigation

In the transportation investigation alone we sent out more than 200,000 questionnaires. These questionnaires asked some 25,000,000 questions, and required 50,000,000 individual calculations. We had an operating force at work 240 days of about 1,600 persons. I tell you this because I want you to have the background of what I am going to say this morning.

It was perfectly natural to suppose that in an investigation of transportation we should find the facts as to transportation collated by the Interstate Commerce Commission, and we did find there a great array of facts touching the operating side of transportation. But this information was in the form of annual reports, and in order to arrive at conclusions from it it was necessary to put 50 men on those reports in order to bring them together in such shape that conclusions could be drawn from them. These 50 men collated, digested and interpreted these facts for us.

When you stop to think that in that small portion of the United States east of the Mississippi River and north of the Mason and Dixon Line, comprising about 15 per cent of the total area of the country, live 56 per cent of the population, and that outside of this area 72 per cent of the agricultural products of the United States are produced, you get some idea of the intricate relationship of transportation on the one hand in the great West and South and the great consuming centers of the country in the Northeast. When we realize that the simplest breakfast requires the functioning of all these various agencies of production, transportation and distribution, you begin to comprehend some of the intricate relationships between these communities and the importance of transportation to each of them.

When we realize that the Mississippi River divides this great country into two different economic worlds, with the great manufacturing and consuming East, on the east side of the river, and the great agricultural producing West, with two-thirds of the area and one-third of the population on the other side; when you realize that the average haul of fruits and vegetables into eastern markets is as much as 1,400 miles; when you realize that in the simplest and most direct line from producer to consumer, there occur seven or eight different transportation movements, by wagon, truck, railroad and perhaps by water,

again you get some idea of the important, intricate and delicate relationships that exist between transportation, industry, agriculture and commerce.

### Transportation a Public Function

Transportation is a public function, and because it is a public function it is subject to public regulation. What does public regulation mean in terms of who determines the policy of transportation in the United States? Does it mean that the transportation policy of the United States is made by these supermen about whom Judge Lawson has been talking? No. It means the transportation policy of the United States is determined by this great mass of people whom Judge Lawson calls the average man. Where does the average man get his information about transportation? He gets a vast quantity of it from these red-headed woodpeckers that Judge Lawson talked so eloquently about (Applause). Wouldn't you men, who, in the last analysis, as the average man, were going to determine what the transportation policy of the United States should be, be pleased and helped if somewhere in the United States there was an agency to which you could look for unbiased, non-partisan, non-political facts about



D. J. SCHUH, CINCINNATI, OHIO  
Secretary Grain & Hay Exchange

transportation? Wouldn't you be helped in coming to conclusions as to what should be the relationship between highway, railway and water transportation, if somewhere you could get the facts relating to that relationship?

Down East they seem to think the people out here in the Middle West, when they look at what we have done in recent elections, are a different kind of people from them. But we are not. We wear the same kind of clothes, we eat the same kind of food, laugh at the same jokes, like to see the same shows, are inspired by the same kind of music, and have the same mental and physical equipment, but somehow or other we seem to see these great political questions differently from the rest of the country. Why is it? It is not because we are different in the respects I have enumerated. It is because we see perhaps a different picture of the transportation machine, because we see a different set of facts from what people East or South or Southwest see.

The function of an institute and organization for the development of facts about transportation in all its forms necessarily must be to develop such a picture of the facts that all of us can see it alike. Some of us will see it through blue spectacles, and some may be nearsighted about it, but if we could all have seen the same picture, and have had the same facts before us, we would find it much easier to come to sound conclusions in regard to the transportation policy than we do find it when we must arrive at our conclusions on the basis of a number of diverse sets of facts presented by interested parties on one side or the other.

There are two fundamental factors in the development of any program. The first of these is an idea, and the second the men to carry it out. Recognizing the fact that a sound picture of transportation must precede any sound conclusions with respect to it, the National Agricultural Conference in February, 1921, passed a resolution suggesting the creation of a non-political, non-partisan, unbiased organization to gather the facts of transportation and to furnish the machinery through which these facts could be gotten out to the average man as a basis for his conclusions with respect to transportation policies.

### How the Institute is Organized

Subsequently that matter was presented again to the Joint Commission of which I was the chairman, and that Commission also passed a resolution suggesting the creation of a non-governmental, non-political, unbiased organization to get the facts of transportation, and to disseminate them for the information and education of the public. Out of these two resolutions developed a movement which finally resulted in the organization of the National Transportation Institute.

It is organized as a non-profit organization under the State of Illinois. Obviously, such an organization

must not represent transportation. It must be, rather, representative of these great units of the economic machine which are interested in transportation as a hand-maiden of commerce. So in the organization of this corporation we provided that its directors should be divided into 11 groups, representing agriculture, forestry, mining, trade, labor, water transportation, motor transportation, rail transportation and some other industrial groups, making 11 in all, with four directors from each and with eight directors at large, making 52. So that the directorship of the Institute is representative of the whole range of agricultural, industrial and trade relationships.

But it is obvious again that any agency set up for the purpose of developing, through scientific research, the facts of transportation or industry must be so organized that it is non-political, unbiased and of such a pre-eminent character that it will be recognized by this average man. So we have set up side by side with the business organization of the Institute a research council composed of not less than nine or more than 15 men recognized throughout the country for their knowledge and their experience with respect to transportation problems.

I said the development of any program requires first an idea, and second the men to carry it out. The idea is represented by the National Transportation Institute as an organization. Now just a word about the men.

It was necessary to secure men to head this organization who were entirely separate from any interest, direct or indirect, in transportation, and who were business or agriculturally minded rather than transportation minded, so that they would see this problem from the standpoint of the public interest rather than from the standpoint of the transportation interest. And so we selected as the president of the Institute at the beginning a man from this great State of Iowa, a dirt farmer, who insisted when he became president that he must be permitted to retain his relationship with this farm back here in Iowa, a man with whom you are familiar, a man whose contacts with the business of the country have grown out of his relationship to the American Farm Bureau Federation, J. R. Howard.

No better selection could have been made, because his experience as president of the Farm Bureau Federation had given him an appreciation of the importance of transportation, and the contact with all the various agencies of industry, agriculture and transportation which are of incalculable value in his present position. Then as chairman of the Research Council, E. E. Clark, former chairman of the Interstate Commerce Commission, who I suppose is recognized throughout the United States as having had widest experience, though of judicial temperament in sympathy with the average man, and with the whole scheme of industry, agriculture and distribution. So we have here in men of this type, the men necessary to carry this project out in a non-political, unbiased and impartial way.

### The Value of Research

We all recognize the necessity of scientific research, and when a new bug appears in the United States the Department of Agriculture studies its life history from the cradle to the grave, where it comes from and where it is going, what it likes to eat and to drink, what it does during the day and where it sleeps by night, who its ancestors are, often to the third and fourth generation. Even the habits and ancestry of the birds of the air and the flowers of the field are set down for the information and the advantage of the scientist and the farmer. Now that is all for good. It saves millions of dollars in connection with the destruction of crops and in diseased cattle and so on. But if it is worth while for us to have the information with which we can combat these little bugs that infest the country, isn't it just as much worth while that the average man, who must, in the last analysis, vote intelligently upon transportation problems, and who must determine whether the transportation policies of the United States are sound or unsound, isn't it wise for him to have, through an impartial and wise agency, facts upon which he can predicate to a wise conclusion?

I am not going to give you statistics this morning, but I want to tell you something about what I think the character of facts that might be developed by such an Institute is. In avoiding any considerable or extended use of statistics I have in mind the fellow who said "There are three kinds of lies, plain lies, d—n lies and statistics." (Laughter.) I have in mind also a story that illustrates the fact that statistics are often used to arrive at wrong conclusions. An Irishman suddenly conceived a very ardent interest in birth control. He was so enthusiastic about it that his wife became alarmed and complained to the priest. So the priest went to see Pat, and he said "Pat, this birth control doctrine is contrary to the doctrines of the Church, and I want you to stop thinking about it." Pat said, "You know, Father, I have three children?" "Yes, I know that." "Do you know that I read in a newspaper the other day that statistics prove that every fourth child born in the world is a Chinaman." (Laughter.) So we need to be a little careful about how we apply our statistics (Laughter).

Just now, for example, there is a good deal of con-

cern over the freight rates on agricultural products, and it seems to be the opinion of many people that the burden borne by agriculture in general or by particular agricultural commodities is greater than it ought to be. If we could get an answer to the question, how much of the freight burden is borne by agriculture and agricultural commodities, then we could arrive at some basis upon which we could rest a fair conclusion as to whether these freights are or are not higher than they should be. It is possible to ascertain just exactly what proportion of the freight burden is borne by wheat, oats, corn, hogs, coal or by any other commodity, and we propose to get that information.

It is interesting, for example, and useful also, to know that this year on the basis of present prices the farmer will get about \$700,000,000 for his wheat, and on that wheat there will be paid a total freight of about \$105,000,000; and that the farmer will get for his cotton this year about \$1,300,000,000, and upon that cotton there will be a total freight paid of \$40,000,000. And we can get exactly the same information about all commodities.

After all most of the things in this world are relative; almost nothing is absolute. Everything has its relation to everything else. And we are interested in knowing what the relationship of freight rates is to prices generally. Singularly enough, while we have an index number for wheat, for metal and metal products, chemicals and agricultural products in general, for clothing and furniture, we have no index number for freight rates, so it is not possible to tell with any degree of accuracy what relationship the general level of freight rates bears to the general level of prices, or the relationship which the freight rates on wheat bear to the prices of wheat. If we had that information, again we should establish a background upon which we could predicate a much sounder consideration of rate schedules than we are able to do today.

### Railroad Valuations

Then there is the question of values. It is said the railroads are greatly overvalued. I do not intend to discuss that question. And it is claimed as a basis for this overvaluation that the railroads have been allowed large amounts for what is termed unearned



PRES. F. E. WATKINS AND SEC. CHARLES QUINN  
A moment from official duties

increment. We purpose to take the tentative values of the Interstate Commerce Commission of specific roads and separate out of those values the amounts which are chargeable to land values, urban and rural. Then we purpose to ascertain from public records the average value of adjoining real estate in the city and in the country, so that we can get an exact comparison between the value assigned by the Interstate Commerce Commission to the railroad lands in the country, in comparison with the value of adjoining lands in the same locality.

So we can get from this information the relationship between the value assigned to terminal property in a city and adjoining business property. Certainly, when we get this comparison we can very readily ascertain whether the unearned increment allowed the railroad company in the value of its real estate, whether urban or rural, is relatively greater than the unearned increment that attaches to farm or city property. In other words, we will get a scientific and accurate perspective of that problem, instead of purely a philosophical guess as to what it represents.

These are only one or two of the phases of investigation which might be and probably will be followed. We generally consider that business is efficiently conducted, that it represents the standard of efficiency in the country. And particularly we look upon manufacturing as representing a high plane of industrial efficiency. And we are justified in doing that, because we know that manufacturing on the whole has received fairly good profits, it has been able to attract the highest type of industrial expert



assistance and advice. Now we can examine the relative output of transportation per dollar of capital used, and the relative output of business per dollar of capital employed. We can examine the relative output of industry per man employed, and we can measure the relative output of the railroads or other transportation agencies per man employed, and in this way we can get at some idea as to whether or not we are getting for a dollar invested in transportation as much as business generally is getting out of the same dollar invested in business enterprises, and perhaps in that way we can arrive at some sound information as to whether the transportation business is efficiently conducted in relation to business generally or not.

#### Railroad Capital Compared

Speaking generally, it appears that the employees in manufacturing industry have just about doubled in the last 20 years. The number of employees on the railroads has just about doubled in the last 20 years. The capital of the railroads has just about doubled in the last 20 years, but the investment in manufacture has increased about five times during the same period; so that for each man employed today manufacturing enterprises are using about two and a half times as much capital as 20 years ago, while the railroads are using less capital per man employed than 20 years ago. These facts will be necessary to arrive at sound conclusions with respect to what the transportation policies should be. They give us a sound perspective of the relationship of the business in which we are engaged to transportation in all its forms.

Some one has said, "Knowledge is power." Some one else has said, "Ignorance is bliss." For my part I take the first axiom. Knowledge is power, and if we can arrive at a picture of transportation which will look the same to you as it does to me, if we can all, by looking at this picture, get the same view, then we shall be able to arrive at sound conclusions with respect to what the transportation policy in the United States ought to be.

#### An Appeal

I could talk at great length upon the various phases of transportation and their relation to the grain business and the industry and commerce of the country, but I realize that you have a program that is of importance to you, and that this is to a degree an outside matter. The great trouble with speeches is that you go somewhere and make them, and then everybody forgets all about it, including yourself. So I am going to ask you to do something for me.

We cannot make this National Transportation Institute a success unless we have the co-operation of the industries that use transportation, and that are interested in its sound and logical development. And so, as I said a moment ago, we have provided in our Board of Directors for representation of the various industries and trades of the country. In dealing with the other trade organizations we have asked them to appoint a committee to co-operate with us in arranging co-operation with the trade both in a financial and in a moral way.

What I would like to have you do is before you close your sessions to pass a resolution authorizing your president to appoint a committee to co-operate with the organization and staff of the National Transportation Institute in arranging for the participation of the grain dealers in the Institute and its functions. I hope that what I have said will be sufficiently convincing to justify you in taking that action. We have already arranged for participation and co-operation with a large number of trades and industries. We recognize the direct interest of the grain trade in efficient transportation, performed at reasonable cost, and we want your help and your co-operation in making this great institution, fundamentally educational in its character, a useful institution to the people of the United States. I thank you (Applause).

**The President:** I am sure we have most thoroughly enjoyed this talk.

**Mr. Eikenberry:** I move we express our hearty appreciation to Mr. Anderson for his splendid address, and that the Committee on Resolutions be instructed to prepare and present in its report a resolution embodying the request of Mr. Anderson. (Seconded by Mr. Green, and carried).

**The President:** In the absence of the chairman of that Committee, I will ask the secretary to read the report of the Committee on Rejected Applications.

#### REPORT OF COMMITTEE ON REJECTED APPLICATIONS

The activities of this Committee during the past year have been confined to action within the past 30 days on two applications for membership.

This Committee recommended rejection of one of these applications in accordance with Section Three, Article 4 of our By-laws, because it developed that this applicant had been expelled from an affiliated association and had not been reinstated in membership.

This Committee recommended the rejection of the second application because the applicant appeared to be in such financial condition and trade repute as to render him undesirable for membership in this organization.

F. G. HORNER, Chairman.

**The President:** We will now stand adjourned until 2:00 p. m.

## Tuesday Afternoon Session

At 2:15 p. m. President Watkins called the convention to order.

**The President:** I now have the pleasure and the honor to introduce to you, ladies and gentlemen, Hon. John Hammill, Lieutenant-Governor of Iowa, who will now address us.

#### ADDRESS OF HON. JOHN HAMMILL

I SCARCELY know what to talk to you about this afternoon. I appreciate that when it comes to the problem of marketing, you men know a great deal more about that than I do. You are handling grain at closer range than I have. But I have some notions that I desire to present to you for what they are worth.

First, I want to say just a word about Iowa. We are proud of this great state. We feel we have great resources and great industries. We have five of the largest industries of their kind in the world. We have an immediate market for the farm produce in Iowa of over 100,000,000 people, and we feed the world so far as cereals and meats are concerned. We have a higher percentage of literacy in Iowa than in any state in the Union, and we have a greater wealth per capita. The egg crop of Iowa is worth more than the orange crop of the entire United States. It has been said we have more automobiles than any state



HON. JOHN HAMMILL

in the Union; we have an automobile to about every four people in the state. The agricultural output in vegetables is worth \$5,000,000 a day.

We are not only strong in production and output along these lines, but in a horticultural way are also great. Little is said about Iowa from that standpoint, but we produce more apples in Iowa than in any other state in the United States, and produce almost as many as are produced in any two states of the Northwest. If we gave as much care and attention to the picking and packing of our apples as we do to our corn, we would rival the world in the production of apples, the same as we have in corn. We lead the world in the number and value of horses in the state, and the same is true as to the value of cattle. We lead the world in the production of corn and oats. Henry Hoover once said, "When God made the world, He made the mountains and rivers and other parts of the world; then He came to this great Mississippi Valley and made it the richest land of all the world, and finally He came to Iowa and made it the richest part of this great section, and called it Iowa."

We are proud of Iowa in a material way, and proud of its advancement in an agricultural way. We are not only proud of Iowa along these lines, and proud of Des Moines in an industrial way, for Des Moines is becoming a metropolitan city; we are becoming a second Hartford in the matter of insurance, and in due time shall lead the world in the insurance field. We have as fine a capitol building as anywhere in the United States, and a capitol ground that will almost rival the best capitol grounds in the Union. We want you to know about these material things. Perhaps Iowa has been advertised in a manner not as glowing as I have presented to you, but if you will investigate conditions here you will find these things as I have stated them.

#### Agricultural Interests

Coming now to the thing in which we are chiefly interested, the agricultural field, for we have no specially large cities in Iowa. The chief industry is

agriculture and that which is closely related thereto. The people in Iowa are interested in the development of agriculture. The agricultural interests here do not ask charity or state paternalism, but they do ask that agriculture be placed upon its feet, upon a business basis. Then it will stand unsupported. How can this be done? Much has been said about this during the past two years. Various remedies for the situation have been offered, some of them sound, some unsound. But no man who has studied the agricultural situation can help but be impressed by the fact that there has been a deflation, that something must be done, and that agriculture today is not paying as it should.

It has been said that if you go to southern California you find that the men who live out there have come from Iowa; that they are rich and are enjoying the pleasures and climate of California. But those are men who have profited by the advance in Iowa farm lands as distinguished from making their money from the soil on the Iowa farms. There will not be the advance in agricultural lands in the future that there has been in the past. The man who operates the Iowa farm in the future, if he makes any money, if the time ever comes when he can go to California and live his declining years, he must make his returns from the conduct of the Iowa farm, and it must be made to pay if he is realize thereon, and must be made to pay a return different from what it has paid in the recent past.

#### Price Fixing

Some think we can have stabilization by the Government fixing the price. In my judgment this is not sound economically. But there must be stabilization in some other way. Take the production we have had in farm produce the last few years, and it has been greater than the amount that could be consumed. As to wheat, in the United States alone we have a production of 750,000,000 bushels. In Canada it is estimated they have 450,000,000 bushels this year. In the United States we consume only 600,000,000 bushels, and we have 110,000,000 people while Canada has only about 10,000,000. So they have more than they can consume, and that will come to America in competition with the grain we produce over and above what we consume here.

Some contend the Government should go into the grain business, buy this wheat, and stabilize the price. If that were done, not only would we have inflation when the Government purchased the grain, but we would have the deflation that always goes with such action. Brazil tried it on coffee, Norway on fish; Europe tried it during the war, and they have all failed, and if we went into the price fixing business on one article, it would carry to all other articles, and sooner or later the Government would break.

I have noticed by the newspapers that some of you are opposed to the co-operative marketing proposition. I have no desire to enter into controversy with you with reference to the soundness of co-operative marketing, but what is co-operative marketing? It is nothing more or less than a corporation or group of individuals who have joined together for the purpose of putting a product upon the market. The distance between the price the farmer is receiving for his produce, and the amount the consumer is paying for that produce is too great. If we had a selling agency in one of the great corporations, and it was selling the article at a price less than it cost to produce the article, we would make a diligent study of the reason therefor. And there should be an intelligent study of this situation. We should not seek to destroy the present system, but should study it in an intelligent way. We can all participate in destructive criticism, but constructive criticism is of a different character.

You men of the grain business should get closer to the men who are producing the farm products, and there should be a better understanding between you. I sincerely hope there will be an effort to bring that about. We will not succeed in solving this question of marketing if we proceed in the haphazard way we have been going in the matter of production, with no thought of the amount that is going to be consumed. The amount produced must have some relationship to the amount to be consumed; in other words there must be a study of economic conditions.

#### Regulation of Industry

As to price stabilization in other products, I want to refer to three products in which there has been somewhat of a stabilization in price. They are the products of the steel industry, the oil industry and the livestock industry. There may be some who will say, "True, there has been a stabilization in those industries, but they have a monopoly." But the large steel concern has been continually investigated by the Government, and the Government has continually prosecuted all three perhaps, and it cannot be successfully maintained that they have monopolies. In the steel situation it only controls 40 per cent of the output of the country. Take the livestock industry located chiefly in Chicago, it only controls 25 per cent of the livestock industry. Those industries do not control the output of the products, but they are a dominant force in each of the industries, and by means of that dominant force are able to control the market and place it on a fair basis. You never hear of any of these industries flooding the market.

Now in an agricultural way, what happens? The

statistics show that in 70 days substantially all of the farm produce of the country is thrown upon the market. That is not marketing the farm produce; that is simply dumping it upon the market. We should so organize that the man engaged in the raising and selling of farm produce so that his produce may be placed on the market in an orderly manner, and that cannot be done except by close relationship between the two, and a study and comparison of the amount to be produced with the amount to be consumed.

It cannot be done by the Government fixing the price, and the men contending for this will sooner or later find they are in error. And I hope the splendid business men of this country will not stand by and see a paternalism of this kind created because in the end it would destroy and be a charge on the men who are asking it today.

#### Agricultural Credit

There are other propositions in which the agricultural interests are interested, and you men should be and I know are interested in every detail in the advancement of agriculture. You want to see it advance and prosper. Unless it prospers your industry will not continue to prosper. Much is being said about the credit situation. You cannot get a man out of debt ordinarily by loaning him more money, unless that specific money is a means for liquidating some particular obligation that he has, or a means of new investment that results in that. You might as well attempt to lift yourself by your bootstraps. You never hear of an obligation going from \$1,000 to \$300 unless you pay it; and if you have such an obligation you must pay it with interest or you are a bankrupt. But I have heard of wheat going from \$3 a bushel to \$1. And I am sure that men who have studied the financial condition of this country, who studied it during the inflation period, when changes came by starts and fits, and during the deflation period as well, will realize that the thing that brought much of our disturbances was too much credit as distinguished from not enough. The men who have become involved must be carried through the present situation, but that must be done at a cheaper rate wherever possible, in order that those men can work themselves out. What men interested in agriculture are concerned about is not more credit necessarily, but a fair price for the produce they produce in order they may liquidate the obligations they already have.

#### Cost Must Be Equalized

I do not believe you can build one industry up at the expense of another. You cannot have one industry leaning upon another, and have that leaning industry make the progress it should make. We have today the greatest prosperity in the industrial field we have had during a long period of years, but we cannot continue to have industrial prosperity, and stagnation in the agricultural field. The two must be placed upon a par. The purchasing power of the man who sells the farm produce is not in accord with the price he must pay for the manufactured article he must buy.

The manufactured article is beyond his ability to buy. There must be an increase in the price of the products of the farm or a lowering of the price of manufactured articles. In other words, there must be a leveling of prices. I would not contend we should destroy one industry to build up another. Such a course would be absurd from an economic standpoint. The sooner I recognize your rights and the sooner you recognize mine, and the sooner we all recognize every one else's rights, the sooner we shall have real prosperity.

We need to sit in counsel upon these various problems and solve them intelligently. We need to apply in our relationships with one another that common interest is necessary in community life, that old-time common interest between individuals. We should not go out with the critical idea of destroying everything in the world; we should not reach the conclusion that everything has gone wrong because some men have met reverses. In this great State of Iowa, where there has been much said in disparagement of it, that only 10 per cent of Iowa land changed hands. We hear about those changes, but we hear nothing about the 90 per cent where the men are going along strong and sound. We need more optimism in business; we need to talk these matters over with each other and get a correct understanding of them. Many things have been misunderstood, and have been presented not for the purpose of their being understood, but for the purpose, in some cases, of befogging the situation. We must meet these problems honestly.

#### Looking for Government Aid

In connection with many of our problems there has been a tendency on the part of many to look at the gilded domes on the State House at Des Moines and the capitol at Washington for relief rather than looking to themselves. A man went to Dakota to farm a number of years ago. After being there for a number of years he came back to visit his old New England home. He was talking to a minister there. The minister asked where he had been, and he told him he had been farming in South Dakota. "How are you getting along?" "Well, we are working like the devil. Some years we get a crop and some years we don't. We put in our seed and the fellow about four miles from us puts in his seed. He gets a rain and we don't, he gets a crop and we don't get any."

"But," said the minister, "don't you know that God sends the rain upon the just and the unjust alike?" "I know that," replied the farmer, "but he is losing a lot of friends out here because of that situation" (Laughter).

There is a tendency to lay our troubles upon some one rather than to look within and place the responsibility where it belongs. It is your business to sell to the best advantage possible. Likewise, it is the business of the other fellow to buy as cheaply as possible, and that illustrates human nature in connection with this price fixing proposition. We have 72 per cent of our people living in the cities and 28 per cent who do not, and you men know that even if the Government went into the price fixing business the 72 per cent would control in the interest of the 72 per cent and not in the interest of the 28 per cent. A man had a horse to sell. He showed it to his neighbor, and finally the neighbor purchased it. The next day the neighbor came back and said, "That horse is blind in one eye." "Yes, I knew that." "You didn't tell me about it. I am surprised, living here all these years that you would sell me a horse having only one eye." "Well, the man I bought him of didn't tell me about it, and I didn't suppose he would want me to tell you about it." (Laughter).

That illustrates human nature today. Men would be the same on those propositions, and in the conduct of such a legislative program as selfish as one individual with another. What we must do is to awaken men and women to exercise the faculty of thinking. We must get back to the old notion that to work and save is as important today as it ever has been. These men out here have the courage and the nerve to work themselves out of this present day situation if given the opportunity to do so. These hands are a good thing, but they aren't worth anything unless directed by a head. We must mix science and brains in the operation of a farm the same as in any other business; men and women must think. I have confidence in the manhood and womanhood of this country, and I believe it is sound. As Mr. Coolidge said when Vice-President: "Home brew, jazz dancing and risque dresses are but the passing whims of fashion. Home life is better today in America than ever before. The trouble is we have the tendency to emphasize the exception and not the rule." And we must keep this in mind, that we have all been strained over much during the past few years, and let us throw the mantle of charity over many things in view of that. It is no longer a question of live and let live, but a question of live and help live.

Let us keep those fundamentals in mind in the solving of these problems. Let us hear the other man's problem and sit in honest consultation with him, in an honest and intelligent way, and if a proposition that is presented be not sound, let us not criticize and conclude he is eternally and unalterably wrong, but let us in an intelligent way point out the mistakes. We need men and women with a program, with a definite positive vision, and then the courage to execute under that vision. I thank you (Applause).

**The President:** Governor Hammill has given us an eloquent and instructive message, and we thank him for it, and for his taking the time out of the busy day to come and be with us.

We will now have the report of the Transportation Committee by Henry L. Goemann, chairman, and I understand the report will also include report of Committee on Telephone and Telegraph Service.

### REPORT OF TRANSPORTATION COMMITTEE

**I**N MAKING the report as chairman of the committee covering the work on the subjects of Transportation, Telegraph and Telephone, for the past year, I will endeavor to be brief, especially on the general subject of rates and charges. Having on our program, to discuss these various matters, prominent speakers, I believe you will be more interested in their remarks than what I may say. I am very glad that we will hear from the Hon. Sydney Anderson and S. M. Felton, on transportation subjects and from Eugene S. Wilson on telephone rates and service.

I would like to say a few things on the freight rate question which is such a live and serious matter. If the railroads are not allowed to earn a fair return on their investment and are hampered with more laws, may I say radical ones, in place of being left alone to work out and demonstrate under present laws their ability to furnish service and handle the tonnage of the country within reasonable time and under rates established by the Interstate Commerce Commission which in their judgment are fair and just to all and not made under pressure of politics (in my judgment Congress should not make rates as they do not belong in Congress), I think there is no question of the railroads being able to function properly and satisfactorily to the majority. They should, however, be able to earn a fair return, certainly the past six months are a pretty good guide as the roads have handled the largest tonnage in their history whether rates under existing conditions and costs are too high.

Referring to the American Railway Association, Car Service Division Report No. 5, under date of September 1, 1923. It shows that the railroads have handled for 35 weeks to September 1, inclusive, far in excess of the total for the same periods of all previous years for which they have record, a total number of cars loaded

of 33, 161, 743. New equipment put in service for same period, all kinds of 116,117 cars and 2,583 locomotives. New equipment on order 72,906 cars and 1,517 locomotives.

Bad order cars and locomotives have been materially reduced. The average miles per car day have been increased very much. The railroads had set 30 miles per day per car as their objective; in May the average was 28.6 miles the high and in February 24.8 miles the low and which latter might be accounted for by weather conditions. The average for 7 months, January to July, inclusive, were 27.2 miles per day compared to same period in 1922 22.4 miles and 1921 21.56 miles.

#### Are Rates Too High?

The public and some Government officials and newspapers continue to talk of too high freight rates, but are they? Certainly the railroads' net earnings do not show large as a whole, which is surprising considering the enormous tonnage handled.

We want to be very careful that the roads are not pushed into receivership through precipitate lowering of rates under political clamor and which may mean Government ownership. Our experience during the War, the experience of other governments with their government owned railroads as compared to the independently operated roads, does not compare with private roads performances. I would like to quote two newspaper men who have been in Europe recently:

C. W. Barron of *Barron's Financial Weekly* wrote from Rome an article on Italy which has been republished in a booklet, under a heading reading "Mussolini Wants What the United States Lost." It is this conviction that Mussolini is putting into practice and under which he may yet turn the railroads, telephone and telegraphs over to private enterprise and save four billion lira for the state. It may be that he is seeking American capital, driven from the railroad development of the United States, to give a new development to Italy by rejuvenating its lines of communication, expanding production and commerce.

He appears to understand full well the meaning of that which was carved over the door of the Transportation Building of the United States Centennial Exposition the lesson of which began to be lost the moment the great principle was enunciated. "Easy transportation for men and things from place to place makes a nation strong and great."

Mussolini knows that easy transportation cannot be had by government control or under government bureaucracy against which he has always fought. He knows the facilities of transportation can come in increasing measure from private initiative and enterprise and not from the statute of government, for governments are made to *repress*, to *bind*, and to *limit*.

#### The Difference Between Private and Public Ownership

I quote in part from a recent article written from Europe by Freeman Tilden in the *Country Gentlemen* speaking of the various Government-owned railroads in Europe in which he states, "I suppose we had better face the fact that we have at home in the United States a very large number of people who would like to see the Federal Government own and operate the railroads. Now, after some ramblings through Europe, during which I have been putting my eye more or less on the matter of government-owned railroads, I want to say, first of all, that in bare theory, I haven't a word to say against government ownership of anything. It may be, as some folks say, that in an ideal world, with ideal people, the state could better do almost everything now privately done. But I trust you won't think me too severe if I say I don't think we have reached that point." He further says:—

"In Italy the control of the railroads has been political; and to the politician it is immaterial under government ownership, whether the farmer pays through freights or through other taxes. The net result is the same. And then there is this vital distinction; the railroads on the continent are maintained always with an eye to their value in war time. The control is certain to be either military, as it used to be in Germany; or political, as it was in Italy, Spain and the French owned railroad. In France nearly all the railroads are privately owned but one, and the comparison is certainly in favor of privately owned. In Canada one can see an interesting example of state-owned roads versus a privately owned road."

Now it seems to me that with our railroad experience during the war and what we learn about government owned and operated roads in other countries we should certainly make every effort to give our roads a proper chance to prove their ability to give us the best service in every way at the lowest rates consistent with the cost of operation, under Government laws and supervision as now ruling. Surely the roads must have enough income so as to pay their dividends and therefore rates cannot well be lowered under the present wage scale, cost of materials, present taxation and other items necessary for the proper maintenance and sufficient equipment and power in order to give the very best service. I am confident the Interstate Commerce Commission can be relied upon to reduce rates at the earliest moment same can be done safely.

#### Readjustments Before Reductions

Must there not be a readjustment in wages, reduction in taxes, coal and cost of various materials railroads need in order to justify reductions, otherwise we certainly cannot look for reduced rates based on the performances and returns of the past few years. Very few railroads I believe are earning the 5% per cent returns allowed by law. If newspaper reports are correct,

and railroad unions can go through with their prospective demand for \$82,000,000 increase in wages this fall, I do not believe Senator Brookhart, La Follette, Magnus Johnson and others can sincerely advocate reduction in rates.

I noticed a few days ago a newspaper dispatch stating that Secretary of Commerce Hoover advocated a readjustment of relationships between different classes of freight rates believing such adjustment would benefit agricultural products. If class rates and less than car load rates are too low and are advanced and agricultural rates reduced, would not the same complaint continue from the farmer even though his rates may be lower, for market fluctuations and lower values might ensue and might rob him of the benefits of reduced rates, while his complaint that the things he buys are too high would continue, for might not this present spread remain or be increased if the dealer handling various articles the farmer needs cannot reduce prices owing to no reduction of producing cost, but must add a higher freight rate.

It seems to me no satisfactory permanent adjustment of rates, especially the lowering of car lot commodity rates, can be made in justice to the railroads if present wages, taxes and material costs are maintained at present level.

The great increase in taxes by states and their political subdivisions are being overlooked by citizens generally and I find they are a serious menace to our future prosperity as the people are demanding good roads, streets and many other public improvements and as tax free bonds are in great demand there is no end to same, even though the income does not justify and so, of course, tax valuation and increased rates must come and will come until the tax payer realizes the cost of all these improvements.

A statement on this subject by the Pennsylvania Railroad is quite interesting. The railroads are today paying out more in taxes than they are in dividends according to figures just compiled by the Bureau of Railway Economics from the records of the Interstate Commerce Commission.

Last year the Pennsylvania Railroad System paid out more in taxes than in dividends. Out of every dollar received 4.38 cents was paid in taxes while only 4.34 cents was paid in dividends.

#### Earnings and Rates

A comprehensive inquiry into earnings of corporations, by the Institute of Economics shows that over a long period, including the war, the profits have pursued a surprisingly consistent average of 9 per cent. Therefore, I believe railroads are entitled to present rates and that telephone and telegraph companies' earnings being considerably more than this should adjust their rates and charges somewhat.

The political group that is attacking the railroads on the grounds of inflated valuation and claiming seven billions of water and on that ground that lower freight rates are proper, should read the testimony of Commissioners Clark and Hall of the Interstate Commerce Commission, given before Committees of the Senate, which testimony proves that the Interstate Commerce Commission valuation work has been correctly done, and the basis the Interstate Commerce Commission is using for basing of freight rates is correct.

#### Railroad Valuations

The National Industrial Traffic League in their circular No. 580 to their members under date of September 20, 1923, give the present status of valuation work and I will quote in part:

Commissioner Clark: "Stocks and bonds were not considered at all. The question of capitalization was not thought of. It is the fair value as closely as could be estimated and approximated at that time of the physical property which was devoted to the transportation service. We had a mass of information which we had gathered in our valuation work which is not in complete form to be given out in the form of reports of findings, and the Transportation Act specifically authorized us to avail ourselves of that information. We availed ourselves of all of the information that we could."

"The cost of the property, according to the books of the carriers, and which they urged upon us as representing the value, was something in excess of \$20,000,000,000. The value which we found for the carriers of the country as a whole, for the purpose of that case, was about \$18,500,000,000, and that included the materials and supplies on hand and reasonable working capital."

Senator Reed: "So you made these valuations based upon an investigation you had been conducting, and you were trying to arrive at what was the actual value of the roads regardless of their stocks, regardless of their bonds, and regardless of their book value."

Commissioner Clark: "I repeat that we did not regard their capitalization, their stocks, or their bonds in any way whatsoever, and we declined to accept their book value as a basis."

Senator Reed: "Did that embrace all the railroads in the United States?"

Commissioner Clark: "That is the aggregate property of all the steam railroads in the United States as determined by us for the purposes of the proceedings."

Senator Pomerene: "\$18,900,000,000 was the best judgment of the Commission after going through all the data that had been gathered during all these years."

Commissioner Clark: "Yes sir."

Senator Pomerene: "That should set at rest the charge that there is \$9,000,000,000 of water in the railroads now."

Commissioner Hall: "Mr. Chairman, I have seen suggestions that what this Commission did was to accept substantially the property investment account of the carriers as to the basis of its valuation, which, as stated in our report, aggregates \$18,900,000,000. That was not the fact."

"The general manner in which the Commission determined the sum of \$18,900,000,000 as constituting the approximate value for the purposes of that case set forth on pages 228-230 of the report in 53 I. C. C. 220."

Senator Pomerene: "In any event you are entirely satisfied that your valuation was more nearly correct

than these valuations which are spread broadcast, based upon the market value of the railway securities?"

Commissioner Hall: "I am convinced of that, Senator."

Senator Pomerene: "Anyone who circulates that kind of a report to get at the true value is doing it for the purpose of deceiving the public."

Commissioner Hall: "What ever the purpose may be."

Senator Pomerene: "Well, I say that. I am not asking you to say it."

Government ownership may mean \$20,000,000,000 more of bonds to be issued by the Government to pay for the railroads and upon which interest will have to be paid to the owners of such bonds. This will also mean a loss of \$300,000,000 in taxes now paid by railroad companies as the Government cannot be taxed, this loss of taxation will be felt by the states and its various political subdivisions.

It will probably also mean inefficient operation, high wages due to union influence in politics, and consequent high rates and if sufficient income is not earned it will mean increased taxation to the masses.

#### Docket 9009

First in regard to settlement for loss in transit bulk grain and uniform deduction of one-eighth of one per cent on all grain.

After considerable correspondence it was finally arranged that a conference of all freight bureaus of the American Railway Association be held with our Association and all interested shippers, which conference was held in Chicago on June 29, 1923.

At this conference a tentative agreement was reached subject to ratification by the member roads of the American Railway Association. In answer to my inquiry as to when we may expect final answer, Chairman E. Morris, under date of September 20, advises, "It is expected that the Special Committee having this subject



HENRY L. GOEMANN  
Chairman of the Committee on Transportation

in hand will convene in the immediate future and shall be pleased to advise you conclusions announced."

The rules tentatively agreed on, were published in a recent issue of *Who Is Who in the Grain Trade*. The principle of a uniform deduction of one-eighth of one per cent on all grain, including corn, was agreed upon.

#### Hopper Scale Specifications

The amended specifications on hopper scales as recommended by the United States Bureau of Standards and accepted by the Scale and Balance Manufacturers' Association have been tentatively accepted by the Interstate Commerce Commission and we, therefore, have in effect through official recognition standardized scales covering track, hopper and automatic scales.

The new standardized hopper scales will be installed in the new Baltimore & Ohio Railroad Company's elevator at Baltimore, Md., the new Port Elevator at Houston, Texas, and in the new elevator of the Montreal Harbor Commission and a number of scales of 2,000-bushel capacity have been shipped for use in the State of Minnesota.

I am glad to report this, as it means more dependable and accurate weights on grain shipments.

#### Bulkhead Charge

On April 24 and 25 the railroads had a hearing regarding the charge of \$5 which they have been assessing on split or mixed car shipments of bulk grain. I objected to this charge and testified that a bulkhead could be installed without damage to the car and in compliance with Chairman Fenton's request submitted to him a drawing and rules covering same, but as yet have received no information regarding result of hearing. Will keep after same and secure report as soon as possible.

#### Telephone and Telegraph Rates and Charges

I believe every member is familiar with this subject as it was fully published in *Who is Who in the Grain*

*Trade* and Mr. Quinn's annual report to this convention. Last year, at a conference of various trade organizations in Chicago, your chairman was elected chairman of a small committee representing these various organizations to arrange for a conference with the American Telephone & Telegraph Company, also the Western Union and Postal Telegraph companies.

In January, of this year, such conference was held with E. K. Hall, vice-president, and other officials of the American Telephone & Telegraph Company, and with Edward Reynolds, vice-president, and other officials of the Postal Telegraph Company. Western Union officials were out of the city but the subject was taken up with J. C. Willever, vice-president, by mail, but without results.

In a few words the officials stated they could not reduce rates without impairing their service. In our argument to the telephone company we called attention to their large earnings and the paying of 9 per cent on their common stock with the value of their stock \$124 per share at that time and we felt their earnings and dividends justified our request for reductions in rates and charges.

The conference was very pleasant and the subject was fully covered, however, without our committee securing any results. While both Telephone and the Postal Telegraph Companies stressed service it seems there are some complaints that the service and accuracy could be improved. Eugene S. Wilson being on the program, he will likely be glad to answer and satisfy the members on all points which they desire cleared up.

#### War Tax on Telegrams and Long Distance Telephone Messages

At the last session, Congressman Edward B. Almon, of Alabama, introduced a measure known as H. R. 9933. The purpose of this bill was to eliminate the tax. We could not get the bill out of the Ways and Means Committee at the last session. The Grain Dealers National Association will make an earnest effort in connection with our affiliated bodies and other interested organizations to secure the abolition of the war tax on telegraph and telephone messages at the next session of Congress, which meets in December.

May I ask that you see your senators and congressmen while home, or write them calling attention to this tax and ask them to vote for the abolition of this tax when bill is up in Congress. The Government collects \$28,000,000 or more yearly from the public and as the products of the soil pay a great part of this tax it is to the interest of the farmer to eliminate the tax.

#### Code Messages

It seems to me that the only way in which we can get this matter adjusted, so that the liability of telegraph companies will apply to code messages the same as now applies to unreported messages carrying a liability of \$500 when written in plain language, is to bring a new formal case before the Interstate Commerce Commission.

My suggestion in the conference in New York with officials of the Postal Telegraph Company, at which conference there was also present their general counsel, was that they grant this liability on code messages when the code used contained only English dictionary words. It was my thought that we eliminate the use of words in sequence such as "afford," "afforded" and "affording." This would prevent many errors in the transmission of messages. I pointed out that we should urge the Interstate Commerce Commission to adopt my insurance plan which I presented to the Commission at the hearing of the case known as Docket No. 11,524. The adoption of this plan would, I am persuaded, overcome the argument now used by the telegraph companies. This argument was that the Supreme Court of the United States had decided that the wire companies should know the context of the message delivered to them for transmission so that they might be enabled to judge their liability. My plan would give notice with each message the maximum liability and at the same time insure the user of the telegraph facilities increased damages by the payment of a fair premium, this premium to be decided by the Commission. The insurance plan that I presented to the Interstate Commerce Commission in Docket 11,524 is as follows:—

#### Arguments Used Before Interstate Commerce Commission, Docket No. 11,524

The repeated message, as well as the insurance clause of one-tenth of 1 per cent for full liability, are prohibitive and not workable for the grain interests. All repeated messages are too greatly delayed, therefore, not practicable in business, without a guarantee of correction of an error or of delivery of message. On the unlimited liability or special value message, basis of one-tenth of 1 per cent on the value of liability, it is prohibitive in that the margin of profit of the grain and allied interests will not permit of paying such a high rate.

It seems to me that the telegraph company therefore should have only two kinds of messages. That is, one message, say "Form A," which should be the present form of message with a limited liability of \$500 at the current rates, and a second form known as "Form B," which would be an insured message, and stating the liability under which such message is being sent. There should be printed on the face of such insured message the words "Insured Message, Value—." The sender of the message should therefore have the option of accepting either form of message, and when sending a message, state which form he is accepting, and if insuring the message, stating the value for which he desires liability protection.

The class of service should be continued as at present

—Standard Telegram, Day Letter, Night Message and Night Letter—and the above two forms should apply to these various classes of service. A maximum liability of \$500 for each standard message of 10 words, with an increase of maximum liability proportionate to the increase in charge for message over the standard message charge.

Realizing that there are a great many messages sent upon which the sender would not desire additional liability, and not wishing to disturb the rates that are now in effect for the sending of such telegrams, per "Form A," I believe that the "Form B," of insured message, should therefore carry a charge for such liability, such charge to be reasonable to both the sender of the message and the telegraph company. I, therefore, suggest that the following table of charges be adopted as the basis for increased liability, and the sender to write in his message which amount he desires to insure for.

Rate Per Message	
Free .....	\$ 500
1 cent.....	1,000
2 cents.....	1,500
3 cents.....	2,000
4 cents.....	2,500
5 cents.....	3,000
6 cents.....	3,500
7 cents.....	4,000
8 cents.....	4,500
9 cents.....	5,000
Thereafter 5 cents for each additional \$5,000, or part thereof, up to \$50,000.	

From this table it is noted I have limited the amount of liability insurance to \$50,000, and when the amount desired is above that, special arrangements must be made with the telegraph company.

### McCaul-Dinsmore Decision

We are receiving a number of complaints relative to the declination of the railroads to pay claims for loss on shipments. The carriers assert that the claimants are entitled to full actual loss, but only *provided this loss does not exceed* the market value at destination when and in the condition the grain should have arrived at destination.

I do not believe that the position taken by the railroads is in conformity with the decision of the United States Supreme Court in the McCaul-Dinsmore case. As I understand this decision the court held that full and complete recovery for the actual loss suffered by the shipper must be made by the carrier, and there can be no such qualification as that set up by the railroads. In a recent issue of *Who is Who in the Grain Trade* there was printed an editorial which sets forth clearly my position in this matter.

It is apparent that the carriers will not recede from their contention without a legal fight. This would in-



GEO. W. COLE, PEORIA  
Posing His Illinois Corn Stalk

volve the expenditure of considerable money by the Association which would be required to bring a test case in the courts.

**Mr. Goemann:** As to the matter of the bulkheads, I have since had word from Senator Fenton that the matter was under consideration by Director of Traffic Howard, and that he expected a report on it very shortly.

As to war tax on telephone tolls, I have received a letter from Secretary Mellon since coming out here, that for the last fiscal year the amount collected was \$30,300,000, so it has amounted to something over \$2,000,000 for the past month.

This noon I received a letter from J. C. Willever of the Western Union Company which brings very

good news, because it says that by revamping our cipher codes so they contain only English dictionary words, we will get the liability for errors in those messages up to \$500. I thank you. (Applause).

**The President:** The chairman of Committee on Uniform Grades is not present, so I shall ask the secretary to read his report.

### REPORT OF THE COMMITTEE ON UNIFORM GRADES

Your Committee on Uniform Grades has not been very active in the past year. Hearings upon the proposed official Grain Standards of the United States



LEO POTISHMAN  
Winner of First Booster Prize

for rye were held from February 26 to March 7, 1923, at New Orleans, La., at Chicago, Minneapolis and New York.

In view of the varied interests of the members of the Association your Committee deemed it advisable not to make any recommendations.

Several changes from the proposed specifications were made by the Department of Agriculture and Federal grades were established and promulgated July 1, 1923. No other matters were considered by the Committee.

BERT DOW, Chairman.

**The President:** We will have now the report of Arbitration Appeals Committee, Elmer Hutchinson chairman.

### REPORT OF ARBITRATION APPEALS COMMITTEE

We have had seven cases during the current year. Four of them the Committee decided at one meeting called at Chicago for that purpose, yesterday we threshed out two of the remaining cases, and we will soon decide the third case, which clears our docket. There is nothing much to be said except what is embodied in the Trade Rules and the proposed changes, except as to one point. There is the idea among many of the trade that if they buy or sell on Chicago weights and grades, for instances, that includes all of the terms of the Chicago market. That is not according to our rules, and not according to the practices of good business.

ELMER HUTCHINSON, Chairman.

**The President:** Next is the report of Arbitration Committee No. 1, J. R. Murrell, Jr., chairman.

### REPORT OF ARBITRATION COMMITTEE NO. 1

We have considered a limited number of cases during the past year, and have handled them to the best of our ability. Practically all have been the result of misunderstandings over the telephone, misinterpretation of letters, and things of that kind. There have been few that had anything to do with an actual trade rule. Some one during a telephone conversation is too anxious to make a trade. That doesn't pay. You should put the stuff down on paper and watch your contracts. When a contract is sent to you in duplicate, it is your business to read it, and if you don't want to sign it, get the other fellow on the wire immediately and tell him so. Our markets haven't been so wild during the past year, and that is another reason for the few arbitration cases. I just want to say a word about two men who did a great deal of this arbitration work in the past, Niswonger from Omaha and George Bissell. I believe they were two of the best arbitrators the Association ever had, and they did a tremendous amount of work for us. The other member I have worked with is Mr. Sturtevant, and he is a real fellow to work with, too. I want to admonish you all to watch your contracts. Read them carefully, even the fine print, because that is always there for a purpose. I have never found it necessary to have an arbitration case, and

if I fail to read a contract, and get stung, if I have the money to pay for my mistake, I pay it before I bring an arbitration case.

J. R. MURRELL, JR., Chairman.

**The President:** In the absence of F. B. Bell, the secretary will read report of Committee No. 2.

### REPORT OF ARBITRATION COMMITTEE NO. 2.

Our Committee has with pleasure handled the cases submitted to us for decisions during the past year. The trade in general, we believe, seems to abide more by the rules of this Association in matters of arbitration. Cases also are prepared as a rule in more orderly manner.

F. B. BELL, Chairman.

**The President:** S. L. Rice is not present, and I will ask the secretary to read his report also.

### REPORT OF ARBITRATION COMMITTEE NO. 3.

During the past year 10 cases have been decided. Two cases are now on docket and decisions will be rendered on these two cases within the next few days. We might say, and it has been said over and over again in arbitration committee reports, that one of the greatest safeguards against disputes is for every member of the Association to become familiar with the trade rules of our organization. Also guard against making loose contracts, but if we do make a loose contract and things do not work out quite to our satisfaction, let us use the same liberality in the fulfillment of the contract that we used when we made the contract. This policy will eliminate many disputes.

It is very commendable to the trade to note the decrease in arbitration work, for during 1921 this committee decided 23 cases.

As chairman of Arbitration Committee No. 3 I cannot refrain from expressing a word of deep appreciation of the faithfulness and the unusual ability of my colleagues, Messrs. Frank A. Coles of Middletown, Conn., and Thomas C. Craft, Jr., of Baltimore, Md. It has been an unusual pleasure to work on this Committee with the above named gentlemen. The Committee is also indebted to Secretary Charles Quinn of the Association for his many courtesies and hearty cooperation.

S. L. RICE, Chairman.

**The President:** Committee No. 4, E. W. Crouch, chairman.

### REPORT OF ARBITRATION COMMITTEE NO. 4

Our Committee handled seven cases. The only comment I want to make is as to the way in which the secretary has the papers put up. He will not let them go out of his office unless they are in perfect



J. B. STOUTEN  
Who Tied for Third Booster Prize

shape, and that is a tremendous help to the arbitrators. When we get them they are readable and we can tell exactly what is required. My colleagues have been faithful in their work, and I have enjoyed working with them.

E. W. CROUCH, Chairman.

**The President:** The secretary will read report of Committee No. 5, H. C. Gamage, chairman.

### REPORT OF ARBITRATION COMMITTEE NUMBER 5

Nine cases, involving \$172,500 were handled by this Committee during the past year. The decisions resulted in awards in five cases to defendants, in three cases to plaintiffs, and in one case adjustment was made favoring plaintiff and defendant alike.

Three cases set up new rulings in transactions not

covered by the trade rules. The balance came under trade rules and established customs.

Of the litigants the names of several concerns appear frequently who evidently make no effort to adjust or decide disputes arising out of their transactions, preferring to transfer the responsibility to the committees of the Association. A little more caution in preparing confirmations and the handling of their business would relieve not only themselves, but the arbitration committees, of considerable trouble.

The principal reason for disputes, in our opinion, among the grain trade today is the carelessness in preparing confirmations and failing to call attention to discrepancies where they exist. However, in this respect we can see an improvement during the last three years in the trade in general, but there can still be a material reduction made in disputes between members if the trades are set forth in detail at the time they are made.  
H. C. GAMAGE, Chairman.

**The President:** Mr. Sanford is not here either, and the secretary will read report of Committee No. 6.

## REPORT OF ARBITRATION COMMITTEE NUMBER 6

I am pleased to report that there have been submitted to Arbitration Committee No. 6 five cases for decision since the last annual meeting, two of which have been brought to a conclusion. The other three are still in the committee's hands. It is hoped that they will all be disposed of within a very short time.

I. C. SANFORD, Chairman.

**The President:** We have no report from J. H. Caldwell of the Feed Arbitration Committee, nor does he seem to be here.

We will now call for report of special committee appointed on recommendations in secretary's report, Mr. Hutchinson, chairman.

## REPORT ON SECRETARY'S RECOMMENDATIONS

Your Committee, to whom was referred the secretary's report, beg leave to report as follows:

We recommend that Section I. of Article V. of the Arbitration Rules be changed to read as follows:

"Section I. With the secretary of the National within twelve (12) months after expiration of contract on which dispute occurs."

Also strike out Section VI. of Article VI. and substitute the following:

"Section VI. The time limits specified for the filing of all arbitration and appeal papers may be extended by the National secretary for good and sufficient reasons."

We would also recommend that the secretary be authorized to change Section VII. of Article VI. of the Arbitration Rules in the Ninth (9) line to read: "Article IV. Section VI. and VII., etc., instead of Article VI., Sections VI. and VII."

Upon the suggestion of the secretary looking toward the change in sub-section III. of Section I., Article II., of the Constitution and By-laws, referring to Arbitration between members of the affiliated Associations and the Grain Dealers National Association, your Committee would recommend that no changes be made.

ELMER HUTCHINSON, Chairman.

**Mr. Hutchinson:** As to the first change, six months is too short a time for a litigant to initiate his claim in some cases.

As to the second change suggested, there is now no provision for extending beyond 10 days the time for an appellant in an appeal case to prepare his papers, no matter what the conditions are. If the papers are not in, technically he loses his case. Conditions have come to the secretary's notice that made that unfair and unjust, and this change is to give relief from that.

As to the third change, that simply takes care of a typographical error and corrects it.

In explanation of our last recommendation I would say that I know this is not in keeping with the secretary's idea, but the Committee went into that thoroughly, and any action this body could take would not bind the state or affiliated associations. It would have to be taken up and ratified by them, because of the fact that they came into the affiliation with the understanding and under the constitution and by-laws as now written. We would suggest to the secretary he take it up by correspondence with the affiliated secretaries and let the initiatory effort begin in the country, and harmonize it in that way. There are quite a few possibilities in making that change, and therefore the Committee deemed it wise to recommend that no change be made at this time.

**Mr. Gerstenberg:** I move the report of the Committee and its recommendations be adopted. (Seconded by Mr. Reynolds, and carried.)

**Mr. Crouch:** Is there a chance of that first recommendation working a forfeiture of the shipper's rights against the railroad?

**Mr. Bingham:** This has nothing to do with that; this simply states the length of time within which a man must file his request for arbitration. It is not conceivable that he would delay his claim against the railroad. I do not think there is any connection between the two.

**The President:** No, because we have adopted a trade rule making it obligatory to file the claim, and the man who fails to file is responsible for any loss

that accrues because of that failure. We worked on this rule last year at New Orleans, and after considerable debate the Committee decided that six months was long enough time to give anybody to make their claims. Whether six months or 12 months, we should have a definite time.

**Mr. Bingham:** We found a settlement on a car of wheat exported via Galveston was not made until a year after the date of the contract, and no return was made by the buyer to the seller for more than a year.

**The Secretary:** We now have a case where application for arbitration was made three years after the completion of the contract, and that is why we wrote this rule in.

**The President:** The motion was unanimously carried. We will next continue the report of the Committee on Trade Rules.

**Mr. Sturtevant:** Before taking up Rules 6 and 7 referred to by the special committee, there are one or two other matters I would like to present. In adopting new Rule 32 yesterday, the matter was presented hurriedly, and when we came to check it up, we found we had forgotten the sorghums, etc., and the Committee has prepared a new rule which we would like to present and secure its adoption.

### PROPOSED AMENDMENT TO RULE 32

**Carloads:** Unless otherwise specified, a carload of Wheat, Rye, Barley, Shelled Corn, Milo, Maize, Kaffir Corn, or Feterita shall be 80,000 pounds and of ear Corn or Oats 64,000 pounds.

If 60,000-capacity car is specified a carload of



MR. AND MRS. C. H. CASEBEER  
Chairmen of Des Moines Committees

Wheat, Rye, Barley, Shelled Corn, Milo Maize, Kaffir Corn, or Feterita shall be 60,000 pounds and of ear Corn or Oats 48,000 pounds.

If 80,000-capacity car is specified a carload of Wheat, Rye, Barley, Shelled Corn, Milo Maize, Kaffir Corn, or Feterita shall be 80,000 pounds and of ear Corn or Oats 64,000 pounds.

If 100,000-capacity car is specified a carload of Wheat, Rye, Barley, Shelled Corn, Milo Maize, Kaffir Corn, or Feterita shall be 100,000 pounds and of ear Corn or Oats 80,000 pounds.

I move the adoption of the rule in its present form.

**Mr. Goemann:** You have overlooked buckwheat.

**Mr. Sturtevant:** The rules never have covered buckwheat.

**Mr. Goemann:** But you will remember I wrote you about that. A case came before us a few months ago. (Motion to adopt Rule 32 as amended seconded by Mr. Green, and carried.)

**Mr. Sturtevant:** Mr. Goemann has presented a question with respect to Rule 12. Some question is raised as to responsibility of transmitter of the message. Is the sender responsible for its correct transmission? The Committee thinks he is, and as the question has been raised we present for your approval an amendment to the rule, which will make it read as follows:

### PROPOSED AMENDMENT TO RULE 12

**Telegrams and Telephones:** The sender of a telegram or telephone message shall prepay the charges, AND SHALL BE RESPONSIBLE FOR ITS CORRECT TRANSMISSION.

I move its adoption. (Seconded by Mr. Goemann and unanimously carried.)

**Mr. Sturtevant:** The special committee appointed to consider proposed changes to Rules 6 and 7 by a

vote of two to one have recommended that the matter be allowed to go over until the next convention. I really think that is the proper course to pursue. The matter is complex and is of considerable importance. The trade should familiarize themselves with those rules, and unless there is practical unanimity it might be unwise to adopt them. I think the rule is a good one, the proposed changes are good, and the more they are read and studied by the trade, the more I think they will like them, but we do not believe it would be well to insist they be changed at this time. The only change the Committee could agree upon was to eliminate the privilege of the shipper to ship to postoffice address, and we have prepared an amendment to the rule which eliminates that.

### FINAL AMENDED RULE 6

**Billing Instructions:** (a) In case grain is sold for three or five days shipment, the buyer shall furnish billing instructions by wire on the date of sale, unless said instructions were embodied in the original articles of trade.

(b) The buyer shall be allowed three calendar days within which to FURNISH BILLING INSTRUCTIONS ON SALES FOR DEFERRED SHIPMENT, AND MUST FURNISH THE SAID BILLING INSTRUCTIONS ANY TIME after three days, when requested by the seller. Should the buyer, after expiration of the allotted three days, fail to furnish shipping instructions on demand, the seller shall have the right to elect either to sell the grain for the account of the buyer and charge the usual commission for so doing, or to cancel the contract at a fair market value and charge the loss, if any, to the buyer, twenty-four hours' notice having been given by the seller of his intention and election.

Shipping directions furnished by the buyer before the expiration of said 24 hours must be accepted by the seller.

We move the adoption of the rule as read. (Seconded by Mr. Hutchinson and carried.)

**The President:** That completes our program for the afternoon, and we will adjourn the convention to meet promptly at 9:30 tomorrow morning.

## The Banquet Session

The banquet was held in the Fort Des Moines Hotel and was comforting and satisfying from the material standpoint, the entertainment was most enjoyable, and the speech of State Senator Pitt proved to be one of the high spots of the convention. George Wells presided as toastmaster and gave a short but forceful introduction to the speaker, Hon. Milton B. Pitt of Crescent, Iowa.

### ADDRESS OF SENATOR PITT

IT IS an honor to be allowed to address an audience such as this. I would that I had a greater gift to convey to you the message I shall undertake to convey. I did not come here to entertain you. To be entertained you want to see and hear the things you would like to see and hear, and it is no part of my policy to undertake to speak your sentiments from this platform. You will excuse me if I speak only my own. In doing that I give as my only excuse the reason that I believe this Government as it was founded was the greatest single happening since the birth of Christ. (Applause.) And if there are those here, as there may be, who do not believe this Government is the best government on earth, the door to this country swings both ways (Laughter and applause.) And I would suggest for the peace of the country that we assemble in one crowd all those who believe that even Russia is in some ways superior to this Government, and in another crowd those in Russia who believe this country is the best, and treat them as prisoners of war and exchange prisoners (Laughter and applause.) And I would be very liberal in that exchange, and if they didn't have enough over there, I would be willing to trade them 10 to one. (Laughter.)

I would like to say a pleasant word to this assembly regarding their avocation with relation to mine. Some one heralded me as a dirt farmer. I claim no special honor for that. I don't believe, because I work on a farm, that that is the only vocation that God sits up nights to worry about. (Laughter.) Sometimes I have thought that even clothing was as necessary as food. It is, out on the farm, anyway. (Laughter.) But in speaking to you I want to speak to you as an American citizen, and for that I make no apology. It just happens that when we get to the end of these beautiful and high flown and far flung theories we are led to disappointment, and I am one of those farmers who do not believe that legislative enactments are a good cure for bad bargains. I have made a great many of the latter myself, and when I look back over the history of five or six years gone by over in Iowa—of course you people over in Texas and Maine, New York and California didn't have an inflated period, and consequently didn't do any foolish things (Laughter), but here we had one. And when I look back over it I wish that I had been a union labor man with an eight hour schedule, and I wouldn't have had time to have done all the foolish things I did in that inflated period. (Laughter.)

Those were things for which you were not to blame. My object tonight is to get you in the proper relation

to your Government, and it to you. We have some new born statesmen in this country that in my opinion are leading it to destruction. They go before us who toil and who have the callouses on our hands, and make us believe we are being robbed of things we never had and never were going to have, and they fail to tell us that nine-tenths of our troubles are due to our own mismanagement, the basis of which—and you are guilty, too—was undertaking to get something for nothing in the inflated period. (Laughter.) My specialty was land. (Laughter.) I bought two farms, and I have them still. Some others bought industrial stock, tire stock and all that sort of thing; but we all had the same disease, we were trying to get something for nothing, and avoid that edict that is ages old, that "in the sweat of thy brow shalt thou eat bread." And we flouted that for a time, we gave our notes, our promises to pay, and we found ourselves exactly as all paternalists and socialists find themselves—our system broke down when payday came, as it always does. (Applause and laughter.)

But in this catastrophe and in this calamity, and I do not want to underestimate to you the calamities that confront us, the agricultural people, because they are many—nine-tenths of them, like my own, are caused by their own actions, the other tenth is caused by your bloc system of Government.

### Individual Initiative

Underneath my next few words lies the foundation on which the future progress and endurance of the Republic rests. You cannot run this great Government on the bloc system any more than you could under the sectional system. It had its Appomattox, and you are tending toward yours.

You are the descendants of the greatest people that ever lived on any continent, men with breadth of vision, men that had the brains, the heart and the manly courage to declare thoughts that had slumbered in the breasts of the downtrodden of all the ages, and they sought here on this continent to bring forth a Government, which Government was based on individual achievement and individual reward. And every line and letter in that record title of your personal liberties, which I shall undertake to show you is so vital to you and your children after you, in all that document there wasn't a line, a letter or a syllable where success was based on Government guaranty. That is a fallacy and a phantasy of this generation, and the so-called statesmen of this generation. The statesmen of that day knew better than to try to make wealth by legislative process; they builded deeply and broadly, and they knew that if the individual initiative was left unhindered and unaided, this Nation would keep the vanguard of the world in progress. (Applause.)

I say to you without fear of contradiction that this Nation from the time the Constitution was framed until this late day, when you begin to hedge it about by denying individual opportunity and reward, that Nation has led the vanguard of progress for a century and a third.

At this time we are led to believe there is something wrong with a Government that has been a success for over a century. And we believe it. Of course you don't think you are tintured with socialism and paternalism, but you are. The waves of socialism are beating against the shores of representative government, and your Government at this time, on account of that reptile of socialism in the bosom of your family, is trembling in the balance. You don't think you have it, and I don't think I have it, and yet it is becoming general.

I sometimes say in the State of Iowa—and the press sometimes prints some things I say (Laughter) that if I, as a farmer, could be saved from my friends, I would get along pretty well. (Laughter.)

### No Hope in Bloc Legislation

You have merged your individual initiative of reward into the bloc system of government. This speech can be made in Texas, Maine or California, and wherever the American heart throbs true to the American purpose, it will answer the requirement. Under the bloc system, back in 1916, you passed the first great bloc legislation, which was the Adamson Law. You have heard of that. You polished your office chairs and did not pay any attention to it, and right now you are trying to help me out of my dilemma without repealing the very thing that causes my trouble. (Applause.) In Iowa we politicians go up and down the fertile valleys, and talk about repealing a certain Cummins-Esch Bill that carried out the promise you made under the Adamson Law. Your Government promised if men worked eight hours, they would have a certain pay, and if they worked longer than that, they would mulct the people they worked for for time and a half, and if longer than that, for double time, and then you fixed what I had to pay.

Whence comes this demand to fix grain prices for the farmer? Why does that spring up and bloom and blossom at this hour? It is because you fixed the things I have to pay for under your Adamson Law, and now you are undertaking to make the teeter board level; and politicians do not dare say "We are going to repeal that prop that makes the inequality," because they would lose union labor's vote. They say "We will fix your prices artificially from the treasury of the United States; we will raise your prices to the level of this other artificial thing we have put on your shoulders." How sensible you are, how brilliant you

are, to sit as American citizens without the courage that would tell the truth regarding these things! Yes, you felt like an Englishman who came into our country here in middle age. Uncle Johnny didn't bring anything with him but his wife, and he never accumulated anything else after he got here. (Laughter.) He got a small allowance from the county treasury, and the neighbors and old settlers, my father and the others, when a storm was brewing would see if he had some wood, or would bring him food. They would take him a side of meat, or some potatoes, or something else, and he got used to it and he expected it. You passed the Adamson Law that promised certain payments, and then passed the Cummins-Esch Bill to carry out the promise. One day I was working with a team in a field down close to Uncle Johnny's house and while I was there one of the neighbors' boys took him down a load of wood. He was around there a while, and then he drove away. After he had gone Uncle Johnny came out, and he was crying. I said "What is the matter?" He said "Homer Martin hauled me a load of wood. I told him if he put it in the woodhouse I would give him 50 cents, and he put it in, and I offered it to him, and, by God, he took it." (Laughter.)

Well you promised it under the Adamson Law, and you paid it under the Cummins-Esch Bill, and then you were just like Uncle Johnny Thorn, you cried about it. Where did you suppose the railroads would get? You supposed the Government would pay it, as it did \$2,000,000,000 for a deficit during that term. You that believe the Government is something separate and apart, get that out of your minds. It doesn't have any mountain of gold that it can touch, and when it makes a promise it must extract it from the pockets of the citizens, and when it promised this to one class of our people, someone else had to pay it.

### The Effect of the Adamson Law

I have been said to be radical on some of these things. If you during two or three years when you took your corn to market saw the first thing taken out of that was that promise to pay under the Adam-



HON. MILTON B. PITT

son Law, and if anything was left it could go to you and your family, you would be radical, too. When you fix the day of the man I pay from eight to five hours, you automatically lengthen my day on the farm from five to eight. And then you seem surprised that the things I produce are not on a parity with what I buy. Think that over. I have no axe to grind with you, but you can start and run this great Government under the bloc system until you finally submerge it in the dark and oozing waters of socialism, and you can under this paternalistic attack, and that is what it is and you don't seem to see it. If these people over here to my right were one bloc, and these folks here in the middle were another bloc, and over there to the left a third, that is the great Government of the United States of America. You are going to pass some laws, and we go in with knotted clubs to congresses and legislatures who are going to make the laws for the Government, and each one of us is taking some particular and special thing. And I am the congressman, without any more courage than the average congressman, and you come in with your bill, and say, "Senator, here is a bill we want passed. We represent 'union labor' or 'big business' or 'the farm bloc' or some other bloc'—The only reason they haven't included the angels in these blocs is because they don't vote here yet; just as quick as they do they will take them in, too. (Laughter.)

Well, here is the bill, and they demand I shall vote for it, and they say in the same breath, "We have so many hundreds of thousands of votes behind this, and we are going to have it or assassinate you politically." All right, what is my duty? Not to look at the bill, but to ascertain if they have the votes, and if they have them I don't need to read the bill. All I must do is vote for it. And you know on that same principle these great statesmen we now have, these newborn saviors of this country, and, if you would give them a chance in the world, are undertaking to place the courts of the United States on the same basis as you would make bloc laws (Applause). I

don't care whether you agree with my views. The only reason I would ask you to agree with me is for the happiness and the perpetuity of the country.

### Bad Bargains and the Constitution

I am concerned with this socialism that undertakes, every time you make a bad bargain, to change the Constitution of the United States. The senselessness and stupidity of the thing is repulsive to me. I know they can't make wealth for me that way. They have done it for three years, and every note I didn't pay myself is still with my banker, and I am afraid it is going to be there until I pay it (Laughter). But this new bunch are wiser than those who have gone before. This Constitution, the product of the greatest brains and greatest hearts that ever assembled in one place, the record title of your liberty, that to them is nothing. They can write you a better one while you wait, just as you have your suit pressed.

It is nothing to them to find fault with that document, when it was brought forth from such brains as Washington, the chairman of that convention, of Madison, of Franklin with his 81 years of wisdom, of Hamilton, the greatest statesman that ever lived, men that Americans revere. Their names were signed to that great document, and they were not playing to the galleries, nor fooling themselves. They knew the people had certain frailties; they had seen democracies rise and fall, they had seen them become mobs, and had seen autocracies become tyrants, and they built here on this continent a golden mean, a representative government, which has been the greatest blessing not only to the people of the United States, but to all the downtrodden of the world. Why? Because in it they put certain checks and balances, so as to check the people against themselves, to give them the greatest degree of government which they could exercise and do it intelligently.

And after a long time you can change your Government under orderly process under your Constitution, but they have put certain checks in so as to give you time to think it over before you do it. And these new saviors—and you Bible students have probably noticed that there wasn't anything in ancient prophecy or in Bible history to show that there were any stars or that any wise men were expected in the places where these babies were born (Laughter). But they come along and say, "Yes, we know better than they; we will have the courts of the United States subject to the will of Congress." That appeals to the ignorant and to the vicious and to the stupid, and it is the paragon of imbecility.

### Protect the Courts

You men who own your homes, or expect to, you fellows that in your manhood ask only for a fair and free fight, if you sit idly by and allow momentary profit to check your tongue and your actions, when your Government is being assailed, when the courts of the United States are being placed in disrespect, then you haven't lived up to the best opportunity you have as an American citizen, and you and your children after you will pay for that error.

The moment you place the jurisdiction of the court in the hands of Congress—and mind you, these new statesmen never saw a congress they approved of (Laughter). They are just as much an enemy of congresses as of courts. But suppose I am a laborer, and a manufacturer is here, and some walking delegate or some other person has made me believe that I was not getting a fair deal. I hope there is some union labor fellow here. You have asked me to join fraternal hands with you. I am for that when we get an equal division of the spoils, but as long as I have to exploit myself and my family to make up the day you don't work, you will find me against you on that (Applause).

All you men that are not interested in this, in a moment I will try to get you interested. On that point we have a decision of the court. And courts and the Constitution are for the individual. They have nothing to do with majorities except as they are made up of individuals. Don't misquote me. Why? Because majorities can always have their way. Congress and legislatures are always loose, without halters on, and they can pass any laws demanded, and a majority can have its way. But these wise statesmen knew that in times of folly and of violence the majority were not always right, and they put into the Constitution that those members of the Supreme Court should be chosen and should serve for life. Why? Because they didn't want them subject to the will of the populace. Why? Because they were against the populace? No. Because they knew at times the populace went mad, and would override the rights of the individual; and in that precious document they wrote those inalienable rights. When Congress passes a law that trespasses on the rights of the individual, the court stands in the way, and says "You cannot do that. This individual has certain inalienable rights, and they are guaranteed to him in the Constitution." The new thought would be to tear that down, and you could have another Russia here as you have in the Old World.

### How It Would Work

Now your chairman is the judge, and some of you members are having a hearing in the court. All the rest of you are the people of the United States, and you are the enemies of this man whose rights are being hurt. And you demand that the judge will de-

side in such a manner as will trample upon his rights. Under our system the judge doesn't have to ascertain your wants. What he must do is to ascertain what the rights of this man are under the laws and the Constitution, and justice and equity prevail.

I made one of this kind of speeches in a city in Iowa and after I got through there was a shot from the brush. And I want to say to you that you are clearly within your rights to ask any questions or make any statement when I am done on one side or the other. And I told them that there, but they didn't do it. I got a shot from the brush afterward. I was making this argument for the stability of the American courts.

Let us see what these gentlemen would do. I am running for office, and I want your votes, and I say to you "You are competent to do that job." Let us see if you are. We go down to the street, and we meet a man that couldn't recite the multiplication table between now and next Thanksgiving, but he is a member of the Supreme Court. We go a little farther, and some of you Bible students remember a case some centuries ago, and the judge, after due deliberation and investigation, said "In this man I find no wrong." But the rabble shouted "Crucify him." And he said "The blood be on your hands." And on the very basis that this new bunch of demagogues and destructionists and illusionists would put the courts of the United States, they crucified the Savior of the world.

Those wise men knew those things, and they put the courts of the United States beyond the mad will of the populace, where they of right ought to be. And when you want to shake the citadel of your liberty to its foundation, when you want personal liberty to totter to the ground, destroy that principle in the courts of the United States and you have accomplished it at one fell swoop. And when you sit among the ruins and view them on every hand, the disorder that will be when the courts are hemmed and hedged about, think for a moment, if your right of life were at stake, to whom would you leave that among the law-making bodies that you have known? I don't believe you would do that, because they would ask what these other folks thought about whether you ought to be hung or not, and if they signified you should be hung, they would want to continue in office, and they would hang you (Laughter and applause).

#### A Different Principle

This kind of talk I am giving you is very scarce among politicians (Laughter). But some time and some place there must be a body of men and women rise in the United States that have the same integrity of purpose that their fathers and mothers had, that the founders of the Republic had, that every man that sleeps in a marked or an unmarked grave who has died in defense of the great principle of individual initiative, of individual reward, of the American home, because there is the basis of all your activities, every one who has died, died for a different principle than the bloc system of government. They were dying for all; they were dying for the future generations.

And let me say to you what I have said to a few audiences, and maybe you won't like it. A few months ago I was called upon to speak at a memorial at which certain monuments had been dedicated. There was assembled a vast multitude. There were persons in tears, and I thought of all those people that I had seen and heard that were crying that the Government was not doing anything for them, and then I thought of the father and mother who before the break of day went stealthily to this grave and laid on it some flowers so the grave would appear nice, with the loyalty and the loving heart down there, to see that remembrance was had of a boy that never would return; how in that cold gray dawn the mother, sitting on the step with her face bathed in tears, and the father, whose heart was broken, was saying encouraging words; and then I thought of the boy who, away off in France, for the last time viewed the sun, and I thought of the wound through which his life blood dyed the leaves on the ground. Why? So that you and I might enjoy the principles and the liberties of representative government, of America and all that America stands for.

And I said to them, "In the feeling that you have here by these graves, in the feeling you have for this father and mother whose hearts were broken, who shall have him again only in their dreams when they may hear the footsteps of their boy, whose footprints are still in the garden, knowing he will never return—they undertake to sleep, and they dream, and thus they see him again, and they waken and he is gone; and that will be their life until the Grim Reaper shall lay them side by side with this heroic son. And thinking of all those things, and you when you go to that cemetery, where stands the tall monument dedicated to the heroic dead, go there and stand in the shadow of it, thinking of the sacrifices that have been made that this liberty might be had, and repeat these words, "The Government ain't doing anything for me," and if you can do it without the blush of shame covering your face in its entirety, you should have a new baptism of patriotic manhood and womanhood." (Applause.) That is Americanism.

And these men that built the Constitution were facing the same arguments that are now being made by the demagogic politicians of this Nation. I have got to the place where the most repulsive human being

I can look on is the fellow who is fawning for votes on the proposition that he is going to help somebody get something from somebody else. If I come to you and tell you I am a candidate for this office or the other one, and you are in distress, and I say, "If you elect me, I will vote for a law to take it away from those folks over there and give it to you." And you would do it if I could contrive to carry out my part of the bargain; but is that any way to treat a neighbor.

You must back away from the bloc system of government. The bloc system of government, through and by which and following which you can hear the tramp of millions of the feet of farmers, will finally lead them to the darkest disappointment they have ever known. Already on the horizon they are coming to be disillusioned. They are finding out about this old question between employers and employes—and you have heard that talked since you were babies, the question of employes and employers. There is no such question unless the employer is a profiteer. This question is between the laborers in the different branches of industry.

If I make shoes, and my men quit over a question of wages, that question is a direct question between my men and the children who are going to wear the shoes. And that is true of clothing, and of farm machinery, and of everything that my hands touch. And remember this, that the inequality here is the



TWO NESTORS OF THE GRAIN TRADE  
Adolph Gerstenberg and Geo. Moulton

difference between what is being paid the men in the factories and the industries and the men on the farms.

Before I left home, as you have read in the newspapers the last day or so, we had been having disastrous floods down our way. My farm is covered, and the Government isn't to blame, and you don't need to change the Constitution (Laughter). One of my sons went into Omaha to get work. You talk about equalizing the things I buy with the things I sell? Why there isn't an assembly room in Omaha, or a place where farm machinery is handled, every dollar for which must come out of the pockets of men like me—there isn't a factory where my son can't get twice as much as I can afford to pay him. Why? Because the other laborers followed the Adamson Law, and fixed the price I must pay; and until you repeal that peace will not come to the farmer. It won't make any difference whether my corn is six, 60 cents or \$6 a bushel, as long as I am trading 12 hours for six I am going to be hard run.

#### How It Works Out

The laborer is robbing himself under this new rule where you get paid for work you don't do. One branch of labor is working for the other branch. A man in a shoe factory makes shoes for my children, and I am raising his bread and meat. The shoe manufacturer takes my money and pays him, the money simply representing a medium of exchange—in fact, we trade products, and that is true of clothing and of grain binders and of corn binders and cultivators, and is true of everything in which coal enters. A few days ago in Pennsylvania there was a contest between the miners and the mine owners. That is what it appeared to be, but it was a contest between the miners and the people who use anything that

cal makes. A contest between a street railway company and its employes is a contest between the street car men and the people who ride the cars, because the street car company, like the manufacturing concerns or the railroads, have no way of getting money except from traffic, and so if they pay more, they must raise the prices of their product. So it is directly a question between the employes in the two branches.

Suppose I am a bricklayer. I am going to fight myself just as I fight the fellow for whose product I exchange. I charge for 1,600 bricks and only lay 400. I could conveniently lay 1,600 if I rendered decent and efficient service that I should render, under the edict "In the sweat of thy brow thou shalt eat bread." When I get the apartment house done it has, of course, only empty rooms, and it is in the city. I say to my employer, "Your apartment is for rent?" "Yes." "I should like to rent a place to live in it." "All right, I will rent it to you reasonably. It cost so much for material and so much for laying the brick." I have got paid for 1,600, and have laid 400 when I could have laid 1,600, and he is going to charge me for laying 1,600. And he says, "It cost this much, and the taxes are higher because the building cost was higher, and the insurance is so much, and the incidental expenses so much, and you must pay it all. Every month while you live you are going to be fined for that money I paid you for brick you could have laid and didn't lay."

Under this system of things we can even rob ourselves. In the same apartment is a grocer, and down below is his store. The people go down and say, "What is the price of flour?" "The price is higher. The rent is raised." And I pay tribute on my own idleness for the very food and clothing I eat and wear. There is a railroad man who lives there, and he goes down and says, "What do you charge for coal?" The merchant says, "It has raised; the rates have gone up." Well, he got a raise in pay, and so he fines himself. And then in the rent he pays he is fined because the other fellow didn't render the service he could render, and everything he touches leads to disappointment and distrust of his government.

I have a boy who wanted to buy an automobile, and this is unfortunately true (Laughter). I was just leaving to make one of these reasonable speeches. He said, "Dad, I want an automobile." "Why do you want one?" "Well, the other boys have them, and you owe me almost enough to buy a good second hand Ford." And I said, "Yes, and I'll pay you, but before you buy a car I would like to talk to you. Wait until I get back from this trip." So when I got back he met me at the railroad station down at the Bluffs, and he had been around and had seen every second hand car there was in the place. And he said, "What objection have you to my buying a car?" And I said, "Just this, I don't want to see the first thing you ever owned mortgage, and especially an automobile. If you buy it, a year from today you will owe me a little and the other boys a little, and will have spent your wages, and you will be a good subject for this thought that the Government ought to be a crutch factory for able-bodied citizens." (Laughter.)

#### The Great Trouble With All of Us

The great trouble with all of us is that we won't live within our means. We want a car whether we can afford it or not because some one more fortunate than we are has one. And so we buy one. And now Ford comes out to bless the future generations with \$5 down and \$5 a month (Laughter). That will do more harm to the boys of this country than many things we think are harmful, for it leads them in the wrong way for their start in life. Your mothers and fathers didn't begin at the middle of the alphabet to learn their letters, and they didn't begin halfway up the hill of success. They began at the bottom.

Your chairman asked me to recite a little history of the pioneers, and I will do it. But they started at the bottom. They knew that here in America there was the grandest opportunity furnished anywhere in the world, for the man that was willing to work, and they toiled going up the hill.

In all the ages there have been those who, when they failed to manage their business right, as I failed to manage mine (Laughter), and failed to get up in the morning, which I did not fail to do, have had to sell their equipment and go to work for some hated corporation, and immediately they got a union card and undertook to raise the price on me, who hasn't been frozen out yet; and they would like to be back on the farm, and they would like to go up the hill of progress, and they look up and see the one mark which they made on it, which was coming down (Laughter). And along it in various places they see the marks that the others have made coming down.

They see some others, however, who are still going up the hill. They are working hard and the sweat is on their faces, and every once in a while they make a step forward, although it is rocky to travel and is steep and rugged. And they say, "I wish I were up there where success sits on the throne." And she waves beckoning hands, and they think she is mocking them, and they wonder if some way, without the toilsome travel on their own feet and in their own strength, they cannot work out their ascent up the hill of progress. They say, "I might do it, but it is steep and the chances of success are not over 50-50. Isn't there some other way?" And this new bunch

of statesmen have discovered the way for that class of people. They see these others toiling up the hill, getting a toe hold here and a hand hold there, and still struggling to get up. And they say, "You don't need to do that. You vote for me, and I will hitch some legislation onto that fellow up there, and you can get hold of it, and it will either pull him down or you can make him pull you up." (Laughter and applause.)

It is time that once again you faced about, and in the spirit of those grand and glorious Christian gladiators who have gone on before, of those first ones, above whose heads the crumbling stone has tottered and fallen, and their sons and their daughters who have gone on before, that were always willing, at every time and at every place, not to ride the Government, but to support it. Did you ever think of that stupidity that is indicated by the thought of everybody riding the thing that all of them have got to carry? That is what we are trying to do, and somebody must get off and walk (Laughter).

#### How the Pioneers Felt

These pioneers, the first ones, lived in a little belt of woods over on the eastern shores of the United States. There was a belt of woods, and there were some people who had come there for freedom's sake, for liberty of conscience. And the first thing they did was to build a church—they built their cabins—and the settlement was founded on faith in God, and they built a schoolhouse along beside the church, and they didn't ask the Government for a crutch. They asked the Government to get off of them, to quit putting taxation on them without representation, and they were perfectly willing to earn their own living. But the Government wouldn't do it, and so they rebelled, and for an ideal, for something that was only in the heart and brain of those philosophers and patriots, they left the cabin, of course now we would like to have the Government guard us while we sleep, but they left the little log cabin, where the mother and the children were, they left her all alone to guard the home and the children against the merciless savages that hovered about in the wilderness. And they went forth. For whom? For you and your children. And they left their wives and their children there. Draw on your imagination a little. It has happened for you time after time. The mother calling those little children to her knees, telling them what the principle was for which the father fought, and telling them how they were going to win and that the father would return—and in many cases he did not, except in dreams. And in some cases he did return, and there, where there had been his home, it was marked now only by a pile of ashes, the mother having died heroically in defense of her little brood of children. For whom? For you. Not for a Government to ride on, but for a Government that gives you freedom of opportunity to go unhindered and unaided to the top of the hill of success.

Go a little further and see the old men in their old age to the dedication of the monuments of their comrades, and with tottering step, with crutch and staff, they come beside the grave of a fallen comrade, and the tear of remembrance wets their cheek. And the flag is raised, and that old heart beats in unity and in unison with a grateful Republic and a grateful representative government.

They have considered it a privilege to fight and die for their country. For whose country? Why, for yours. When I defend the courts, when I defend personal liberty as couched within the Constitution of the United States of America, whose liberty am I defending? Why yours and your children's after you. This is not my fight any more than it is yours and that of every American citizen, and every American citizen ought to be willing to stand in line with such names as Washington, Adams, Madison, Jackson, and of all those unselfish patriots from the birth of this Republic to the present time. But I refrain, even for momentary profit, from stepping into line with the Benedict Arnolds who want to undermine this great Republic.

#### The Man Without A Country

You have read that wonderfully tragic story of Philip Nolan. It has been repeated here, of how Nolan, a brilliant young army officer, was led by Aaron Burr to come west of the Mississippi and there undertake to build a new commonwealth out of territory that belonged not to the United States of America. The plot was discovered, and you remember how in the story Philip Nolan was connected with it. He was brought before the judge advocate, and when the judge asked him what he had to say, after proving he had been in this treasonable project, he said, "D—n the United States. I hope I may never hear of them again." The judge waited until the next day to pass sentence, and when Philip Nolan stepped before him he said, "You can have your wish. You will be placed adrift on the high seas, where you will never again hear of the United States of America." And Philip Nolan lived to an advanced age, and beneath his gray hair and in trembling voice his one cry was that his eyes could once more behold the flag and his footsteps touch the shore of the United States of America.

And when you have joined in the dissolution of this great Republic, through the appeal made by the villifiers of the Republic, in your advanced age you, like Philip Nolan, will long once more to see the

glorious banner that all true Americans adore, and once more enjoy the privileges of the United States of America (Applause).

This is your fight and my fight, and it is our children's fight after us. My fear is not of the Philip Nolans that damn the United States publicly. My fear is of those men who claim to be the friends of this Republic, and yet whose voices were never heard to utter an eulogy of the flag. Never did they glorify your country's past or her present, or give hope for her future. Isn't it a peculiar thing that the greatest friends now of this great Republic and of the dear people are these men who cannot see any good in this Republic, but who can find some very fine things about Soviet Russia? Isn't that strange?

Well, now, we are in the wilderness, and if the only way out of the wilderness is a road that leads by way of Moscow, I prefer to stay here in the wilderness.

#### The Backbone of Our Country

I want to give you a little history of your fathers and mothers, and when I do that I am giving you first the history of mine. I knew mine the best or I would describe yours, for they were alike. Over on the western prairies of Iowa many years ago dwelt a young couple. They were young and strong, glorious in their strength and their hope and their faith in God, Christian people. They lived in a little cottage, a humble home, and they worked early and late. In that day the railroads had not yet come, and all they had to sell they hauled by wagon to Council Bluffs, 40 miles away. Father would start out at three o'clock in the morning, and he would return the next night following in the night, and he would load his load before he went to bed, and start again at three o'clock that next morning.

But father, like one of his sons, made some bad deals. He signed a neighbor's note, and had to sell his farm to pay it. Now we would petition the Government and ask to have the Constitution changed (Laughter). But they were of different stock. They had enough of courage and of character and of purpose that they were perfectly willing to settle by the book. All they asked was the reward of their own toil, and although his land and his wheat and his corn were all gone, he didn't go and get a red card. He went out over the prairies where the land was rougher and farther from town, and started over again.

I remember that removal journey. My mother drove one of the teams, and it snowed all day. Over her head was a brown shawl, pinned under her chin, and in her lap the youngest child, the baby, and behind in the wagon were by brother and I, and when we came to the new home—we boys were young and didn't know anything at that time about death and disappointment. The home had been built by father the March before, when he had slept in his wagon with the snow around him. They lighted the lamp, and the wind extinguished it. They hung carpets on the north and west sides so it would not be repeated. And they went on their way, singing, praying, hoping that the future would be better than the past had been. They never condemned their Creator nor their Government. A couple of years afterward my little brother died, and father had no money and he was among strangers, but he had been trained as a soldier in the Civil War and in that greater army of the Supreme Ruler of the Universe, and he made a coffin with his own hands. I remember seeing him put my little brother in it, and remember how he carried it to the bedside, for my mother was ill, and how she cried, as mothers do. His hands strained and the muscles of his face twitched, but not a groan came from him.

The two wagons went across to the prairie to the hillside, and there we left my brother, and it seemed to me they left my hopes there. But when we returned that night father prayed as usual. I remember that prayer, because, being the youngest left, I knelt beside him. He did not pray that the Hand be lifted, or ask for strength to bear his load, but he ended by saying, "Not ours, but Thy will be done." And he must have meant it for 40 years have come and gone, and he is still living, and his hair is as white as snow. They moved from the farm one year, and a year ago they returned, and I got a letter from him when he returned.

#### Back Home

He told me how glad he was to get back home. He said, "I felt like taking off my old cap and hollering for joy. Here is where most of my children were born and where some of them died. There isn't a tree or a post that I didn't plant or direct its planting." He told about buying certain stock and how he was doing the work. "But," he said, "I find my body gets very tired before night, but I can do the chores, and the command of the Master is to occupy until He comes, and when He comes He will find me working." He may have lost last year, but there is no mortgage on his farm; he doesn't need the Constitution changed, because from childhood's day he lived frugally and within his means. If he made a bad bargain, he kept the contract in every day and hour, and yet, when his hair is as white as the driven snow, he and mother going slowly down side by side to the end of that journey that is to be, after all the joy and pain, all the happiness and all the woe that come to the average of humanity, still look with

a smile toward the face of God, and with a love toward their country and a decent respect for its courts (Applause).

And I have to say to you that unless this generation and the generations yet to come shall in the same spirit of those Christian gladiators that have gone before, the ones who gave their all that the Government might have birth, and those that gave of the tribute of broken hearts in every grave that it might continue, unless once again we are willing to serve and support this Government, your Government is insecure. Ladies and gentlemen, I thank you (Applause).

## Wednesday Morning Session

The convention was called to order at 9:30 a. m.

**The President:** We are most fortunate in having with us today a representative of a great system of transportation in this country of railroads, who will speak to us on a subject which, next to the handling of grain itself, is of most interest to grain men, for without transportation there would be no grain business. At this time I take great pleasure in introducing to you S. M. Felton, president of the Chicago Great Western Railway, Chicago.

**Mr. Felton:** I am speaking not only as president of the Great Western Road, but I am chairman of what we call our Western Committee on Public Relations. All of the railroads west of Chicago have organized together, and this Committee's work has been to try to tell the truth to the people of the West, and especially the farmers, who seem to be the ones who have not fully understood the situation. So I am speaking on behalf of the western lines as a whole.

#### ADDRESS OF S. M. FELTON

I HAVE been invited to talk to you for a short time today on the railroad question. This question has been the subject of constant discussion and legislation for more than 20 years. In view of the agitation now going on for reductions of freight rates on grain, the commodity which you gentlemen handle, and also for very radical railroad legislation, it is not surprising that many people wonder whether we are any nearer a satisfactory solution of the problem of railroad regulation than we were 20 years ago.

It is my belief, however, that if conditions from which the grain farmers, and especially the wheat farmers, are suffering, could be remedied, we would quickly find we have advanced much farther toward a satisfactory solution of the problem of railroad regulation than we now seem to have. The fact is, there is hardly any complaint at present about railroad service and very little complaint about railway rates, except from the grain farmers. A very large majority of the business men of the country are opposed to any radical changes in our present system of railway regulation in the near future, and I believe the same sentiment would prevail among the farmers if so many of them, especially in western territory, were not suffering from a wide disparity between the prices of their products and the cost of most of the things that they have to buy.

#### Developments in the Railroad Field

Nobody can understand the railroad question as it presents itself today who does not take into consideration the developments which have occurred in the railroad field since the Hepburn Rate Regulation Act was passed in 1906. In the first 10 years after that law went into effect, the policy of the Federal and state railroad commissions caused the general tendency of railway rates to be downward. In 1916 and 1917 the average rate per ton per mile reached the lowest point ever known. The history of this period, from 1906 to 1917, as we look back over it now, makes plain that it was a period of advancing wages and prices and that only the railroads were forced to bear largely increased costs without any corresponding increases in their charges. The result was that the general tendency of railway profits was downward. This decline of profits caused a corresponding decline in the expansion of railway facilities. The total new investment made in the railways in 1911 exceeded \$600,000,000. In 1916 it had declined to less than \$300,000,000.

The country entered the war in 1917. There was a great increase in the traffic to be handled. Congestions and delays resulted. The expenses of the railways increased so much faster than their earnings that they were threatened with serious financial trouble. Because of these and other conditions the Government took over the railways. Government operation resulted in deterioration of service, large increases in employes and in operating expenses, and big deficits, and public sentiment turned against it. Therefore, Congress passed the Transportation Act, under which the railways on March 1, 1920, were returned to private operation.

The railways were then incurring deficits at the rate of about \$1,000,000,000 a year. Soon afterward the Railroad Labor Board granted a large advance in wages. These things made it necessary, if the railroad system of the country were not to be bankrupted, for the Interstate Commerce Commission to grant a large advance in freight and passenger rates. There was almost no opposition to this advance in rates. Practically everybody conceded it was necessary. Prices of all



kinds were still so high there was no serious question that traffic of all kinds could bear the rates fixed. The price of wheat had increased from less than \$1 a bushel in 1916 to \$3.50 in 1919 and 1920.

#### When the Decline Came

Unfortunately, there soon began an unprecedented decline of prices and a corresponding decline of general business and railroad traffic. The fall of the prices of farm products was especially precipitate and great. The railways, which, unlike most other business interests and concerns, had not made large profits during the war, suffered along with other industries from the industrial and commercial earthquake that followed it. In 1921 they earned a net return of only 2.95 per cent upon their property investment, which was the smallest they had ever earned since the Interstate Commerce Commission began to compile statistics. This was only 3 1-3 per cent on the tentative valuation that had been made by the Interstate Commerce Commission, and was not enough to pay interest on bonds and other fixed charges.

Although the entire railroad system of the country seemed threatened with bankruptcy, other interests, and especially the agricultural interests, who were suffering severely from the effects of the decline of prices, began a powerful agitation for reductions of freight rates. The demand for a reduction in rates on grain and grain products and hay was the first to be formally presented to the Interstate Commerce Commission, and at the beginning of 1922 there were put into effect reductions of 16 per cent in the rates on wheat, 21 per cent on coarse grain and 10 per cent on all other farm products. On July 1, 1922, the Interstate Commerce Commission put into effect a reduction of 10 per cent in the rates on all other freight.

Meantime, there were some reductions in railway wages from the peak reached in 1920. The railway managements meantime greatly reduced the number of employes and effected other economies. The result was that in 1922 the railways earned an average return of about 4 per cent on their tentative valuation. This, like the net return earned in 1921, was insufficient to pay interest and other fixed charges.

#### Better Results so Far This Year

The railways of the country as a whole have secured better financial results thus far in 1923. The average return earned by all of them on their tentative valuation in the first seven months of the year was 5.5 per cent. But the western lines have not participated in this improvement in financial results. Thus far this year they have earned a net return on their valuation at the annual rate of only about 4 per cent.

There are still demands in western territory, however, for reductions of rates, and especially for reductions on grain. I shall discuss briefly, first, the effects it has been claimed that freight rates since 1920 have had and are now having upon the producers and shippers of grain, and secondly, the effect that would be produced upon the railroad situation, especially in western territory, of certain policies of regulation now being advocated.

#### Measuring the Reasonableness of a Rate

The most important measure of the reasonableness of the rates on any commodity is the effect they have upon its production and movement to market. Between 1902 and 1920 the tonnage of grain and grain products shipped in this country increased from 37,000,000 tons to 70,000,000 tons, or 90 per cent. This proves that the rates charged were not burdensome. As a matter of fact, even including the years during and immediately following the war, when rates were advanced, the prices of the various kinds of grain increased so much more than the rates, that the rates bore a constantly declining ratio to grain prices.

The highest rates charged throughout any year were in effect in 1921. It was claimed they seriously hindered the shipment of grain. But in 1921 total shipments of grain and grain products increased to 77,000,000 tons, which exceeded any previous record. After the rates were reduced the shipments of grain and grain products increased again in 1922 to more than 85,000,000 tons, this being much the largest grain traffic ever handled. The rates on grain are now the same as in 1922, and lower than those of 1921, but this year there has been a decline in grain shipments. Statistics regarding this year's tonnage are not available, but in the first 35 weeks of 1922 total shipments were 1,578,000 car loads, while in the corresponding weeks of 1923 they were only 1,455,000 car loads.

These figures show that shipments of grain increased while freight rates were standing still. They also largely increased in 1921 when freight rates were at their maximum. They increased in 1922 after the rates were reduced, and they have declined this year without any change being made in the rates.

The explanation of this is obvious and simple enough. The freight rates on grain, except for extremely long hauls, always have been and are now relatively small in proportion to the prices of grain. In consequence, the amount of grain shipped depends principally upon general agricultural and market conditions, and is not perceptibly affected by changes in freight rates.

#### Effect of Changes in Grain Rates

How little effect the changes in freight rates within recent years really have had upon the situation of grain farmers may be made clear by a few simple illustrations. The price of wheat in the Chicago market in September, 1913, before the war in Europe began, ranged from 70 to 77½ cents. Its price in September,

1923, ranged from 99 cents to \$1.03. The average price on the Chicago market in September, 1923, was roughly 27 cents more than 10 years ago.

How much higher are the freight rates on wheat for typical hauls than they were 10 years ago? The rate from Yankton, S. D., and other representative shipping points in North Dakota and South Dakota to Minneapolis in 1913 was 9 cents a bushel. It is now 13 cents. This is an increase of 4 cents a bushel. The rate from Great Bend, Kan., to Kansas City in 1913 was 8 cents. It is now 12 cents, this increase also being 4 cents. The rate from Hutchinson, Kan., to Minneapolis in 1913 was 15 cents, and is now 22 cents, the increase being 7 cents a bushel. These are typical hauls and the advances in the rates for them ranges from 4 to 7 cents compared with an increase of about 27 cents in the price of wheat in the large markets.

Wheat grown in this country and exported moves long distances by rail before it reaches a seaport, since most of it is grown in the Middle West. The export rate from Hutchinson, Kan., to Galveston in 1913 was 15 cents. It is now 27 cents, an increase of 12 cents a bushel. The wheat grower in most places in Kansas or South Dakota or Minnesota can ship his wheat to the large domestic markets for a rate the increase in which, as compared with the rate he paid 10 years ago, is 20 cents or less than the increase in the price of wheat in the large markets. Surely in view of such facts, it cannot be said that the increase in the freight rate alone has destroyed his ability to do business at a profit.

Very little corn is exported, and therefore only the domestic rates upon corn need be considered. Corn sold in the Chicago market in September, 1913, for an average of 74 cents a bushel, and in September, 1923, for 85 cents a bushel. The increase in the average price was about 11 cents a bushel.

The freight rate on corn from Sheridan, Mo., to



S. M. FELTON

Chicago in 1913 was 7.7 cents a bushel and is now 11½ cents, an increase of less than 4 cents a bushel. This is a long haul, being 480 miles. The rate from Allison, Iowa, to Chicago, a distance of 295 miles, in 1913 was 7.3 cents and is now 10.3 cents, an increase of 3 cents per bushel. The rate from Elizabeth, Ill., to Chicago, a distance of 143 miles, in 1913 was 4.6 cents a bushel and is now 7.3 cents, an increase of 2.7 cents a bushel. The increase in the price of corn in the Chicago market was 7 to 8 cents a bushel more than the increase in the rates for these different hauls.

#### Why Should Freight Rates be the Main Point of Attack?

It may be said, however, that the increase in the freight rate is not the only increase in cost from which the grain farmer is suffering; that the wages he has to pay for labor and the prices he has to pay for most things he buys also have increased, and in consequence, after paying all his expenses, he now has less money left than he had 10 years ago. I think it is generally recognized that that is exactly the situation with which most grain farmers find themselves confronted.

But if it be true—as it clearly is true—that the increase in his freight rates is only one of the unfavorable conditions by which the grain farmer is affected; and if it be true—as it is true—that most of his present troubles are due, not to the increase in his freight rates, but to relatively greater increases in the interest he must pay on his debts, in the taxes he must pay on his property, in the prices he must pay for the various things he buys, such as building materials, machinery, clothing, etc., why should the freight rates he must pay to the railways be made the main, or even sole, object of attack by many persons who purport to speak for the farmer, and who pretend to be trying to promote his interests?

The fact is that no reduction in the freight rates on grain which it is conceivable could now be made

would be of any considerable direct benefit to the farmer, unless he was given even larger reductions in the cost of other things he must buy and for which he pays far more in the aggregate than he does for the transportation of his products. According to an estimate made some months ago by the American Farm Bureau Federation the total expenditures of the farmers of the country amount to approximately \$10,000,000,000 a year. The total amount they pay in freight rates for the transportation of their products is not more than 6 or 7 per cent of these total expenditures.

Recently efforts have been made to secure a reduction of 20 or 25 per cent in the export rates on wheat. The export rate from Hutchinson, Kan., to Galveston is 27 cents. A reduction of 20 per cent would amount to 5½ cents a bushel. Would such a reduction be sufficient to increase the foreign demand for our wheat, to cause an advance in the price that our farmers would receive for it, and thereby benefit the farmers?

Before we can undertake to answer that question we must consider world-wide conditions now affecting the foreign market for our wheat. I have recently returned from a trip to Europe, to whose markets we must ship more wheat if we are to send more of it abroad. I know from my personal observation that the grain crops of France and Great Britain are excellent. We cannot in any way cause France to buy more wheat from us when she is raising enough for her own needs. Great Britain, despite her good crops, will buy much grain abroad, but naturally she will give preference to the wheat of her colonies. In addition, there have been grown good crops of wheat in Argentina, Canada and other countries with large exportable surpluses.

#### How American Freight Reductions Would Affect World Prices

In these circumstances it is the opinion of most well informed grain dealers that if the proposed reductions in American railway rates were made, lower prices for wheat would immediately be quoted by the exporters of Canada and Argentina and by the wheat growers of Europe; that, in consequence, there would be a decline in the price of wheat in Liverpool; that a reduction of price in Liverpool would be followed by a corresponding reduction of the price in this country; and that finally the American wheat grower would receive no more for his wheat than if no reduction in our railway rates were made. The only result in this country would be that our railways would suffer a reduction of earnings.

Now, let us consider the effects that would be produced upon our railways, and especially upon those in western territory, by a reduction of their rates and earnings. It is stating an easily demonstrable fact to say that the railways of western territory are suffering at present from conditions directly comparable to those from which the grain farmers of this territory are suffering. The grain farmer is receiving higher prices than he did before the war, but the increase in the prices of the things he had to buy has been relatively greater than the increase in the prices of the things he has to sell, and in consequence, he is worse off.

The western railways likewise are receiving higher rates than before the war, but the cost of the things they have to buy has increased so much more than their rates that they also are much worse off than in past years. The average freight rate of the western railways at present is 45 per cent higher than in 1916. While the average rate of the western railways is less than one-half greater than it was in 1916, the average wage per hour they are paying their employes is 116 per cent more. The average price per ton they are paying for coal, and the prices they are paying for materials and supplies average at least 100 per cent greater. Their traffic is larger than it was in 1916, and in the first six months of this year their total earnings were 65 per cent more than in the corresponding months of 1916. But their operating expenses were 99 per cent higher, their taxes were 100 per cent higher, and in consequence the net operating income earned by them from which they could pay interest and dividends was 25 per cent less than in the first six months of 1916.

The Interstate Commerce Commission has held the railways are entitled to earn a return of 5½ per cent on the tentative valuation it has placed on them. The western lines in 1921 earned only 3½ per cent and in 1922 and thus far in 1923 have earned at the rate of only about 4 per cent.

It is contended with great urgency that railway rates should be reduced to give relief to the grain farmers. But the railways can contend that the wages, prices and taxes they must pay should be reduced to give them relief with just as much justice as the farmers can contend that the railway rates, wages and prices they must pay should be reduced in order to give them relief. How can the railways reasonably be asked to reduce their rates further as long as the wages, prices and taxes they must pay remain so high?

#### Reduced Rates Would Mean Bankruptcy for Many Roads

Most of the western lines that are large carriers of grain could not, while present high operating costs and taxes prevail, reduce their rates on grain without many of them being thrown into bankruptcy, unless at the same time advances were made in the rates on many other commodities. It has been proposed by some very prominent public men, who recognize this fact, that a general readjustment should be effected by reducing the rates on grain and advancing rates on other com-

modities. I do not think railway executives would oppose adoption of some plan of readjustment if they were sure it would not result in a reduction of their net revenues. But before any reduction of their rates on grain was decided upon the other commodities upon which rates were to be advanced and the exact amount of the advances to be made should be definitely decided upon, for otherwise nobody would be able to anticipate the effects of the proposed readjustment.

As I have already shown, the rates on wheat have been reduced 16 per cent and the rates on coarse grain 21 per cent since they were advanced in 1920. These and other reductions have made the average production in the freight rates of all the railways of the country 13 per cent, while the average reduction in the freight rates of the western lines has been 16 per cent. These reductions of rates, on the basis of the total freight business now being handled, are saving the producers and shippers of the country about \$700,000,000 a year, and the producers and shippers of western territory alone about \$300,000,000 a year.

These facts show that under present regulatory laws it is quite possible to bring about large reductions of rates when business and transportation conditions do not forbid them. In fact, it may be said with much truth that the reductions of rates in western territory have been made in disregard of transportation conditions, since they have resulted in disabling the western lines from earning, even during the present year, anywhere near the return on their valuation to which the Interstate Commerce Commission has held they are entitled.

In spite of this there is going on an extensive agitation for radical changes in the Transportation Act, the argument for which changes assumes that they would result in large further reductions of rates. The agitation for this legislation has been carried on with special energy among the farmers in western territory. The Interstate Commerce Commission has placed upon the railways a tentative valuation of approximately \$19,500,000,000, and has held that the railways are entitled to earn upon this valuation an average return of 5% per cent. It has been claimed that this valuation is \$7,000,000,000 too large and should be reduced by that amount.

Some have based this claim on the ground that the valuation exceeded the market value of railway securities in 1920. The prices of railway securities had descended at that time to the lowest level ever reached because the Government, in operating the railways for two years, had incurred large deficits. For the Government arbitrarily to write down the valuation made by the Interstate Commerce Commission, itself a government body, because the Government by its own operation of the railways enormously reduced the value of railway securities, manifestly would be without any justification in morals or constitutional law.

Others claim that the valuation is too large because it exceeds the actual investment that has been made in the railways. Inconsistent as it may seem, those who advance this contention at the same time criticize the Interstate Commerce Commission because it has not ascertained the actual investment in the railroads. The very fact that they make this criticism against the Commission is a confession that they know that the actual investment in the railways never has been ascertained. The Interstate Commerce Commission has stated it has found it impossible to ascertain it, which is not surprising since the railways have been in course of construction and development for almost 100 years. Is it not an astonishing thing that a group of men will at one and the same time find fault because the actual investment has not been ascertained, and then denounce the valuation made by the Commission upon the ground that it is larger by \$7,000,000,000 to \$10,000,000,000 than the actual investment?

#### Renewal of Agitation for Reduced Rates

Let us briefly consider how this proposed legislation arbitrarily to reduce the valuation of the railways would work, if it should be adopted. If the valuation were reduced one-third, it would not cause a saving in rates of more than about 5 per cent. Even if it were reduced one-half it would cause a saving in rates of not more than 7 or 8 per cent. Such a reduction of rates would not be of much direct value to the farmers or other shippers.

But let us consider the effects it would have upon railway net return and railway service. The net return the railways are allowed to earn and from which they must pay all interest and dividends is based upon the valuation. Therefore, a reduction of one-third in the valuation would reduce by one-third the amount they would be permitted to earn with which to pay interest and dividends, and a reduction of one-half in the valuation would reduce by one-half what they would be allowed to earn with which to pay interest and dividends.

It requires very little study of the facts about the railroad business to ascertain that any such reduction in their valuation as is advocated, and the consequent permanent reduction of the net return they would be allowed to earn, would throw a large part of them into bankruptcy. The nation needs a large and steady increase in the capacity of its railroads in order to enable them to handle its increasing commerce. The capacity of the railroads can be increased only by the investment year by year of large amounts of new capital in them.

A bankrupt railroad system could not sell securities

and raise the needed capital. Therefore, while the adoption of this proposed legislation would not save farmers and other shippers much in rates, it would, in the long run, render it impossible for them to get sufficient transportation service. Any saving in rates that might be made would be exceedingly small compared with the vast losses which the shippers of farm products would suffer from increasingly inadequate transportation.

#### Recent Improvement in Transportation Service and Equipment

The country suffered almost constantly from the effects of inadequate transportation from 1916 to 1920. It suffered severely from "car shortage" late in 1922 and early in 1923. During the last two years, however, the managements of the railways have made Herculean efforts to improve operating methods, to improve the condition of their equipment and other facilities, and to increase the capacity of the properties. The amount of equipment in bad order has been greatly reduced in spite of the shop employes' strike which began more than a year ago, and about \$1,100,000,000 is being invested this year in new equipment and in other facilities.

As a result of these things the railways thus far this year have handled the largest freight business in history, and at the same time converted a car shortage into a car surplus. They have been successful in moving from the eastern lines to the western lines so many thousands of cars for grain movement that there has been little or no complaint from the farmers and grain shippers in western territory that they have not been able to get cars when they have wanted them. Nor is it likely that there will be complaint.

This increase in the efficiency of operation has been due to the initiative of railway managements working under the stimulating conditions which prevail under private management, but which never have and never will prevail under Government management. The investment made in new facilities has been made in response to the promise held out by the provisions of the Transportation Act that if the railways are efficiently, economically and honestly managed they will be allowed to earn a fair return upon a fair valuation, and that the Interstate Commerce Commission, in determining what is a fair return, will give consideration to the need of the country for adequate means of transportation.

#### A Contrast

The contrast presented by the radical policy being advocated by certain public men, on the one hand, and the constructive policy embodied in the Transportation Act, on the other hand, is apparent. The radical policy being advocated would not bring about substantial reductions of rates but it would bring about widespread railroad bankruptcy, cause increasing inadequacy of means of transportation, and paralyze the production of commerce of the country. The policy embodied in the Transportation Act already has brought about in the last two years far larger reductions of rates than this radical policy is adapted to cause. It has promoted a great increase in efficiency of operation and will cause an adequate increase in the capacity and an improvement in the service of the railways if it shall be carried out in the spirit in which the Transportation Act was enacted.

I cannot conceive that the farmers and business men of this country will long hesitate regarding which of these policies they will support, after they have familiarized themselves with the true significance of the two policies and have come to a realization of the widely differing effects upon the welfare of the country they are adapted to produce.

When I speak of the tentative valuation of the Interstate Commerce Commission, that was the tentative valuation made by the Commission under the LaFollette law. While they had not an exact valuation of all the lines, they had gathered enough information to make a fairly good guess as to the value of the railroads as a whole.

#### Equipment More Than Adequate

You will appreciate that the tonnage of grain is enormous, while on other commodities the tonnage is comparatively small, but we are entirely willing to try out the plan of lowering the rates on grain if the deficit can be made up to the railroads on some of the other commodities.

To give you some idea of what has been done about the equipment, when the Great Western property was returned by the Government we had about 55 per cent of our cars in bad order, over half of the equipment. Now by the first of October we will have between 5 and 6 per cent of our cars in bad order. And that illustrates what the other railroads have been doing. What is the result? Now we have idle cars all over the country, and the fall is upon us, October is here, and we haven't business enough to utilize that equipment. We have prepared for the business, and I do not think any one will complain this fall of the lack of railroad facilities. I would rather welcome a complaint myself, because it would indicate we are getting something.

The facts I have given you are all taken from official records. We get our data from the records of the Interstate Commerce Commission and other government bodies, so you can rely upon its accuracy (Applause).

**The President:** This has been a very instructive and interesting address, and the Association is very

deeply indebted to Mr. Felton for taking the time to present these facts to us.

We will now have the pleasure of listening to Prof. Royal H. Holbrook of the Iowa State College at Ames, who will talk to us on "The Fat of the Land."

#### ADDRESS OF PROF. ROYAL H. HOLBROOK

I AM glad to come to you as the representative of the largest university college in the world, the institution at Ames. There is nothing like it under the sun, and from all appearances there will not be another like it for years to come. I think I come from the best state in the Union, the State of Iowa, because I live in it (Laughter). When I can't help to make my state the best state, I shall leave. I came here by choice, because I was born in Wisconsin, my collegiate work was done in Minnesota, and I am glad I am in Iowa.

I want to tell you of a little strip of land in America that I have termed "The Fat of the Land." I shall deal in some figures. I am an engineer, and my life has been spent in dealing with the harnessing of the forces of Nature and making them subservient to the uses of men. That is the business of the engineer, and if he can get anything along the way to improve the other side of his nature, so much the better.

#### A Good Bargain

The first figure I shall call attention to is the year 1492, next week, Columbus discovered America, and it cost \$7,630. It was a good bargain. In 1680 William Penn, for \$24,000 bought the site of the City of Philadelphia and indirectly the State of Pennsylvania. In 1801 the American people elected Thomas Jefferson as President of the United States, the first red-headed president we ever had. We have the second one now. They were 100 years apart. That may be enough, or it may prove we should have had more of them; the next few years will tell. Jefferson, immediately after taking his oath of office, made this startling statement to the world, that no nation can ever expect success where the boundary line of one of its frontiers is a river, the mouth of which belongs to a nation 3,000 miles away, as was the case then with the Mississippi River.

He immediately took steps to secure the mouth of the great river, and dispatched the best man of whom he had knowledge for that mission, Robert Livingston, who went as our Minister Extraordinary to France. Livingston worked faithfully for two solid years with Talleyrand and Napoleon trying to get a bargain. Finally James Monroe was sent over in 1803, and between the two, Monroe and Livingston, they succeeded, upon the payment of \$15,000,000, in securing ownership of the Isle of Iberville, the present location of the City of New Orleans, and indirectly all of the western territory west of the Mississippi River was thrown in as a lemon, because Napoleon didn't want to own any more land on this side of the ocean. He wanted cash and not land. He did not want land to enter into the bargain if he was defeated in the then impending war with Great Britain.

We were all surprised, and how some of the people in America did scold the President for what they termed his fool bargain! That land is now 10 big states, 1,037,750 square miles in extent. It is 10 times bigger than the territory covered by Turkey and Greece, seven times the territory covered by Great Britain, four times the territory covered by the German Empire before the war, the Austrian Empire or even France itself; three times the size of Italy, twice the size of Spain and Portugal. That is the territory that came to us in that bargain, that fool bargain. And from it we have the great states of Louisiana, Arkansas, Missouri, Oklahoma, Kansas, Nebraska, Iowa, Minnesota, the two Dakotas, Wyoming and Montana; the richest, the best spot ever made on the face of the globe is included in the Louisiana Purchase, and that is what I have termed "The Fat of the Land." And that is the territory about which I want to talk. The only state that has a salt water shore line is Louisiana.

#### The Bread Basket

Here is the strip of territory that is the bread basket of the world. Without it the world would starve; with it worlds are changed from every angle. Who made it? When was it made? Where was it made? How was it made? For whom was it made? These are simple questions. Any one with horse sense can ask them, and answer them.

Who made this great Louisiana Purchase territory? God. That is settled, and there can be no dispute about that. When was it made? Let me remind you that the world, so far as the scientists know, started to rotate 1,387 billion years ago. Where was it made? Where was the first spot of ground on the American Continent made that we can see as of today? At Sioux Falls, South Dakota. That is the beginning of the North American Continent. And there is no question about that. When did that appear? About 90 million years ago. You cannot dispute that (Laughter).

For whom was this country made? For the people that live on it. How was it made? That is the most charming story ever written, and the reason we know so much about it is that we are living in a day of monuments. What is a monument? Something that has been erected by a generation of today or of yesterday to tell us all about how yesterday lived.

They are to tell the fellow who lives tomorrow, about the fellow who lived yesterday and what he did. We don't do it so much nowadays, but years ago they wrote a man's whole genealogy on his monument, and we like today to go to those old cemeteries down in New England and in other parts of the country and read the old epitaphs. Out here in the West we just put a man's surname on the granite. We are a good like the woman who had buried her seventh husband. She was a widow, not a flapper. As at many funerals, the monument man was present, and he sympathized with her, and said, "Don't you think you should have a monument." She said, "I believe I should. Put up a nice one, and put on a brief inscription, one that will tell the whole story." She went away for a few days, and imagine her surprise upon her return to find a big slab of granite with on it, "Jones, Seven of Them," and a hand pointing upward (Laughter). That told the whole story, and he inferred they all went up (Laughter).

### The Earth's History

We are told the earth was void. That is a trillion years ago. And then after it started to revolve and evolve and chill down, we are told the dirt was caused to come out of the water, and it was called land and the water was called sea. When the land was projected up out of the water the winds blew and the waves of the sea rolled against it, and ground that granite rock into dust, and it settled into the bed of the ocean, and lay there in layers and by that action became stratified rock. Then subject to enormous pressures the bed of the ocean was gradually rolled out, and portions of it were shoved out of the water, and in that way came the mountains such as our Rockies, shoved right out of the earth's surface.

In the ocean it was commanded animals to live. Every animal lives in a house. It is characteristic of an animal to have an abiding place in which to live, and those animals were no different from the animals of the present time. Among those animals there was one particular animal who lived in a peculiar house. This was his house (indicating a shell). And until man came he was the only animal ever created that ever built a square house. And that animal lived in Iowa about 120 miles from where we are standing, and the only other place it has ever been found is on a little Finnish island off the coast of Sweden. How did this little animal get from there over here, or from here over there? Then came the fish and the reptiles. And then there was a stage in history when all the land of this portion of the globe that was exposed to the air blossomed forth by Divine Hand into prodigious vegetation. Trees grew mountain high. Ferns were as big as sequoias at the present day, and that was the condition of the country in Missouri. There were no trees here; everything was cat tails and ferns and brakes and sea weeds.

Then later came a great cataclysm—and there have always in the history of the world been these great cataclysms of Nature—and this whole portion of the country dropped down into the bowels of the great ocean that overflowed over Nebraska, and for a million years it lay there, and then it gradually evolved. And what have we as a monument of that? The great deposits of coal, so far as we know, the greatest deposits in all the world of coal right here in this territory. There are hundreds of millions of tons of coal undug in the two Dakotas, the richest lignite district in the world so far as we know. China may be rich in it, too, but we do not know about it yet. The fuel of the ages are right here in this land, which I call "The Fat of the Land."

### "The Fat of the Land"

Then the elephants came into the world, and roamed over this territory. Then came a change in the world, when the temperature started to go down, and it got cold, and the elephants and the other animals, true to Nature, put on thick overcoats of long hair, and they were called mastodons and mammoths, for from the North came great mountains of ice, mountains high, reaching nation-wide. The first went clear down, and as far as we are interested in Iowa, it stopped at the Missouri River. That is the reason the Missouri River is where it is, is because that glacier stopped there. And the next one came down from the north and stopped cattercorner across northern Missouri and over into Kansas. Another one came from the East, from Lake Michigan, and came westward and stopped about here where we are today, at the Des Moines River basin. Another came down from Labrador down into this section of the country, and the last one came from the North Pole right square south and stopped up here to the west and north of us. These gigantic masses of ice, billions of tons in weight, did this. They ground off all of the rocks, and ground up all of the soils and mixtures of everything to the north of us into one conglomerate mass, and shoved it ahead of it, acting just like a snow plow into this great territory. And here in Iowa it ground off the hills and filled the valleys, and made for us what we know as the prairie soil, and has left as a monument the richest spot of ground that God ever made, with a 100-mile radius from a point in the northwestern part of this state, a section 200 miles in diameter with Hamburg, Iowa, as the center. That takes in a spot of ground that has never been surpassed and is not equalled, even

by the basin of the Nile or the basin of any other river in the world.

That is why I call this "The Fat of the Land," for God gave to us the richest soil, a soil that is spongelike, for it holds within its folds in the first 100 feet billions of gallons of water, cubic miles of water, stored away to be drawn up by the capillary attraction of the roots of plant life. And on this ground there falls from the air in the shape of rain thousands of cubic miles of water. It usually comes right, sometimes it comes all of a sudden, and as a result we pay for bridges for the next 10 years.

### The Coming of Man

Then we have the right temperature, for we have a varied temperature. The highest point in this spot is Leadville. The lowest point is New Orleans, some 30 feet above sea level; St. Louis, down here, 452 feet above sea level. It was made just right.

Having been given this prepared soil, it was ready for man to come upon it. And the mound builders came a million years ago, not so much to the west of us as to the south and along the Mississippi River. Out in this territory the waters flow in four directions. Out in Montana we give our snow water to the Pacific Ocean; we give water to the Arctic in the North; to the East we give it to the great Atlantic Ocean through the St. Lawrence River and the Great Lakes, and to the South to the Gulf, for we furnish the water supply of the four leading river basins of America out of this "Fat of the Land."

It is a veritable mine of productive ability. The first 42 inches of the soil of the state of Iowa is worth \$425,000,000,000 from a fertilizer standpoint. And that is just one state. Multiply that by the



PROF. ROYAL H. HOLBROOK

number of states, and think of the gigantic wealth that is represented by this territory known as the Louisiana Purchase.

Then the Indians, the native Americans, came into the land. They have given to us some of the greatest examples of heroism of any race. And then the white men came. When? I guess De Soto was the first to see the river. Then the French began coming from the North and from the South, and the white people had gone pretty well over this territory before the days of William Penn in Pennsylvania, and long before the days of Washington and the Declaration of Independence we had settlements of whites from Europe all over this territory, spying out for their rulers greener pastures and richer fields. They were always after two things, gold and the fountain of perpetual youth. But it was not the will of the Almighty that the great mineral deposits of this country should be known until long afterward. There was only one instance of that, and that is the incident of the French coming into northwestern Iowa to get a little lead, and they departed their lives before they made their records very well known.

### The Development of This Territory

Then came the development after the great Jefferson made it known that this great section of the earth's surface was to be the land of the people of the United States. In 1803 the Stars and Stripes were unfurled at St. Louis. Then came the reports from Lewis and Clarke and Pike, and those talented men selected from the Hudson River country and the coast who came out here and looked the country over, and went back and made their report. And then how the people came! They came in hordes and great bands, and in every possible means of conveyance, to get some of the new territory known as that west of the Mississippi River. And here we have this development of today 112 years old; Louisiana was born in 1812, Missouri in 1818, Iowa in 1846,

and in 1907 Oklahoma, the last state of the territory; and in 1876 the Centennial State of Colorado.

It has given us the great Empire Builder in railroads, the man of great vision, James Hill. It has inspired Dodge to come from far away east and project the Union Pacific across the land, to link the two sides of the continent together. It has given to us Hood, with his Northwestern; Ripley who has made the Santa Fe the great system which it is; Stickney and Felton have given us the Great Western. And then out of this territory, along transportation lines, we have furnished to a large extent the brains that are now directing the transportation systems of the Eastern States.

### The Assets of This Territory

The people living in this territory known as "The Fat of the Land" are here largely because they were interested in agriculture, and that means work. They believed where they sowed they should be entitled to reap. Miners are the opposite; they reap where they have never sown, but the Great Almighty has sown for them. The agriculturist is the big factor in this territory known as the Louisiana Purchase. He produces normally 1,500,000,000 bushels of corn, 450,000,000 bushels of wheat, out of this territory. Normally, 600,000,000 bushels of oats, and then he has 33,000,000 bushels of apples to go along with it. And all of this corn placed in cars would fill a double-track railroad clear around the United States and up into Canada. Oats will do the same thing. The agricultural products of this territory taken out are worth normally \$2,000,000,000, possibly a little more. The farm property represented in this territory is worth \$8,000,000,000.

Then in this territory God has placed mineral wealth untold. The greatest deposits of iron ore in the world are in the Minnesota territory. The rust bill of the world is 30,000,000 tons of iron a year. That is destroyed every year. It is a good thing they are able to come West into this "Fat of the Land" to get their iron. We have coal; the biggest zinc deposits on the continent are in Missouri. The gold that saved the Nation on many an occasion has come out of Colorado and the Black Hills of South Dakota. They have always come in the nick of time to save from disaster. The Louisiana Purchase territory, "The Fat of the Land," has never disappointed the nation.

We have livestock, cattle and hogs, by the millions. The hogs you know are the mortgage lifters, the only animal in which you can put 10 bushels of corn and take out 100 pounds of hog. They are ready for harvesting twice every year, and they know it, for they have been educated that way (Laughter). The center of the swine industry of the world is here, and of the cattle industry the same. From your milch cows we take 2,250,000,000 pounds of milk in a season, and make enough butter to build a double-track railroad from coast to coast, and nearly back again, all butter, the best made in the world.

Our great horses are heralded as coming from the four nations. But the center of the Belgian horse industry is within a stone's throw of this building. The Clydesdales are centered in the county to the north of us, and the Percherons in the county to the east of us, those industries for the whole world. The sheep industry is not alone centered in Wyoming. It may be for quantity, but the quality is being brought from the eastern states here. The little red hen is the home provider for the farmer's wife of America, and especially of this particular section of the country, and at every tick of the watch a case of eggs drops on the floor in this territory. That means 10,000,000 dozens of eggs laid every day.

### Civilization in "The Fat of the Land"

This territory is a mine of production. And along with this large quantity of agricultural and mineral products, there comes along a civilization in harmony with the products of the soil. No more intelligent group of people exist than in this "Fat of the Land" territory. The highest percentages of literacy is here in any one of half a dozen states bordered on this territory. When these people came from far away lands, they came here to build a home. And they built homes, and they built churches so that they might get close to God. Then they built school houses so as to gain knowledge from the printed page and from the sources of wisdom coming down to us from the years past; and then colleges and seats of higher learning; then newspapers and telephones. Every means of knowledge has always been introduced early into this section of the country. And we are not satisfied with all of these other mechanical means, and we now put on receivers and grab the news from out of the air, and we keep it up every day except from four to six a. m. Those are the only hours we sleep now (Laughter), for we hate to miss Los Angeles at 3 a. m. and Boston at 6 a. m.

We have here the healthiest people on the American continent. People in this section of the country live five years longer on an average than in any other spot in the land. The longest lived people as a mass until recently were in Kansas. Why is this? It is the western ozone, the very air coming filtered from the West driven by the prevailing western winds; and as the warm winds come from the South they are tempered and cooled.

And all of these things here call for cash, and the richest people in all the world per capita are in

this territory. The richest people per capita as a state on the American continent are in Iowa. We are \$1,000 richer per capita than any other group of 2,500,000 people in the world, and it has come from the soil. We have people who desire to live in urban communities, because they want to ply the vocations of tradesmen and factorymen, and make things out of the raw products. And we have the anomaly of having in this territory known as the territory of hogs and corn, some of the largest factories of their kind in the world. We raise beef out here on the prairies, ship the cattle to Chicago for killing, and the hides to Milwaukee to be tanned, and then they are shipped to St. Louis to be made into shoes, and there has been developed the greatest shoe industry in the world in St. Louis. One of the largest dye making establishments in the world is nearby. And we have developed in this territory industries that do not pertain to the territory. We gather the rubber from Brazil and the gold from the Louisiana Purchase, and we have the largest factory for the making of fountain pens in the world. Down in Louisiana we raise a small portion of our cane sugar, but upon the broad prairie land we raise thousands of tons of beets and we make millions of pounds of sugar. And we have located at Council Bluffs a factory that makes that stick of candy (indicating) the only stick of candy practically that is sold in every civilized community on the face of the globe. And, as a side line, the greatest chocolate drop made on the American continent is made on the shores of the Columbia River.

The washing machine industry is centered in this territory, and the first one in the world's history was made just two towns west of here. We gather talcum powder from far away Italy and bring the perfumes from the Indian Ocean, and put them together in Des Moines, and have the biggest factory of its kind in the world, out here in a state of hogs and hominy, and a state that has \$484,000,000 of mortgages, every one of them good. (Laughter). Two years ago we were \$179,000,000 in debt to the Federal Reserve Bank, and we paid it all off, with the help of the little red hen (Laughter).

The greatest tile producing center in the world

States, for religion, education and patriotism there are none of as great prominence as these states I have termed "The Fat of the Land." I thank you (Applause).

**The President:** We are grateful to Prof. Holbrook for bringing us this message about this great territory of the Louisiana Purchase. It is a good thing we are to adjourn today, for if we heard Mr. Wells and Prof. Holbrook and some of these other gentlemen talk much more about Iowa, we would all be moving out here.

We will now have report of the Feed Products Committee, E. C. Dreyer, chairman. The report will be read by Mr. MacDonald.

**Mr. MacDonald:** Mr. Dreyer is entitled to much credit for his work on these rules. We never had rules to work on, and four years ago he started to formulate these, and they were adopted in Chicago two years ago. He has done a great work for the feed trade of the country.

## REPORT OF THE FEED PRODUCTS COMMITTEE

THE past year in so far as progress and stability in the feed industry is concerned has been a most satisfactory year; first of all, the Feed Control Officials of the United States at their annual meeting held in Washington last November, 1922, unanimously adopted the recommendation of the committee appointed the year before to draft uniform labels, tags, and registration blanks. Representatives of 21 different states went on record in person to this effect, and since this meeting the State of Illinois has agreed to adopt this uniform program; the State of Vermont has adopted the uniform law; the State of Florida also had a bill introduced adopting the standards, rules and regulations of the National Feed Control Officials Association. This uniform label committee of which I happen to be a member, representing the feed industry, also held another meeting at Louisville, Ky., under date of May 2, 1923, with a view of acting on some suggestions that were made at the annual meeting in November preceding. And I am pleased to advise that this committee has now what we think, arrived at almost a perfect set of uniform labels and registration blanks, which

represented by the plaintiff's formal confirmation or whether the telegrams embodied the agreement between the parties. The Court held adversely to the plaintiff on this proposition in spite of the statement in that confirmation, that receipt of the same by seller without immediate notice to plaintiff of error by wire, was an acknowledgement of all the contents thereof." There are other facts surrounding this case, but the point your committee wishes to make is that under these Court rulings, a telegraphic quotation that does not embody the rulings and regulations under which that particular trade is made, may meet the same fate in the event of any controversy arising. It is well nigh impossible for a seller every time he offers a car or more of either grain or feed, to state in that telegram that these goods are sold under Grain Dealers National Rules or National Trade Rules Governing Transactions in Feed Stuffs or any other specific terms and yet, if he does not do this, he is apt to be in trouble.

Your committee suggests that your Association look into this matter with a view of acquainting your members with just what procedure to follow on telegraphic or letter quotations.

The National Trade Rules Governing Transactions in Feeding Stuffs have worked out very nicely. There have been very few controversies, in as much as these rules have clearly defined both buyers and sellers rights, with the exception of Rule 15. Committees have been working on this Rule for the past year.

### Amendment to the Trade Rules

There have been various Committee meetings. Your Chairman attended a meeting held in Minneapolis, September 5, 6 and 7, in connection with Secretary Wehman of the United States Feed Distributors Association; Mr. McCrea, Chairman of the Feeding Stuffs Committee of the Millers National Federation; Mr. Don Lowell, who is in charge of the feed department of Washburn-Crosby Company of Minneapolis, and who is also a member of the Grain Dealers National Grain Products Committee; and Mr. Hempstead, secretary of Pillsbury Flour Mills, formerly a leading attorney of Minneapolis.

Mr. Hempstead kindly agreed to sit in these meetings with a view of assisting the committee in every possible manner, he being familiar with the legal end and likewise has had experience in the distribution of feeding stuffs, hence the conclusions of the committee meeting were arrived at only after very careful consideration. I will bring up the recommendation of this committee meeting a little later on. These recommendations were fully discussed in a meeting of the United States Feed Distributors Association, held on Monday and Tuesday of this week, they were also placed before a joint meeting of your Association which was held here yesterday afternoon, and were fully approved by both.

Your Committee asks that the Association will please likewise go on record in the adoption of these corrections in the Trade Rules Governing Transactions in Feeding Stuffs. I may mention here that there are very few organizations that have not as yet adopted these rules and they are only holding off for the reason that they know there were some corrections to be made. But I have every assurance that if these corrections are finally approved here, they will likewise adopt same. These corrections are the results of the efforts of several of the leading millers and Feed Jobbers, during the past year who have carefully considered every angle before finally agreeing to same.

I am pleased to advise that the United States Feed Distributors Association have empowered me to file their application for affiliation with your Association.

**Mr. Ballard:** I move the report be adopted.

**Mr. Dreyer:** These rules are somewhat long, but are so only because they cover every angle or contingency that may arise. We could not fully grasp the meaning of them by one casual reading, but should study and digest them. They have been formulated after careful thought by the feed interests, the millers and the feed jobbers, and have been discussed very fully. (Motion seconded by Mr. MacDonald, and carried.)

**The President:** You have heard Mr. Dreyer's statement on the rules. The Feed Division is an affiliated organization. The point arises whether this Association should take under advisement and discussion rules which the feed interests have agreed upon.

**Mr. Hutchinson:** Inasmuch as the feed trade has peculiarities that sometimes seem at variance with the grain trade, and also as we have an arbitration committee that handles strictly feed disputes, I move the Association adopt the trade rules as adopted by the Feed Division as our trade rules for that work.

**Mr. Gerstenberg:** I will second that.

**Mr. Wayne:** In discussing the proposed changes in our rules 6 and 7, Mr. Sturtevant gave us the impression they were practically along the line of our national trade rules except as regards certain changes. It was the opinion of the Committee that those rules might be put into effect by the Feed Committee, to try them out for a year, and if they worked all right, they could be adopted by the Association.

**Mr. Sturtevant:** The corrected rules we presented, 6 and 7, were really a digest of Rule 15 presented by Mr. Dreyer, and the changes were inspired by the very complete and careful work which had been done by Mr. Dreyer and his associates, and the Trades



THE DELGATES WHO ROOTED FOR CAIRO, ILLINOIS  
They explained all about their growing market.

is at Mason City, the greatest single creamery in the world is at Sioux City, Iowa, and the greatest butter making institution in the world is at Omaha.

### Beauty and Culture

And there are beauty spots in this great territory, the most famous being Yellowstone Park; in Colorado, Estes Park and Manitou, and we have another great show place, as yet almost unknown to the world, in the Black Hills of South Dakota. We have Excelsior and Hot Springs, mineral waters, and more tourist parks and more automobiles, for there are three states, Iowa and Nebraska and South Dakota, each one of which can in their automobiles take every living person any day in the year out of the state and bring them back before sunset. We go fast out here because we are filled with this ozone that does so much for us. We grab things quick and drop them in the same way (Laughter). We manufacture our iron ore into the raw product down East, ship that product out here, and we have the greatest factory for the building of steel cars in the world. The stump pullers for Russia come from here.

And we have not been negligent along the lines of music, of art, of sculpture and of the higher things, for we are today producing the highest class of paintings, and we print more band music in this territory than in any other place in the world.

We have been a territory devoted to peace and the advocates of peace. Still we have produced for Uncle Sam more rear admirals and brigadier generals than any other part of the United States, and we have practically no ocean line. And we are sending great bankers to the East all of the time, together with great newspapermen, teachers and scholars, for we are crowded with colleges.

This is only a small part of the beauties and glories and bignesses of a territory like this. Your business largely depends on the growth and development of this particular territory that I have dubbed "The Fat of the Land." Of all the states in the United

will be presented before the annual meeting of the Feed Control Officials of the United States, in Washington during November of this year and we have every hope of these final recommendations likewise being unanimously adopted. This is certainly a very large step forward.

The State of Iowa during the past year, attempted to pass a rather drastic feed law, with a view of incorporating moisture and ash content in connection with the guarantee on various feeds, and am pleased to advise that this measure, through the co-operation of various associations and the feed control officials, was defeated. This certainly would establish a very dangerous precedent.

You are undoubtedly familiar through the publication in *Who is Who* of the controversy between Messrs. D. A. Stickell & Sons of Hagerstown, Md., versus J. L. Boyer of Woodstock, Va., covering a car of cotton seed meal. The correspondence is too lengthy to introduce here, but to be brief, it is a case covering the sale of a car of cotton seed meal made by telegram on which the seller forwarded a confirmation which was not signed by the buyer. The market declined, the buyer refused to accept, resulting in a loss of \$750. Your committee is not in full possession of the facts surrounding this case, but Messrs. Stickell & Sons advise that the Court, after hearing both sides, stated that there was no doubt that both parties felt themselves under contract, and Mr. Boyer should have advised Stickell & Sons if their confirmation was not in accordance with Stickell's understanding. But in as much as Stickell & Sons confirmation contained conditions that were not included in the wire, then it was not a regular confirmation and Boyer was not bound to accept, and because of this, the Court allowed the buyer the decline in the market.

There is another case of a similar character covering the sale of two cars of wheat which was decided in the Kansas City Court of Appeals, in which part of the Courts decision is as follows: "The whole case hinges on whether or not the contract between the parties was

Rules Committee felt if it was a good thing for the feed trade, we might adopt their ideas. Mr. Dreyer's rule is long and complete, and I think we should adopt it as a matter of course without reading it here, for it is presented as the unanimous finding of the Feed Section.

Amended Feed Rules adopted as follows:

## TRADE RULES FOR FEEDING STUFFS AS AMENDED

Rule 9. (c) The differential in freight rates shall be those in effect on date of contract of sale from seller's business address, unless otherwise specified.

Rule 10. Privileges. In all delivered sales to any terminal markets the point specified shall be considered as a rate basis only and not necessarily final destination of goods, and shipment shall be made to any point and via any line open for business designated by the buyer which is reached by lake, or lake-and-rail lines during the season of navigation, or by all-rail trunk lines at other times, at the differential in effect at the time of contract of sale, as shown by published tariff rates; provided shipment is made within contract time, and provided further, that such routing is in accord with transit arrangements of shipper.

Rule 13. Shortage, Damage or Overcharge. (a) All claims for shortage and for damage shall be made by the receiver within fifteen (15) days after arrival, and must be accompanied by paid expense bill with railroad agent's notations as to damages; likewise condition of equipment and seals.

(b) Upon receipt within thirty (30) days after arrival of complete papers covering freight overcharges on delivered sales, seller shall immediately reimburse buyer. Upon receipt of complete papers, in such case, at any time after thirty (30) days from date of arrival, seller will undertake to collect claim for account of buyer.

Rule 15. Directions. Unless otherwise agreed in the contract, all sales are understood to be for shipment at seller's option at any time during time of shipment specified or provided for in contract.

Specifications on sales for spot, immediate or quick shipment, or for shipment within less than fourteen (14) days, must be furnished by buyer at the time contract is made; and if so furnished, seller shall make shipment within time of shipment specified or provided for in contract.

Specifications on sales for prompt shipment must be furnished by buyer as follows: If not demanded by seller, specifications must be furnished within fourteen (14) days from making of contract, and if demanded by seller at any time at or after making of contract specifications must be furnished within three (3) days after such demand; and if so furnished, seller shall make shipment within fourteen (14) days after receipt of specifications.

Specifications on sales for shipment within fourteen (14) days or more but not more than thirty-one (31) days from making of contract must be furnished by buyer as follows: If not demanded by seller, specifications must be furnished within contract time; and if demanded by seller at any time or after making of contract, specifications must be furnished within three (3) days after such demand; and if specifications, whether demanded or not, are furnished by buyer within three (3) days after making of contract, seller shall make shipment within contract time.

Specifications on sales for shipment extending more than thirty-one (31) days from making of contract are not due from buyer until commencement of contract time of shipment but must be furnished by buyer as follows: if not demanded by seller, specifications must be furnished by buyer within contract time of shipment; if demanded by seller at any time at or after commencement of time of shipment specified in contract, specifications must be furnished within three (3) days after such demand; and if so furnished by the buyer provided the same are received by the seller at least fourteen (14) days before the last day of contract time of shipment, seller shall make shipment within contract time.

If, in any of the cases above mentioned and while the contract is still in force, specifications are furnished after the first three (3) days of time of shipment specified or provided for in the contract shall have expired, the time of shipment shall be extended so that seller shall have the same amount of time after the receipt of specifications, within which to make shipment, as the length of time of shipment specified or provided for in the contract; and if so furnished, seller shall make shipment within the time of shipment as to extended under the foregoing provisions.

If specifications are demanded by seller and are not furnished by buyer within three (3) days thereafter (in case last day of time of shipment is thirty-one (31) days or less from date of contract) or within three (3) days after commencement of period of shipment in case last day of time of shipment is more than thirty-one (31) days from date of contract, seller may, at any subsequent time before receipt of specifications, elect to treat the contract as broken and to hold the buyer for breach of contract. If the seller so elects, seller shall give notice to buyer of such election by sending a telegram or mailing a letter to buyer before the receipt of specifications.

The contract shall be deemed broken by the buyer at the expiration of the time of shipment mentioned or provided for in the contract, in either of the following

cases, viz.: (1) If seller does not demand and buyer does not furnish specifications within the time of shipment specified or provided for in the contract; or (2) If specifications are demanded by seller during contract time, and buyer has failed to furnish the same in accordance with the foregoing provisions, and the seller has not during contract time given notice to buyer of the seller's election to treat the contract as broken. If the seller elects to hold buyer for breach of contract, the seller shall give notice to the buyer of such election by sending a telegram or mailing a letter to the buyer prior to noon of the day following the expiration of the time of shipment specified or provided for in the contract.

If a buyer violates any of the other terms of the contract, amounting to a breach of contract, the seller shall, if it elects to treat the contract as broken by reason hereof, give notice of such election to buyer by sending a telegram or mailing a letter to the buyer prior to noon of the day following the day on which the seller receives notice of such violation of the buyer.

In the event buyer fails to furnish specifications as required under these rules, or violates any of the other terms of the contract, amounting to breach of contract, and the seller gives due notice, as above provided, of its election to hold the buyer for breach of contract, the seller shall have the following rights:

(A) To resell goods in the open market for buyer's account; buyer to pay seller the loss incurred; or,

(B) To retain goods, buyer to pay seller difference between contract price and market price in the event of market price being lower, and also in addition thereto such actual expense as shall have been incurred.

(C) To cancel the contract on any unshipped portion thereof.

(D) It shall be the duty of the seller, without de-

mand, in event of default of contract, to notify buyer of that fact by wire or telephone prior to noon of day following date of expiration of contract.

Within twenty-four (24) hours after the seller gives due notice, as above provided, of its election to hold the buyer for breach of contract, the seller must give notice to the buyer which one of the above rights seller elects to exercise, such notice to be given by mailing letter or sending telegram to buyer.

If the seller fails to ship as required by the contract or violates any of the other terms of the contract, amounting to breach of contract, the buyer shall if it elects to treat the contract as broken by reason thereof, give notice of such election to the seller by sending a telegram or mailing a letter to the seller prior to noon of the day following the day upon which the buyer receives notice of such violation by the seller.

In the event seller fails to ship as required under these rules or violates any of the other terms of the contract, amounting to breach of contract, and the buyer gives due notice, as above provided, of its election to hold the seller for breach of contract, the buyer shall have the following rights:

(E) To cancel that part of the contract upon which there has been default; or,

(F) To buy in the open market a like quantity and quality of feedstuffs for seller's account, seller to pay buyer the loss incurred; or,

(G) Seller to pay difference between the contract price and market price, if the market price is higher than the contract price, and in addition, such actual expense as shall have been incurred.

Within twenty-four (24) hours after the buyer gives due notice, as above provided, of its election to hold

the seller for breach of contract, buyer must give notice to the seller which one of the above rights buyer elects to exercise, such notice to be given by mailing letter or sending telegram to seller.

In event the buyer's notice is not received by the seller at any time before shipment, the contract shall be extended so as to include the shipment and delivery when made.

A change in specifications previously filed with the seller does not extend any contract except upon mutual agreement at the time such change is requested.

**Mr. MacDonald:** This meeting should understand that the feed rules in their entirety have already been adopted, and this now is simply a correction of certain existing rules.

**The President:** The next is report of Auditing Committee, Mr. Hall, chairman.

### REPORT OF AUDITING COMMITTEE

We, the auditing committee, have this day examined all books and vouchers of the Grain Dealers National Association, general fund and special legislative fund, and find them to be correct with the reports submitted by Ernst & Ernst, Public Certified Accountants, and the secretary-treasurer. We find the system of bookkeeping is neat, plain and accurate, and commend the secretary-treasurer and his assistant for the excellent manner in which all transactions of the Association are recorded.

**Mr. Hall:** I move the adoption of the report. (Seconded by Mr. Wayne, and carried.)

**The President:** From some of the committees we have received no reports, and it might be well to have a motion that if these reports come in subsequent to the convention, they be printed in the proceedings.

**Mr. Hutchinson:** I will so move. (Seconded by Mr. Gerstenberg, and carried.)

**The President:** The next is report of Committee on Resolutions, Mr. Horner, chairman.

### RESOLUTIONS

#### THE TRANSPORTATION INSTITUTE

Whereas, there has been organized the National Transportation Institute whose object is the collection, careful compilation and public dissemination of the facts and figures in reference to our entire transportation system,

Resolved: That we express our approval of this work and request that our Transportation Committee cooperate in every way possible with the National Transportation Institute.

#### THE ALMON BILL

Whereas, there was introduced in the last session of Congress, but not passed, a Bill known as H. R. 9933, the purpose of which was to abolish the war tax on telephone and telegraph charges, and,

Whereas, the Congress has abolished the war tax on passenger fares, freight and express charges, but has permitted the tax on telegraph and telephone, and,

Whereas, the tax amounts to approximately 15 per cent of the tolls charged, thus increasing the cost of doing business, inevitably widening the spread between the prices paid the producer and the prices charged the consumer, therefore be it,

Resolved: That the Grain Dealers National Association in convention assembled, respectfully urges on Congress the necessity of eliminating the tax on telegraph and telephone charges, and that a copy of this resolution be sent to the President of the United States, Secretary of the Treasury, and to all members of Congress.

#### UPHOLDING THE COURTS

Whereas, there is rife at the present time a clamour for the limitation of the jurisdiction and for the restriction of the powers of our judiciary, and,

Whereas, our courts have always been the bulwark of the liberty and rights of the people of the United States, and have ever shown peculiar wisdom and honesty in the upholding of these liberties and rights, therefore be it,

Resolved: That we affirm our faith in the integrity and wisdom of our judiciary and express our conviction that its inviolability and supremacy should never be abridged.

#### CONDEMNING THE BLOCS

Whereas, the Fathers of our Country founded this Government on the ideal and constructed it on the principle of a representative republic, giving us the Federal Constitution, which so clearly defines, and so definitely guarantees the equality of all men before the law, and,

Whereas, there is a growing and widespread tendency to class consciousness, and class purpose, seeking class aggrandizement through special favors at the hand of Government, both state and National, and,

Whereas, the senators and representatives in Congress, instead of steadfastly refusing to depart from the glorious principles and political traditions of our Government, lend themselves, their influence and their power to the consummation of the designs of those who seek to give effect to selfish class purpose through the emasculation of the Constitution, the passage of discriminatory laws, and the creation of extraordinary and dangerous bureaucratic powers, and,

Whereas, to make more effective their pledges of service to class interest, senators and representatives are deserting party lines and political principles and



ROBT. G. BELL, MILWAUKEE

forming themselves into blocs, making irresistible their efforts to put over class legislation, therefore be it

Resolved: That the Grain Dealers National Association in convention assembled deplores the spirit of class purpose and class aggrandizements through discriminatory Governmental action, and especially condemns those who give encouragement to this spirit by making effective the designs of those seeking class legislation.

#### TRIBUTE TO SENATOR CUMMINS

Whereas, the relationship of our Government to our railroad situation is at the present time particularly delicate and of vital interest to every citizen of the United States, and,

Whereas, it would be especially difficult when we are assembled in the home city of Senator Albert B. Cummins for us to be unmindful of his long, intelligent, faithful, and constructive service on the Committee on Interstate and Foreign Commerce of the United States Senate, and,

Whereas, it is rumored that Senator Cummins contemplates retiring from the chairmanship of the Committee on Interstate and Foreign Commerce, therefore be it,

Resolved: That we view these rumors with alarm and we respectfully urge Senator Cummins to forego his personal inclinations and submit to the emergency of the present situation and again consent to serve as chairman of the Committee on Interstate and Foreign Commerce of the United States Senate and again afford this country the benefit of his ripe experience, constructive ideas and peculiar knowledge of transportation legislation.

#### AMERICA AS A SEA POWER

Whereas, the recent war established importance of sea power to a nation, and proved beyond dispute that a country, however great in other respects, could not maintain itself unless its access to the oceans of the world was unchallenged and its flag well established on the waters, and,

Whereas, it is inconceivable that this great country—performer an exporting one, should be content to have its products carried abroad by ships of other nations, therefore be it,

Resolved: That the Grain Dealers National Association in convention assembled earnestly urge that the legislation espoused by our late lamented President be enacted by the next Congress, and proper steps be taken to the end that the American Flag may take its pre-eminent place on the seas.

#### THE CAPPER-TINCHER ACT

Whereas, there was passed by the Federal Congress, at the behest of agrarian agitators, what is known as the Capper-Tincher Bill, and

Whereas, the effective operation of this Law has been of sufficient duration to prove the contention of those who defended the practices of the grain exchanges as honorable, effective and necessary instruments of commerce, and to disprove the contention of those who asserted they were inimical to the Agricultural Interests of the nation, and,

Whereas, the business of the exchanges has suffered severe and disastrous diminution and agricultural values wholly unwarranted, declines, and,

Whereas, the supervisory control by Government is a deterrent, the inevitable publicity a risk, and discretionary power invested in a political Governmental official, a threat, all of which multiplies the danger of speculation, introducing elements of uncertainty not hitherto experienced, and

Whereas, the broadening powers and constantly expanding functions of Government are destroying individual initiative and enterprise, increasing the burden of taxation, accomplishing nothing but the creation of more offices and office holders, therefore be it

Resolved, by the Grain Dealers National Association in convention assembled: That the repeal of the Capper-Tincher Act be urged upon Congress, and that a copy of this resolution be forwarded to the President of the United States and to all the members of Congress.

#### THE ADAMSON LAW

Whereas, we are deeply concerned over the high cost of railroad transportation at the present time and realize that this cost is a serious deterrent to the full and free flow and interchange of commodities, and,

Whereas, we know that, in spite of the present rates of transportation, which seem exorbitant, few of our railroad systems have been able to show the net return on their valuation which has been suggested by Congress as necessary and proper, and

Whereas, we know that this situation is in large measure caused by conditions beyond the control of the managements of these railroads and that their efficiency is seriously impaired by the action of Congress and our various state legislatures in passing such legislation as the Adamson Law; by the imposition of excessive taxation, and by the necessarily burdensome results of public regulation, therefore be it,

Resolved: That, while we feel the necessity of a very material reduction in freight rates, we desire this reduction only when it is evident that such action will not jeopardize the ability of our railroads to maintain their proper physical and financial condition and secure an adequate return on their investment and we believe that the efforts of ourselves and the general public can at present be best employed by an attempt to lighten this excessive taxation; repeal this unjust legislation; alleviate the burdens of public regulation,

and by such constructive measures afford the railroads an opportunity to so reduce their cost of operation as to permit a material reduction in freight rates without injury to themselves or injustice to their security holders.

#### TAX ON GRAIN TRANSACTIONS

Whereas, the revenue tax on grain transactions was enacted as a war measure, and such similar taxation has in most cases now been removed, and,

Whereas, there is no proper reason why the grain business should be singled out for such special taxation, which is proving a burden to the grain trade and is being directly reflected in the cost of handling grain products, and,

Whereas, a removal of this tax would not only prove a benefit to the farmer, but would also tend greatly to improve and broaden the speculative trade so essential to the stabilization of grain prices, therefore be it,

Resolved: That the Grain Dealers National Association in convention assembled, urge Congress to remove this tax without delay.

#### FEDERAL TRADE COMMISSION

Whereas, the public press has, during the past few days, carried summaries of a recent report of the Federal Trade Commission, wherein are contained certain figures and comments in reference to the gross margin of profit of the various branches of the grain trade, and

Whereas, although we have not detailed figures from which these conclusions and comments are derived, and so are unable to point out the precise errors, it is evident that the figures furnished are grossly and palpably erroneous, and the comments and conclusions are unfair, misleading and absolutely unwarranted, and

Whereas, such statistics and comments on the grain trade have previously emanated from the Federal Trade Commission, which bear every evidence of having been carefully assembled for the support of conclusions previously formed, and,

Whereas, the activities of the Federal Trade Commission have become essentially destructive to honest, intelligent and individual business endeavor, and the maintenance of this bureau has assumed a cost of serious and alarming proportions.

Resolved: That we recommend that the Federal Trade Commission be abolished, and the few functions thereof, which may be deemed necessary, be combined with the Department of Commerce.

#### APPRECIATION OF SPEAKERS

Whereas, we have been favored by speakers of exceptional ability, with addresses extremely profitable and entertaining,

Resolved: That we extend the thanks of this Association to all who have participated in our program, and especially to Senator Milton B. Pitt, Mr. S. M. Felton, Professor Royal H. Holbrook, Judge Joseph A. Lawson, Hon. Sydney Anderson, Hon. John Hammill, and Mr. Eugene S. Wilson.

#### GRATITUDE TO HOSTS

Whereas, the cordial handshake of the Des Moines grain men and the gracious welcome expressed on behalf of the City of Des Moines opened the Twenty-seventh Annual Convention of the Grain Dealers National Association so happily, and,

Whereas, our hosts and hostesses have been most generous in their hospitality and entertainment, making this one of the most notable meetings, therefore be it,

Resolved: That the hearty appreciation of this Association be expressed to the grain men and their ladies of Des Moines for the provision they so successfully made for our comfort and pleasure, and further,

Resolved: That this resolution be spread upon the records of the Association and a copy thereof be sent to the Des Moines Board of Trade.

**Mr. Goemann:** As to Resolution No. 2, I would like to have added passenger fares, so that the tax may be removed on them also.

**Mr. Horner:** We will accept that suggestion.

**Mr. Wayne:** I move the adoption of the resolutions as read, with the addition suggested by Mr. Goemann. (Seconded by Mr. Goemann, and carried.)

**The President:** We will now proceed to the election and installation of officers. Mr. Eikenberry, chairman of the Nominating Committee, will make his report.

#### REPORT OF NOMINATING COMMITTEE

Your Committee on Nominations begs leave to report the following names:

President F. E. Watkins, Cleveland, Ohio; first vice-president F. G. Horner, Lawrenceville, Ill.; second vice-president Elmer Hutchinson, Arlington, Ind.

Directors—John Stark, Kansas City, Mo.; C. D. Sturtevant, Omaha, Neb.; A. S. MacDonald, Boston, Mass.; L. C. McMurtry, Pampa, Texas; S. C. Armstrong, Seattle, Wash.; H. M. Stratton, Milwaukee, Wis.; A. L. Meinershagen, Higginsville, Mo.; J. W. Greer, Minneapolis, Minn.; W. J. Edwards, St. Louis, Mo.; W. G. Kirkpatrick, Great Falls, Mont.; John Coup, Saginaw, Mich.; H. B. Fowler, Charlotte, N. C.; A. H. Hankerson, San Francisco, Calif.; E. H. Beer, Baltimore, Md.; Donald Daily, Rochester, N. Y.

We recommend their election to these respective offices.

**The President:** Are there any nominations to be made from the floor?

**Mr. Eikenberry:** I move the report of the Com-

mittee be approved, and the secretary be instructed to cast the vote of the convention for the candidates therein presented. (Seconded by Mr. Gerstenberg, motion put by Mr. Eikenberry, and unanimously carried, and ballot so cast.)

**The President:** I couldn't call for the next order of business without trying to express my appreciation of the honor which you have again accorded to me, and it is difficult to find words to do so. If it is a great honor to be elected president of this Association, it seems to me it is even a greater honor to be re-elected, and your vote of confidence and trust in me touches me deeply.

As I said at New Orleans, among the mingled emotions I have, the dominant feeling is that of responsibility. To day I realize better the duties I face than I did a year ago, and I assure you that it is with a feeling of humility and a knowledge of my limitations that I undertake this task for another year. But this is not a one-man association. There are two things that stand out in my mind with regard to it, and which I believe cause it to be one of the leading commercial organizations of the United States. First, its high ideals, and very definite program for working out those ideals. This is a trite statement. It is but common sense that an organization should be founded on some such basis. It is almost like saying that honesty is the best policy. But the second reason this organization is great is not so apparent on casual observation. That reason is the loyalty of the members themselves and their co-operation with the officers. If I have interpreted rightly the spirit of this convention, I feel sure this co-operation which has continued through the years will be in evidence again during the coming year, and so far as I personally am concerned I pledge you my best efforts to carry on the work of this organization, and to establish still higher standards for its work. And I believe I speak the feeling that is in the hearts of my associates in making this statement. I am somewhat reminded of a quotation from Holy Writ, "Where your treasure is, there will your heart be also," and I believe that expresses the feeling, not alone of the officers, but of the various men on our committees who have been working so long for this Association. I thank you again from the bottom of my heart for the evidence of your esteem (Applause).

The next item is new business.

**Mr. Gerstenberg:** I have been much impressed with the educational value of the last speech we heard this morning, and I wondered if we might not have it placed in the schools in our respective communities in some form. I want to express my appreciation of this talk of Prof. Holbrook, and to say that I believe it has high educational value.

**The President:** I think Mr. Gerstenberg's remarks are in order. One member said last night he was going to try to get his local paper to print Senator Pitt's speech. But they all will be in the proceedings, and you will have your copies of them, and it might be well if we could do something such as Mr. Gerstenberg suggests, or get the newspapers to print some of it. We believe in these things, but the difficulty is they do not get to the people who should hear them.

If there is no further business to come before us, I will now entertain a motion to adjourn.

**Mr. Green:** I move we adjourn. (Seconded by Mr. Wayne, and carried.)

The convention then adjourned *sine die*.

## Fort Des Moines Notes

J. Vining Taylor, Winchester, Ind., represented the National Hay Association at the convention.

George A. Stibbens of Red Oak, Iowa, the secretary of the Association at the former meeting at Des Moines in 1901, attended the convention.

Huey W. Williams and C. L. Trapp represented the Drake, Williams, Mount Company, manufacturers of the Trapp Dump, at the meeting.

Irven Meyer of the Warsaw Machine Company of Warsaw, Ill., displayed a model of Meyer's Counter-balance Truck Lift in the convention headquarters.

Only three outside state secretaries attended the convention, Uncle Joe McCord of the Ohio Grain Dealers Association; W. E. Culbertson of Illinois, and D. L. Boyer of Missouri.

A Globe Combination Auto Truck and Wagon Dump, manufactured by the Globe Machinery & Supply Company of Des Moines, Iowa, was on display in room 319. F. S. Harshbarger was in charge.

Ex-President E. M. Wayne of Delavan, Ill., entertained President F. E. Watkins and five ex-presidents at a dinner at the Fort Des Moines Hotel October 2. Nothing but sunshine and flowers—no moonshine.

H. A. Plumb, secretary of the Milwaukee Chamber of Commerce, Milwaukee, Wis., distributed handsome Parker pencils with additional leads with the compliments of the Milwaukee Chamber of Commerce.

Delegates from Fort Worth, Texas, brought to the convention for distribution the annual statistical report of the Fort Worth Grain & Cotton Exchange for

1922. It was the first year book published and was dedicated to the pioneers, the charter members of the Exchange. There were listed 42 individual members.

Bartlett Frazier & Co., of Chicago, Ill., had their headquarters in Parlor G, where they entertained their friends. Representing this well known house were: John J. Coffman, H. L. Patton, H. S. Klein and A. R. Tunks.

George W. Cole of the firm of that name at Peoria, Ill., brought to the convention a stalk of corn 15 feet 2 inches high, which was erected in the rotunda of Fort Des Moines Hotel. It was grown in Bureau County, Ill., near Princeton.

W. S. Beale, head of W. S. Beale & Son of Tama, Iowa, who attended the convention, has been in the grain business in Iowa for 46 years, starting in business for himself in 1880. Previous to that time he was employed in the grain office of his brother.

Every arriving train on the morning of October 1 poured its delegates into Des Moines. The Milwaukee car was hitched to the Chicago & North Western Railroad company's special train. Large delegations arrived also from St. Louis, Kansas City and Omaha.

One never learns what talents lie hidden among grain men until the opportunity shows them forth. Of the vocal assistance lent to the chorus in the hotel lobby after the banquet on Tuesday evening by Leslie F. Gates, Charles C. Miles and E. M. Wayne, one might use the famous expression of Major Burk, "Good Work!"

Among the popular machinery men seen about the hotel lobby and the floor of the convention were W. P. Buchan, representing the Strong-Scott Manufacturing Company of Minneapolis, Minn.; C. W. Ward from the Des Moines office of Union Iron Works of Decatur, Ill., and N. C. Webster of Richardson Scale Company, Chicago, Ill.

One of the popular rooms at the Fort Des Moines was Parlor E, adjoining the convention hall, where the markets were posted from wires of Lamson Bros. & Co. Representing this firm were Leslie F. Gates, E. F. Thompson, George E. Booth, Art Torkelson of Chicago; C. E. Hunter of the Omaha office; A. M. Vorhees of Iowa Falls office, and Earl Disbrow of Marshalltown.

For the ladies in attendance there was given a luncheon and musicale at the Waukonda Club on Tuesday noon with a ride later about the city in private cars. The trip included the park system and country clubs and a drive through the beautiful residence districts. The ladies were entertained also at the auditorium Monday evening and were guests at the banquet and entertainment in the grand ballroom of the Hotel Fort Des Moines where the delegates were addressed by Hon. Milton B. Pitt of Crescent, Iowa, Iowa state senator and former speaker of the Iowa state legislature. This address appears in our report of the meeting.

On Monday evening a musical revue and corn carnival under the direction of Mabelle Wagner Shank was given in honor of the visitors by the Des Moines Board of Trade. It was held in the Fourth Street Auditorium and by 8:30 o'clock the large hall was filled, including the galleries. The first part was the musical revue and included songs, dances and musical numbers by some of Des Moines' best talent. Special features were the singing by Mabelle Wagner Shank and songs by the Des Moines Chanters, a male chorus of exceptional ability in the art of singing. The corn carnival was beautifully staged and represented a harvest home scene when the "Frost is on the pumpkin and the fodder's in the shock." Two readings were especially well received, rendered by Vasie Crow, "When the Frost Is on the Pumpkin" and "The Cornstalk Fiddle." The Des Moines Chanters were dressed in these scenes as farm hands and sang a number of old-time melodies. The entertainment ended with the "Virginia Reel" and the "Iowa Corn Song," rendered by the entire company.

## The Attendance

### CALIFORNIA

L. B. Scott, Smith & Scott, Inc., Los Angeles.

### ILLINOIS

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## GRAIN COMPETITION FROM ARGENTINE

The following comparison of the export trade in wheat grain from the United States and Argentina has been prepared during the course of the survey of World Trade in Agricultural Products which the Department of Commerce is preparing under authority from Congress.

Outside of Europe, there are five large surplus wheat producing countries from which the bulk of the world's exports come. In the order of their importance as pre-war exporters of wheat grain, these countries are: Argentina, Canada, United States, India, and Australia. The war deranged the established channels of trade and has resulted in the formation of new connections. It is of interest to inquire as to how far the United States has held its own with our chief competitors in the rearrangements that have taken place. The following statements compare the trade of Argentina and the United States in wheat grain excluding flour.

Taking an average of the five pre-war years, 1910-14, Argentina produced only one-fourth as much wheat as the United States. Yet because of her smaller domestic demands and her relatively smaller trade in flour, Argentina exported an average of nearly 78,000,000 bushels of wheat grain annually compared with an average of only 57,000,000 bushels from the United States. During the war years, the wheat trade of the United States expanded enormously so that for the five years 1914-19, we averaged 145,000,000 bushels of export per year or an increase of 150 per cent over the pre-war average. Argentina exports during the war years, 1915-19, averaged 87,500,000 bushels or only about 12 per cent more than pre-war.

Comparing the trade of the two countries during the post-war years, the average exports of grain excluding flour from the United States for the three years, 1920, 1922, were approximately 221,000,000 bushels, compared with 126,000,000 bushels from Argentina. Thus comparing the last three post-war years, 1920-22, with an average for the five pre-war years, 1909-13, Argentina's wheat exports rose from 78,000,000 to 126,000,000 bushels, an increase of 61 per cent, while exports from the United States increased from 57,000,000 to 221,000,000 bushels or 287 per cent.

With these figures in mind, the question arises as to what gains or losses the United States has made in the wheat trade with those countries which have been Argentina's best customers. The countries which buy wheat grain from Argentina are about 15 in number. A relatively large proportion of Argentina's exports are listed "for orders," showing that the final destinations were unknown when the shipments cleared Argentina's ports. The "for order" exports of wheat from Argentina amount to from 30 to 40 per cent of her total exports. Most of this wheat no doubt finds its way into the countries of Western Europe, including the United Kingdom, which are among Argentina's best customers. The United States has no "for order" shipments although it is known that some cargoes which clear for English or Continental ports are later diverted to other destinations, usually, however, within the territory of western Europe.

To a large extent, the countries to which Argentina exports wheat are the same as those which purchase this commodity from the United States. From 1909 to 1922, these countries, including "for order" shipments from Argentina, took from 96 per cent to 98 per cent of Argentina's total wheat grain exports. During 1910 to 1920 these same countries took from 87-90 per cent of the total wheat exports of the United States. In 1921, however, the United States found a considerable market for its wheat elsewhere, inasmuch as only 81 per cent of the total exports were shipped to Argentina's customers.

In 1922, this proportion fell still lower, viz., to 71 per cent. It is thus evident that the United States has developed a much broader sphere of influence so far as exports of wheat grain are concerned, than has Argentina.

Comparing now, not the total wheat exports, but the exports of Argentina and the United States to Argentina's customers, we find that during the five year pre-war period, Argentina exported on the average of 76,000,000 bushels to these countries and the United States only 50,000,000 bushels. During 1915-19, however, the United States exported 131,000,000 million bushels per year to these countries, compared to Argentina's 85,000,000 bushels. During the past three years, Argentina has made strenuous efforts to regain her pre-war position of supplying the major portion of the wheat to those particular countries. Even during these years, however, the United States exported on an average 46 per cent more wheat to these countries than did Argentina (178,000,000 bushels as against 122,000,000). Compared to pre-war, therefore, the United States has made tremendous strides in her wheat exports to Argentina's customers.

Comparing 1922 with the pre-war average, we note that Argentina exported to all countries, a total for that year of 137,875,000 bushels of wheat exclusive of flour as against 77,815,000 pre-war or an increase of 77 per cent. Fully, 98 per cent of all this wheat was shipped to about a dozen different important countries. On the other hand, the total pre-war exports of wheat from the United States were 56,913,000 bushels, in 1922 they were 164,692,000, an increase of 187 per cent. Of our pre-war shipments, 88 per cent, or 50,000,000 bushels, went to Argentina's customers, while in 1922, only 71 per cent, or 117,617,000 were thus exported. In 1922 our exports to Argentina's customers were 17,000,000 bushels lower than those from Argentina; in 1910-14 they were 25,000,000 bushels lower.

The exports of wheat exclusive of flour from Argentina to Argentina's customers in 1922 were nearly 80 per cent greater than those of 1910-14, while exports from the United States to the same countries in 1922, exceeded our pre-war exports by 134 per cent. Argentina's wheat grain exports to the United Kingdom amounted to 15,600,000 bushels for the five year pre-war average and only 16,200,000 bushels in 1922. However, exports to continental Europe showed larger increases. Exports from Argentina to the four countries, France, Italy, Belgium, and Netherlands increased from a total pre-war average of 20,200,000 bushels to 30,500,000 in 1922. Exports from Argentina to Germany increased from 3,400,000 bushels pre-war to 9,100,000 bushels in 1922. Argentina's "for order" shipments also increased from 23,400,000 bushels pre-war to 77,000,000 in 1920; 24,900,000 in 1921 and 61,200,000 bushels in 1922. In the latter year "for order" exports formed over 44 per cent of her total exports compared with 40 per cent in 1921 and 30 per cent pre-war.

Exports from the United States to the United Kingdom averaged 21,800,000 bushels pre-war, compared with 37,900,000 in 1922. To the four countries, France, Italy, Belgium, and the Netherlands, our exports totaled 20,900,000 bushels pre-war and 76,400,000 in 1922. To Germany our exports rose from 6,200,000 bushels pre-war to 10,100,000 in 1922.

During the pre-war period, the exports of wheat excluding flour, from Argentina were greater than those of the United States to the following countries: France, Italy, Belgium, Norway, Sweden, Spain, Brazil, Paraguay, and Uruguay. In 1922, the volume of Argentina's exports surpassed that of the United States to only three countries—Belgium, Denmark, Brazil.

Our total exports of wheat grain in 1922 were 187 per cent greater than pre-war; Argentina's exports were 77 per cent greater. Our exports to Argentina's customers in 1922 were 135 per cent greater than pre-war, while Argentina's exports to these countries had increased only 77 per cent. We have thus increased since pre-war both our total exports and our exports to Argentina's best customers at a much more rapid rate than has our South American competitor herself.



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We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., OCTOBER 15, 1923

### THE COMMISSION CONDEMNED

A RESOLUTION condemning recent findings of the Federal Trade Commission and asking the repeal of the law which authorized the Commission, was passed by the Grain Dealers National Association at Des Moines. The grain trade has suffered unjustly at the hands of the Commission, and the resolution was not passed hastily and without due consideration, but was a thoughtful conclusion based upon a record which is not only a discredit to a Federal agency, but smells to Heaven.

To date, 39 of the Commission's orders under Section 5 of the Commission Act and Sections 2 and 3 of the Clayton Act have been submitted to the Circuit Court of Appeals for review, of which seven have been affirmed, five have been modified, 23 have been set aside and four now pend.

That is to say, of the 35 orders judicially reviewed, 20 per cent have been found wholly valid, over 10 per cent have been found partially valid and partially void, and over 60 per cent have been found wholly void.

The Supreme Court has wholly sustained one, partially sustained and condemned two, and wholly condemned nine.

If the count is by cases, it is this: The Commission has been wholly successful in eight, or less than 20 per cent; partially successful in five, or over 10 per cent; and wholly unsuccessful in 34, or over 70 per cent of the cases.

If the Commission can get any comfort out of this record it is easily satisfied. The business world, however, should have some

consideration. It is not possible to measure the loss to a business from the unwarranted condemnation by a Government body, although the business man be cleared of all reproach by the courts. The notice given to an acquittal in the public press is minute compared with the sensational announcement which usually attends an order from the Commission. The whole operation of the Commission is unfair, often prejudiced, and always hurtful, and the body should be abolished.

### A NATIONAL SELLING AGENCY

A NEW wheat selling agency was launched in Chicago this month which has the mouth-filling title of "The National Co-operative Wheat Marketing Association." This is a new organization and has nothing to do with the U. S. Grain Growers or the American Wheat Growers, although it is expected that both will be absorbed eventually. The new organization is going ahead and expects to sign up over half the wheat farmers with a new iron-clad contract at \$10 per. Perhaps they will get away with it, but we believe the farmers are getting a little tired of these \$10 signatures. The intensive campaign which will be made in Indiana will tell the tale.

So far as the organization is concerned there is little to base hope of far-reaching accomplishment. The Executive Committee is headed by Frank O. Lowden, a good politician who served well as governor of Illinois, but who is not a grain man. Then there are three editors, a senator, a Farm Bureau Federation man, and George C. Jewett, of the American Wheat Growers' Association. The latter is the only one in the bunch that knows the first thing about handling grain. This committee has full power to transact business, and has the effrontery to offer to handle over 50 per cent of the country's wheat, a business which is exceedingly complex and requires the utmost knowledge, skill and experience, not only in the domestic trade but in world markets. If they can persuade the farmer that they can handle his wheat for less than it is handled in the fiercely competitive markets as now organized they have persuasive powers of a high order.

There will be more to say when we have seen the new contract that is handed to the farmers and examine it as to how closely the farmers' interest is protected.

### THAT 5¾ PER CENT

ONE of the chief points of attack on the Esch-Cummins Law is the alleged Government guarantee of 5¾ per cent on the valuation. You know and I know that the Government does not guarantee any percentage of earning, and in fact few of the railroads have earned so much, the western roads particularly, which would bear the brunt of a grain rate reduction, having earned only 3½ per cent in 1921 and 4 per cent in 1922. But the fact that the law prescribes that rates should be fixed on a basis

that will allow earnings of not more than 5¾ per cent, is commonly interpreted, deliberately so by the politicians who are fighting the roads, as implying a guarantee.

In the discussion of rate matters care should be exercised that no phase can be misinterpreted even by those past-masters in the art, the politicians. The subject was mentioned several times at Des Moines, and a comparison of the phraseology is interesting. Mr. Goemann said that "very few of the railroads are earning the 5¾ per cent allowed by law." Mr. Felton declared that the Interstate Commerce Commission has held that "the railroads are entitled to earn 5¾ per cent." The Resolutions Committee put it even more carefully: "Secure an adequate return on their investment."

The Esch-Cummins Law will be under fire as soon as Congress convenes and there will be a great deal of public discussion of the subject. If the Law is repealed and the Adamson Law retained there will be wholesale bankruptcy in railroad circles with consequent impairment of service and a constant threat of Government ownership. For this reason the grain trade cannot be too careful in its discussions in making plain that the Government does not guarantee 5¾ per cent earnings, but has declared that such a return on the investment is not excessive. There is a vast difference and it should be emphasized.

### ASSOCIATION INACTIVITY

GRAIN associations have been a potent instrument in stabilizing the trade, in correcting abuses, and in making common cause against legislative and transportation activities which would otherwise have been harmful. But at that the associations do not do half as much as they should, simply because the majority of members rest in the belief that, with the payment of their regular dues, their entire obligation to the organization has been satisfied. They think the secretary and the board of directors should carry the entire burden while the members sit by and reap the benefits. The majority of association members take no responsibility, offer no co-operation, and never stir a finger to make the association bigger, stronger or more progressive.

Every association secretary has a list of the members, in his mind if not on paper, that he can depend on for assistance in an emergency; and if that list comprises 10 per cent of the membership the secretary is more fortunate than most of his fellows. If a transportation matter is up for settlement and specific data is required, how many aid in furnishing it? If a bill inimical to the grain trade is before the legislature or before Congress, how many members talk or write to their representatives about it? If a membership campaign is proposed, how many make a determined effort to get new members? The answer to these questions makes us wonder that the grain associations have been able to accomplish as much as they have, and it is only because a few members have been willing to sacrifice their own time

and energy for the good of all that progress has been made. If everyone helped there would need be no sacrifice; if every dealer in the state were brought into the association, the organization would be in a much stronger position when dealing with the railroads or with legislatures; if every member met the call for specific data from the secretary, a weight of testimony would be forthcoming that would be convincing. Inertia or positive selfishness on the part of members holds back and cripples every grain association from accomplishing results that would mean thousands of dollars in the pockets of the members.

## SECRETARY WALLACE HAS A PLAN

SECRETARY WALLACE has a great little scheme for helping the wheat farmer. The details of the plan have not been revealed, but in a general way it provides for a wheat export corporation, backed by Government money, which will sell abroad our exportable wheat surplus, and if any loss is met with it will be covered by an excise tax on wheat grown next year and collected at the elevator. This is all that has been made public. The plan in detail will be submitted to the President and to Congress about November 15.

The announcement has already had an effect in strengthening the wheat market. Perhaps that will be the greatest good which the plan will do. By the time the details are announced most of the farmers will have disposed of their wheat, and the country will have awakened to the fact that we have very little left to export east of the Rocky Mountains. At present the general public and even the grain trade itself has not recovered from the bearish propaganda that was published to the world by agitators and by the Government itself at the beginning of the new crop. We were led to believe in a 200,000,000-bushel surplus. The surplus has practically disappeared, and better prices would have been forthcoming even without the Secretary's help.

As to the plan itself, there is too little to go on to form judgment as to its workability. Much would depend on the personnel of those handling the grain. As a matter of fact we do not expect that it will be put into practical operation, because the need will have passed, and because the general consuming public will hardly look favorably upon this new encroachment of Government in business.

## THE CROP REPORT

OCTOBER crop conditions, as shown in the report of the Department of Agriculture, indicate a condition of comparative prosperity for all farmers except the spring wheat growers. The corn crop of 3,021,454 bushels is the sixth largest on record. To be sure some of the corn will be light weight because of the early frost, and considerable amounts have gone into silos, but the feeding value is there to a large extent and represents big meat production. The loss in

the corn prospect for the month of September was only 54,000,000 bushels; less than was expected.

The total wheat crop is 781,000,000 bushels or 81,000,000 less than was harvested last year. Spring wheat totals only 213,351,000 bushels, or 62,500,000 less than in 1922. Over 83,000,000 bushels is grown in Montana, Idaho and Washington, most of which will be sold at Pacific Coast points, leaving only about 143,000,000 bushels of Spring wheat east of the Rockies, including all of Montana, of which 46,000,000 is Durum. This gives to eastern millers a supply of only 97,000,000 bushels of Spring wheat.

The supply of oats is 101,000,000 bushels greater than last year, a total of 1,302,000,000 bushels having been harvested. Barley forecast is 199,251,000 bushels, a loss for the month but a gain of 13,000,000 over last year. The rye crop is approaching normal with 64,774,000 bushels; and the hay crop shows 103,000,000 tons, a gain of nearly 5,000,000 during September, but 10,000,000 less than last year.

## PROFITEERING IN THE GRAIN TRADE

AS UNPREJUDICED investigators, the members of the Federal Trade Commission are good propagandists. The co-operative idea is popular, therefore, apparently, the Commission started its latest investigation of grain handling costs with the assumption that co-operation must be proved to be the most economical method. We will say this for the Commission: They did their best to prove the point. But their best is far from convincing.

The Commission says that the gross profit per bushel for co-operative elevators was from 2.04 to 7.11 cents a bushel; independent elevators from 2.66 to 6.61 cents; line elevators from 4.20 to 13.79 cents. The co-operative elevators handled from 126,000 to 211,000 bushels; independents from 90,000 to 110,000; line elevators from 31,000 to 72,000. As the cost of operation is in definite inverse ratio to the amount of grain handled, the profit for the co-operative elevators should be much greater than for the others or else the margin exacted from the farmer should be less. But is it?

In 1921 the Kansas Agricultural College investigated 78 co-operative elevators and 75 independent elevators in that state and found that the average margin on which wheat buying was done by the co-operatives was 6.3 cents, while the independents' margin was 5.5 cents. The co-operatives handled an average of over 10,000 bushels more grain each than the independents. How then does the Commission reconcile these facts with its statement: "An increase in co-operative marketing of their own grain by farmers is one of the means most available at the present time for reducing the spread in the price of grain which takes place from the producer to the consumer."

Congressman Sydney Anderson, chairman of the Joint Congressional Inquiry on Agriculture, found that, in analyzing the spread

between the producer of wheat and the consumer of bread, the grain dealers' share was 2.8 per cent, which included country elevator and terminal market cost, including buying the wheat, unloading it, handling and storing, selling and shipping it, not to mention overhead, collections and losses in shrinkage and on grades.

The Federal Trade Commission, however, asserts "that the cost of grain can be and should be reduced." Why not talk about reducing the cost of growing, of transportation, and of all the other things which enter into the farmer's burden. Of course that would involve a discussion of the Adamson Law, trade unionism, the immigration problem and various other matters which politicians studiously avoid. It is much easier to throw all the responsibility on the grain dealer and to make him the "Fall Guy" of the farmers' discontent.

## THE WHEAT FARMER AND WASHINGTON

PRESIDENT COOLIDGE is getting a great amount of gratuitous advice concerning wheat. T. B. Atkinson of the National Grange tells him that nothing Congress can do can help the situation, and in the next breath advocates an export bounty of 50 cents a bushel on wheat, which could not be brought about without Congressional action. Sydney Anderson, Congressman from Minnesota, and a member of the Wheat Council, advocates an increase of the wheat duty by 50 per cent, or 15 cents per bushel, bringing the total duty to 45 cents. Several western politicians are calling for a special session of Congress to provide Government price guarantees and what not. In short President Coolidge is in for considerable criticism whatever he does and also if he does nothing at all.

There is a prevailing opinion current that the latter policy will be the one chosen by the President. It is safe to say that it will be acceptable to the great majority of voters who are in no mood to see taxes boosted for the subsidization of one particular industry, no matter how important that industry may be. It has been announced that President Coolidge will content himself by urging diversification as one of the main solutions for the difficulties of the wheat farmer, and a greater co-operative movement in the disposal of crops.

This announcement seems to have caused the *New York Journal of Commerce* considerable distress. That able paper sees visions of material reductions in the wheat acreage which, in event of a crop disaster, might prove serious for the country. It seems that the *J. of C.* is borrowing trouble. In the first place the average farmer is not inclined to follow advice as to his planting, even if it comes from the President, unless he feels that his own experience has shown the advice to be sound. There is a large acreage in the country upon which wheat can be raised profitably, and wheat will be planted in this area if the crop rotation calls for it. In the unprofitable areas, that is where wheat

averages low returns per acre, the sooner the farmers get out of the wheat business the better. Poor wheat land can better be rented out for grazing than put into a crop which shows an annual loss. But there are farmers in the most unpromising territories who make money without planting a bit of wheat, so the outlook isn't entirely hopeless.

So far as crop failures are concerned, the possibility exists, of course, although the probabilities are small. Wheat is planted in practically every state in the Union and the surplus wheat states are spread over so large an area and are surrounded by such different conditions that a crop failure in all or a majority of them is almost unthinkable. We will be glad to have the President give his advice and then let the trouble work its way to betterment. Congress would only make matters worse whatever they did.

## EDITORIAL MENTION

More horseshoes are sold in New York than ever before, and they aren't used for "barnyard golf," either.

The Minnesota Farm Bureau Federation has voted down the plan to fix the price of wheat. What is Magnus Johnson hollering about?

Now that Fire Prevention Week is over we presume that every hazard in your house has been looked after. That is what the week was for.

The views of dealers at Des Moines differed widely as to the amount of damage corn had sustained. When you buy it, play safe and watch your step.

German rye bonds are about the only stable currency in that country, and if famine impends and the socialists confiscate the grain, the rye bonds will not be much better than the marks.

The Grain Commissioners of Canada have denied an application by elevator owners for higher handling charges. The cost of service seems to carry little weight in the deliberations of the Commission.

Nat C. Murray's estimate of the corn crop, 2,992,732,000 bushels, is considerably under the Government guess, and according to many reports reaching this office, is liable to prove more nearly correct.

The world's production of wheat this year is 214,000,000 bushels greater than last year. This is not encouraging for exporters, but the effect on American markets will be small as we may be importing wheat before a new crop is marketed.

Senator Capper says that the trouble with the wheat farmer is that he has been raising too much wheat; putting all his eggs in one basket and then losing the basket. Senator Capper's memory is short. Two years ago it was the grain gambler on the Board of

Trade; a year ago it was freight rates. If he doesn't watch his step Senator Capper will get some sense and will be cast out of the radical camp.

The pooling plan furnishes another reason for the regular and co-operative country elevators to get together. The fight against this foolishness is a common cause, for both will suffer alike if it goes through. And so will the poor farmer.

C. R. Gustafson, former president of the U. S. Grain Growers, is a candidate for the U. S. Senate from Nebraska. The U. S. G. G. has not proved to be a successful introduction into politics in the past, but perhaps Nebraska voters have forgotten.

Millers are seriously considering the increase of the flour extraction from wheat and putting more into feed. That would relieve overproduction of flour and would make cheaper feed. But a general agreement on this course is in the far distant future.

The Department of Agriculture is reported to have estimated that producers of farm products will spend \$10,000,000,000 in the next 10 years in advertising their products, or at the rate of a billion a year. This doesn't sound as though the farmers are bankrupt.

The Canadian Railway Commission has ordered a 10 per cent cut in rates on export grain from the prairie provinces to the Pacific Coast. This will relieve some of the congestion at the Head of the Lakes, but Vancouver will be swamped unless American ports help out.

During the last week in September car loadings made a new high record of 1,097,274. Of this amount grain loadings were only 50,896 cars, which was 1,029 cars under the corresponding week a year ago and 6,326 cars under 1921. There seem to be plenty of grain cars everywhere.

"Traveler" says that wheat cannot be handled through a country elevator for much less than six or seven cents a bushel. This must be a mistake for Montana solons in their wisdom have decreed by law that the handling charge can only be about half of that and surely they would not require grain to be handled at a loss.

In a French vineyard the ground over one-third was painted white, one-third red, and one-third black. The growth of the white patch was only half as great as in the other two because white reflects the sun's rays while red and black absorb them. Some day we may have a lampblack attachment on every seeder.

The Farmers National Grain Dealers Association, in a resolution passed at Omaha, asked the grain exchanges to adopt a rule, that where correspondents deal in futures, notice of such dealings be sent to some other office of the correspondent association in addition to the manager. The opposition to speculation by a manager is well enough, but too many of such associations do not

differentiate between speculation by an individual manager and hedging by the association. The hedging of grain should be encouraged.

The Department of Agriculture is recommending rye as a substitute for corn for hog feeding. The same gains can be made with 102 pounds of ground rye as with 100 pounds of corn. This may be all right in an emergency, but year in and year out corn is king when it comes to feeding.

The cotton growing states are going to be great consumers of northern corn this year as the cotton planters are using more mules than they have for a long time and the Texas corn crop is short. This makes the Des Moines rate case of unusual interest this year. All markets will be looking to Texas.

This talk of increasing wheat exports is well enough but we cannot expect too much. Before the war we exported on an average 57,000,000 bushels of wheat. Now we are kicking because the last three years have only averaged 221,000,000 bushels per year. A 600 per cent gain deserves consideration.

The Kansas City Board of Trade is reported to have agreed to lease a new 13-story H-shaped building which Mrs. Rodella Dwight will build at a cost of \$1,250,000. Doesn't Mrs. Dwight know that Mr. Lowden and his confreres are going to handle all the country's wheat, so that there will be little need of a board of trade in Kansas City.

### STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912,

of AMERICAN ELEVATOR AND GRAIN TRADE, published monthly, at Chicago, Ill., for Oct. 1st, 1923.  
State of Illinois }  
County of Cook } ss.

Before me, a notary public in and for the State and county aforesaid, personally appeared A. J. Mitchell, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the AMERICAN ELEVATOR AND GRAIN TRADE and the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:  
Publisher, Mitchell Bros. Pub. Co., 431 South Dearborn St., Chicago, Ill.  
Editor, Richard Pride, 2878 N. Clark St., Chicago.  
Managing Editor, H. H. Mitchell, La Grange, Ill.  
Business Manager, A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)  
A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.;  
A. H. Mitchell, 4462 Woodlawn Ave., Chicago, Ill.;  
John E. Bacon, 4546 Clarendon Ave., Chicago, Ill.;  
M. B. Mitchell, Ottawa, Ill.; M. W. Mitchell, Washington, D. C.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.) None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is. (This information is required from daily publications only.)

A. J. MITCHELL,  
(Business Manager.)

Sworn to and subscribed before me this 24th day of September, 1923.

[Seal.]

W. F. WARRICK,  
(My commission expires May 8th, 1924.)



W. S. MILES  
Peoria

# NEWS OF THE TERMINAL MARKETS



E. M. COMBS  
Chicago

## SHIPPING WILL BE REDUCED

Export and coast shipping have been rather quiet, although steady. The volume has been a little lighter than for the last few weeks, mainly caused by irregular sailings and some vessels being laid off temporarily. Reduction of the tonnage coming from Hawaiian Islands will reduce the return shipping probably for two or three months.—*The A. W. Scott Company, San Francisco, Calif. From late Weekly Market report.*

## ELECTION AT MINNEAPOLIS

The annual election of officers was held recently at the Minneapolis Chamber of Commerce, resulting as follows: For president, T. W. Hall; first vice-president, A. L. Searle; second vice-president, H. J. J. Moreton. Directors: Shreve M. Archer, J. C. Wayman, John S. Pillsburg, F. J. Seidl, A. F. Owen, P. B. Getchell, H. G. Dickey.

Board of Arbitration: Asher Howard, E. S. Ferguson, James McCrae.

Board of Appeals: J. A. Mull, Paul C. Rutherford, Clyde G. Williams, E. L. Doherty.

## IMPORTS FROM ARGENTINA HARDLY POSSIBLE

Some talk of importing Argentine corn again. It is hardly probable that these extreme premiums will continue long with the prospects for an early movement of the new crop, but until the movement becomes much heavier, we anticipate a good strong market, feeling quite sure that we will have no difficulty in realizing attractive prices on corn of any color which may be consigned to us.—*Bert A. Boyd Grain Company, Indianapolis, Ind. From late Market Letter.*

## NEW HOME FOR BOARD OF TRADE

Arrangements were completed the last part of September which will provide a fine new building for the Kansas City Board of Trade. The Board's new home will be located on the southeast corner of Tenth and Wyandotte streets, and as work will commence shortly, it is expected it will be completed in little less than a year.

The structure will have a height of 12 stories and built at an estimated cost of \$1,500,000. The trading hall will be on the top floor and will have 7,800 square feet of space. No expense will be spared to make the building and its appurtenances first class in all respects.

## BASIC FACTS

The grain business during the last few years has undergone some of the severest of times. Starting with a period of inflation during the world's war and recently with legislation to remedy a condition that only can be helped by allowing the law of supply and demand to govern. The grain exchanges of the world are not new methods of grain marketing and are not ideas of a day or so but are based on the experience of time and money. However, today we are confronted with more theories of grain marketing than the celebrated little Liver Pills. The question arises whether those who are advancing these theories are basing them on substantial facts or merely trying to encourage their political ambitions. While it is true that certain sections in wheat countries are in bad shape, still should the Government aid this particular class in the way of price fixing then it seems reasonable to assume that each of us who have been unfortunate to be engaged in an unprofitable business should receive some help. The oil industry, the copper industry, yes and a good many

more which are very essential to the conduct of human existence may put in their call for aid.

The wheat market will adjust itself if left alone and in case prices should recede then naturally production will be curtailed. This solution is the only logical one and any other may temporarily change the actual course but will eventually bring havoc among the people and ruin to the farming communities.—*The Updike Grain Company, Chicago, Ill. From Market Letter of October 12.*

## WINNIPEG EXCHANGE ELECTS

James A. Richardson of James Richardson & Sons, Ltd., was elected president of the Winnipeg Grain Exchange at the annual meeting held recently at Winnipeg, Man., succeeding John B. Craig. J. C. Gage and C. C. Frost were elected vice-presidents, and Dr. Robert Magill was re-elected secretary. In his address as retiring president, Mr. Craig pointed



JAMES A. RICHARDSON

out that the past year was a difficult one for the grain trade. There was unrest among the farmers. The attempt to reorganize the Wheat Board, which proved a failure, and the effort to form contract pools all had a disturbing effect on the regular trade. Mr. Craig declared that members must consider the interests of the public so that the confidence in the present marketing system and in the integrity of the grain dealers might result.

## CORN RECEIPTS LIGHT AND PRICES ADVANCING

Receipts of corn for sometime have been very light and prices have been advancing rapidly keeping in the procession with other markets. While there has been very little business done for shipment on account of the fact that ruling prices here have been above the shipping basis so all the arrivals have been sold to go to the industries who were anxious to get the corn even at the higher prices. Country offerings of both old and new corn continue very light and we ourselves do not remember old corn being cleaned out at any time as it is now. On account of the vast difference in prices between the old and new crop the country is also very slow in selling the new corn. The first car of new corn arrived here last Thursday from

Illinois. It inspected sample yellow testing 29.7 and sold at 88 cents. No doubt with the continued good weather new corn arrivals will increase somewhat but the quality is too soft to risk shipping the same any distance.

Receipts of oats have been fairly good and values here have also been in line with other markets. The biggest portion of the arrivals have been sent to the elevator here to go to store. Country acceptances on bids also seem to be light, notwithstanding the fact that farmers will need room soon for the new corn.—*Mueller Grain Company, Peoria, Ill. Market Letter of October 13.*

## LARGE EARLY MOVEMENT NOT EXPECTED

Southworth & Co., of Toledo, Ohio, say in late Southworth's Weekly Market Review:

High prices for corn may not attract large early movement. The farmer needs most of his corn and is never in a hurry to sell. Feeding will be just as large if not larger than last year. Old corn is cleaned up and stocks will not begin to increase for several weeks. In the meantime a big demand is on with prices at new high records for the old crop.

## CASH MARKET DULL AT BUFFALO

The cash situation in this market has been extremely dull the past few weeks. Arrivals of all grains have been very light and the demand equally so. This is an entirely seasonable condition, however with full pastures in the East in good shape and farmers in the feeding territory having some home grown crops to work on temporarily. Our reports from the East, however, are to the effect that the trade is in a healthy condition and there is every indication for a good business commencing just as soon as the weather turns colder and continues throughout the winter.—*J. G. McKillen, Inc., Buffalo, N. Y. in Market Letter of October 12.*

## NO ENDORSEMENT

The various efforts of the Government, as well as of private interests which are trying to benefit the wheat farmer of the United States, have been the principal bullish influence in the wheat market the past week, and while the outside demand has been disappointingly small in some days, the undertone continues rather firm.

The measures so far put forward by various Government officials and various suggested remedies have not met with any wholehearted endorsement of the grain trade generally, nor have the farmers themselves apparently been greatly pleased with the propositions put forward.—*J. Rosenbaum Grain Corporation, Chicago, Ill. From Market Letter of October 13.*

## TOO MUCH POLITICS ALREADY

The morning press here makes public the plans outlined by the Wheat Marketing Body with the help of the War Finance Corporation. Market-wise the effect was depressing. The plans have all the earmarks of political expediency. Secretary Wallace has another plan to recommend to the President and to Congress, reported in the news items here. These theories presume upon a burdensome surplus, the facts regarding which are still to be demonstrated. It is a fact that leading milling centers find difficulty to command desirable milling wheat to meet requirements, being forced to pay big premiums—in some cases even beyond the cost

of the import duty. The further injection of politics into this highly technical business means further distrust and lack of confidence in the highly organized agencies built up by many years of experience to efficiently and economically handle the products of the farm.—*Pope & Eckhardt Company, Chicago, Ill. From Market Letter of October 9.*

## CHIEF GRAIN INSPECTORS ELECT OFFICERS

The Chief Grain Inspectors National Association convened in annual meeting at Des Moines, Iowa, at the time of convention of the Grain Dealers National Association. Only routine business was transacted and the following officers were elected: D. H. Larkin, president, Baltimore, Md.; A. A. Breed, vice-president, Milwaukee, Wis.; F. B. Tompkins, secretary-treasurer, Peoria, Ill.

The following chief grain inspectors were in attendance: D. H. Larkin, Baltimore, Md.; M. C. Fears, Kansas City, Mo.; Paul Larson, Sioux City, Iowa; H. T. Hanks, Terre Haute, Ind.; G. H. Tunnell, Minneapolis, Minn.; R. Gibbs, chief deputy inspector, St. Paul, Minn.; A. McMillan, Superior, Wis.; E. W. Fiedler, chairman Wisconsin Grain and Warehouse Commission, Superior, Wis.; S. P. Fears, New Orleans, La.; A. A. Breed, Milwaukee, Wis.; A. V. Fischer, Des Moines, Iowa; M. C. Culp, Cairo, Ill.; F. B. Tompkins, Peoria, Ill.; H. R. Clark, Omaha, Neb.

## ASK INCREASE ON ELEVATOR CHARGES

An increase of one-half per cent per 100 pounds on the elevator charges on mixed grains was asked for by the terminal elevator operators at the Head of the Lakes when their representatives appeared before a session of the Grain Commissioners at Winnipeg, Man., recently. Handling charge on mixed grain, receiving, elevating, storing, spouting and insurance against fire for the first 15 days is at present 2 cents a hundred pounds. Leslie Boyd, K. C. chairman, said the board would consider the application. There were no representations made with regard to other elevator charges.

Chief Commissioner Boyd announced that the present regulations governing screenings would be suspended, and a new one drafted embodying the experience derived from tests conducted by the board recently.

J. A. Maharg, chairman of the Saskatchewan Wheat Pool, in a telegram to Mr. Boyd, asked that consideration of country elevator charges be deferred, as his organization had some important recommendations to submit, and it was decided to hold a special session at which these rates were to be dealt with.

## WHEAT IN RUT, SUPPLIES AMPLE

H. H. Newell, general manager, and vice-president of Rogers Grain Company, Chicago, Ill., gave the following report on market conditions October 13:

"Wheat appears to be in the rut and likely to remain so for some time. Supplies are ample the world over. New talk every once in a while about the Government trying to raise the price. Last suggestion being for the government to buy and practically give away to Europe 50,000,000 bushels of wheat.

"Corn has been in a peculiar position for some time. It develops that old corn was just about exhausted and lately selling at big prices. New corn commencing to move and it will take only about 75 cars a day of new corn to cause a material break in cash corn prices in this market. Prices are so high that no doubt farmers in all surplus states will bend all energies to get corn on to the market, which they should do and no doubt the early bird will catch the worm in this case. Usually the export demand takes care of surplus corn coming to market during the winter but there is no probability of any consequential shipments abroad this year unless at prices far below present values in our speculative markets.

"There seems to be no feature in oats. Supplies ample, demand fair, prices good but not high. We can see nothing to cause material sustained advance in any of the speculative markets."

## FROM RANCHER TO SUPERINTENDENT

J. A. Peterson, superintendent of the Western Maryland Railway Elevator at Baltimore, Md., is today an international figure among the large terminal elevator districts. He is as well known in Canada as in the United States and the innovations and conveniences that he has inaugurated at the Baltimore plant have contributed no little to the success of this house. He was given free rein when he became superintendent of the Western Maryland's elevator affairs and his experience gathered at Chicago and southwestern terminal market points has resulted in one of the best managed and operated elevators on the Atlantic Coast, or in any other part of the country.

Mr. Peterson was born in Kansas in 1881 and passed his early life on a cattle ranch. Until the year 1899 he was associated with cattle ranches of Kansas, Oklahoma and Texas and developed the steel muscles and robust health which the active outdoor cowboy life affords. In the year of 1899 he engaged with the then J. Rosenbaum Grain Company to take charge of their plants at Fort Worth, Galveston and El Paso, Texas, and successfully managed them until 1905 when he assumed charge of this company's Irondale Elevator at South Chicago. He remained there until 1910 when for four years he traveled in the interests of the Rosenbaum firm over the United States, Cuba and Mexico. In 1914 and 1915 he had charge of their cash grain department on the Chicago Board of Trade. He removed to Baltimore in the fall of 1915, taking charge of



J. A. PETERSON

the Western Maryland Railway Elevator and has been with them ever since.

In a short time after becoming superintendent of the elevator, the Western Maryland Railway was doing 40 per cent of the grain business of the Port of Baltimore and this despite the fact that the Baltimore & Ohio Railroad Company and the Pennsylvania Railroad had had elevators at Baltimore for over 40 years. This surely attests the service rendered and the trade acquaintance enjoyed by Mr. Peterson among leading grain shippers throughout the vast western grain belts of our country.

## OATS DEMAND FAIR, CORN URGENT

The demand for oats has been fair with just about enough coming forward to take care of the demand nicely. Stocks are quite liberal in the elevators here but they do not seem to be offered very freely.

The condition of oats appears to be much better and there is less complaint regarding oats being out of condition. Of course, most of the arrivals are stained and weathered.

The demand for corn has been very urgent especially for nearby stocks and anything in transit or on track or in the elevators has been picked up at the highest prices on the crop. Some No. 2 Yellow corn sold on track as high as \$1.22. All country stations are reporting no old corn but many are now offering loaded or for quick shipment, new ear corn claiming it is sound and well matured but damp.

An early movement of new corn can be expected as present prices at terminal markets are very attractive.

The conditions generally, would indicate that a

good demand will exist for coarse grains for some few months.—*Harper Grain Company, Pittsburgh, Pa. Market Letter of October 13.*

## CHANGES IN MEMBERSHIP

*Chicago.*—The memberships of the following have been transferred: Andrew Hazlehurst, A. L. Searle, Frank H. Brown, William C. Engel, Luther D. Thomas, Estate Joseph S. Phillips, J. J. Jacobson, Estate John F. McCarthy, Charles Kennedy, Carl M. Deakin, Estate H. H. Freeman, George H. Beazell, Estate Guy A. Moore, Edwin L. Camp. Memberships on the Board of Trade have been granted the following: Harold Anderson, Cecil C. Blair, Woodson K. Woods, Charles Oscar Lamy, Ferdinand H. Geldermann, Adam Fred Dick, H. B. Van Ness, Walter R. McCarthy, Charles M. Kennedy, Mike S. Hart, Paul H. Hemelryk, Alexander J. Levi, Ashley O. Jones, Jr., and Henry I. Monheimer. Wm. Simons and George L. Stebbins of the Sawers Grain Company were suspended from membership. Reported by Secretary J. J. Fones.

*Duluth.*—S. J. Spain was recently elected to membership on the Board of Trade. M. W. Smith has withdrawn his membership on the exchange. Reported by Secretary Charles F. MacDonald.

*Milwaukee.*—William Fred Koepp, of Jas. E. Bennett & Co., has been admitted to membership in the Chamber of Commerce and the membership of Adolph H. Meyer has been transferred. Reported by Secretary H. A. Plumb.

## TERMINAL NOTES

The Foster Grain Company of Winnipeg, Man., Canada, has closed its office.

The Bole Grain Company of Fort William, Ont., has taken over the Mutual Elevator Company.

Stanley Thompson & Co., of Winnipeg, Man., Canada, has been registered to conduct a general grain business.

Karl Nischk has formed a connection with the grain and feed firm of A. D. Braham & Co., of New York City.

The Merchants Exchange of Vancouver, B. C., recently moved to a new two-story building at the corner of Howe and Hastings streets.

C. H. Williamson & Co., of St. Louis, Mo., have liquidated their business and Mr. Williamson is now secretary of the Overland Grain Company.

The Western Grain Company, Ltd., of Vancouver, B. C., has been incorporated with a capital stock of \$10,000. Offices are in Room 630, Rogers Building.

Otto Waitzmann, handling the milling wheat department for Rosenbaum Bros. of Chicago, was a recent visitor on a number of eastern grain exchanges.

The Parry Products Company, operators of an extensive feed mill and grain business at Milwaukee, Wis., has changed its name to the United Feed Dealers, Inc.

The Mid-Continent Grain Company of Kansas City, Mo., has been incorporated with a capital stock of \$50,000 by Harry J. Smith, John Stark and Lewis W. Sanford.

A. R. Aylesworth, lately connected with the Federal Grain Company of Kansas City, Mo., has engaged in the grain brokerage business in that city on his own account.

Leroy Godfrey, formerly engaged in the grain business at Minneapolis, Minn., has re-entered the business and occupies offices in the old Chamber of Commerce Building.

Morris Rosenfeld, head of Morris Rosenfeld, Inc., of New York City, has retired from active business and its management has been taken over by his sons, Emanuel and Jacob Rosenfeld.

Frank R. Maguire, formerly associated with the grain and hay firm of Maguire & Co., at Cincinnati, Ohio, has engaged in business on his own account with offices in the Thoms Building.

A petition to retire 17 memberships in the Kansas City Board of Trade was circulated the latter part of September. The plan proposed was that the exchange offer \$6,500 to members desiring to sell

their memberships so as to reduce the total memberships to 200. Late sales of memberships were at \$7,300, which included a \$500 transfer fee.

Kenneth G. Irons, formerly in charge of the consignment department of the Federal Grain Company of Kansas City, Mo., has taken a similar position with the Norris Grain Company.

The Saskatchewan Co-operative Elevator Company, Ltd., according to F. W. Riddell, has made arrangements to lease Elevator "B" of the Canadian Northern Railroad at Port Arthur, Ont.

The Carthage Milling Company, Inc., of Carthage, Mo., has been formed to deal in grains, cereals, etc. Capital stock is \$70,000 and incorporators are J. P. Rubar, Harold and F. J. Rubar of Carthage.

E. J. Koppelkam, who has been identified with the grain interests of Milwaukee, Wis., for a number of years, has become associated with Spearman & Co., who have offices at No. 373 Broadway.

Thomas C. Craft, chairman of the Executive Committee of the Baltimore Chamber of Commerce, was the winner of the golf tournament held early in October among the grain men of that market.

Herman L. Shellenberger, manager of the Genesee Grain Company of Salina, Kan., was recently married to Miss Fay Day of Lyons, Kan. The newly married couple spent their honeymoon in the Ozarks.

Col. H. C. Jones of the grain firm of H. C. Jones & Co., Inc., of Baltimore, Md., was recently appointed a member of the Transportation Committee of the New York Grain & Hay Dealers Association.

Edward P. Loesch, who has been connected with the Merchants Exchange of St. Louis, Mo., for the past 20 years, is now representing in St. Louis the Continental Chemical Corporation of Vincennes, Ind.

The Sherburne Grain & Coal Company of Sherburne, N. Y., has succeeded E. G. Beechwood at that place. Sidney C. Webb is president of the company and E. G. Beechwood, treasurer and manager.

Anheuser-Busch Company has equipped a part of its extensive plant at St. Louis, Mo., with machinery for the manufacture of glucose. They expect shortly to be grinding about 5,000 bushels of corn daily.

Congratulations of his many friends were recently showered upon C. W. Lawless, head of the Lawless Grain Company of Kansas City, Mo., on his marriage late in September to Miss Mary L. Clarence of Kansas City.

Kenton D. Keilholtz, president of the Toledo Produce Exchange and member of Southworth & Co., of Toledo, Ohio, attended the meeting of delegates and directors to the Millers National Federation, held at Chicago, October 12.

J. B. Gillespie, superintendent of the Halliday Elevator Company's large house at Cairo, Ill., reports that they have been putting out over 75,000 to 100,000 sacks of Diamond H. and other brand of oats a month for some time passed.

F. O. Paddock of the Paddock-Hodge Company of Toledo, Ohio, is visiting his daughter and son-in-law, Mr. and Mrs. Fred C. King, at Berkeley, Calif. Mr. King is the son of Frank I. King who until his death was the head of C. A. King & Co.

B. B. Dennison & Co. is a new firm to engage in the commission business in grain, provisions, stocks, bonds, etc., at Chicago. E. C. Remick is manager of the firm and offices are on the ground floor of the Webster Building, 323 South LaSalle street.

A change was recently made in the personnel of the McCord-Logan Grain Company of Kansas City, Mo., when David Logan sold his interest to John McCord, who, with C. F. McCord, are now sole owners. No change is made in the style of the firm.

W. Ernest Orndorff, of Mattoon, Ill., announces in a recent letter that he has succeeded the Corn Exchange Grain Company in the grain brokerage business in that city. Mr. Orndorff has been the proprietor of the Big Four Elevator & Milling Company of Mattoon for 17 years and now operates five elevators and a feed mill. The broker-

age business of the Corn Exchange Grain Company will become a part of the business of the old concern and will be under the personal supervision of manager W. Ernest Orndorff, assisted by R. G. Crust, formerly of the Corn Exchange Company.

E. E. Rice, who has been for the past 13 years traveling in Iowa and the central west for the Sawers Grain Company of Chicago, Ill., which suspended recently, is now representing the Beach, Wickham Grain Company of Chicago in the same territory.

Henry M. Brouse, former president of the Cincinnati Grain & Hay Exchange and a director of the Chamber of Commerce, was recently elected treasurer of the Chamber, succeeding Wm. H. Chatfield, Jr., who resigned. Mr. Brouse is vice-president of the Perin, Brouse, Skidmore Grain & Milling Company of Cincinnati.

Philip Rothrock sailed for Europe early in October where he goes as the representative of Federal grain supervision. Previous to his departure Mr. Rothrock made a tour of export markets at Gulf Coast and Atlantic Coast ports in company of R. T. Miles, in charge of general field headquarters of Federal grain supervision at Chicago.

Wm. C. Wiegand, associated with the futures department of J. Rosenbaum Grain Corporation, Chicago, Ill., and writer of their grain market letter, returned to Chicago, October 13 from a study of

conditions in Europe. He will give some illuminating facts about grain affairs abroad in future letters.

The Merchants Exchange of St. Louis, Mo., gave a cup at the International Air Meet to the winner of the large capacity airplane event. The cup is a beautiful silver bowl engraved with the picture of a plane and with the name of the Merchants Exchange.

The office at Omaha of the Norris Grain Company of Chicago has been closed and Manager I. C. Harden has taken his old place with the Trans-Mississippi Grain Company. M. W. Cochrane, who had charge of the Norris commission department, has become connected with the Consolidated Milling Company.

The Corn Products Refining Company of Kansas City, Mo., has not announced when it will resume operations at its plant. Most of the corn, amounting to 100,000 bushels, was loaded out of the elevator late in September for shipment while the balance was sold on the exchange floor of the Board of Trade.

The Early & Daniel Company of Cincinnati, Ohio, has purchased the elevator and malt house at Thirteenth and Maple streets, Louisville, Ky., formerly owned by the Fleischmann interests, and it will be operated under the management of Milton E. Crowe who removes from the company's Indianapolis office.

## TRADE NOTES

T. O. Van Norstrand of the Chicago office of Sprout, Waldron & Co., of Muncy, Pa., was a recent visitor at the Minneapolis offices of the company under the management of C. A. Weaver. He reports a very active inquiry for feed mills throughout the northwestern territory, with increasing business in prospect.

The exhibit of the Morse Chain Company of Ithaca, N. Y., at the International Textile Exposition, Boston, Mass., October 29 to November 3, was displayed at their usual location in Department A at space 77 and 78. The company showed a full line of chain samples and photographs of installations in cotton mills and there was in attendance representatives of the company qualified to give expert engineering advice on transmission problems.

Major Harry Eugene Cheney, purchasing agent of the Weller Manufacturing Company of Chicago, Ill., was married to Miss Mabel Eileen Heystek on September 15, 1923. The newly married couple spent their honeymoon sightseeing in the mountains of Colorado. Major Cheney served with the 131st Infantry and was severely wounded during the late war. Mrs. Cheney is a very charming young lady and is the daughter of Mrs. Adelaide Heystek of Chicago.

The Barnard & Leas Manufacturing Company of Moline, Ill., has issued a very attractive folder on the motor-driven type of the Barnard-Moline All-Steel Employees' Belt Elevator and the wood type of Barnard-Moline Man-Lift. As a caption the folder states, "Why not save your time, health and energy?" Instructions for installing the Barnard-Moline All-Steel Elevator are given and full description of these two useful and important machines for the mill or elevator plant. A request will bring the folder to the elevator office.

An unusually interesting pamphlet has been published and sent out with the compliments of the Morse Chain Company of Ithaca, N. Y. The subject of the pamphlet is "Power" and it comprises an address delivered by F. L. Morse before the twenty-sixth annual convention of the American Mining Congress, Milwaukee, Wis., September 27, 1923. It treats of power and its application from the seventeenth dynasty to the twentieth century and is replete with illustrations showing how power was applied as early as 4,000 years ago on

down through the ages until approximate perfection was achieved by the use of Morse Chain Drives shown in various modern power and industrial plants. Copies of the publication may be secured by addressing the Morse Chain Company.

Charles Piez, president of the Link-Belt Company of Chicago, Ill., announces the purchase of the Meese & Gottfried Company of San Francisco, Los Angeles, Seattle and Portland. The new organization will be known as Link-Belt Meese & Gottfried Company with headquarters at San Francisco and it is expected that great improvement in distributing facilities will be effected by the consolidation.

### SOME GRAIN CROPS MARKETED MORE RAPIDLY THAN OTHERS

A difference in the rapidity with which leading farm grain crops are marketed is shown by studies conducted by the Bureau of Agricultural Economics of the United States Department of Agriculture. Statistics on the monthly marketings by farmers over a five-year period, 1917-1922, show that while there is considerable variation in marketing activity from month to month, the five-year average is fairly representative of the market conditions each season.

According to the figures gathered by department workers and volunteer crop reporters stationed in the grain markets of the country, 62.1 per cent of the marketable amount of the wheat crop moves during the four months of July, August, September and October; while only 49.8 per cent of the oats crop marketed during the year moves during the same months. Similar figures gathered for the four peak market months for the corn crop, namely, December, January, February and March, show that 47.2 per cent moves while the rest is marketed gradually through the remaining months of the year. The significant fact, in interpreting these figures, is, however, that while nearly all wheat is sold except that needed for seed, only a small part of the corn and oat crops actually leave the farm.

The department has no figures to show the monthly marketing by farmers of buckwheat, rice, the grain sorghums, and Kaffir, but a study of the market figures for barley over the five-year period shows that 51.9 per cent of the annual market crop is sold during the first four months after harvest.

Unlike the other crops, the peak market months for flaxseed are September, October and November. An average of 59.2 per cent of the crop is sold during these three months, while 67 per cent is marketed if December is included.

## ROYAL CANADIAN BOARD INVESTIGATES WHEAT MIXING CHARGES

BY ELMER M. HILL

Prompted by the complaints made by Liverpool grain importers and growers in the Canadian Northwest that the best grades of Canadian wheat are being mixed with inferior grain somewhere along the route between Fort William and Port Arthur and Liverpool, via Buffalo and New York, the Canadian Government has appointed a special board known as the Royal Grain Inquiry Commission to make a careful investigation and report direct to the Dominion Government.

The investigation was started late in September and has covered many Canadian cities, and on October 9-10 the Commission entered the United States and with the aid of elevator and grain interests at Buffalo, a careful survey was made and then the Commission left for New York to investigate the situation at the point of export. On the way back through Canada, an investigation will be made at the mixing elevators at Fort William.

Judge W. J. H. Turgeon of Prince Albert, Sask., is chairman of the Royal Grain Inquiry Commission and the other members are J. Guthrie Scott of Quebec, an expert in rail transportation; W. J. Rutherford, dean of the School of Agriculture at Saskatchewan University at Saskatoon and Professor Duncan McGibbon of the department of economics at Alberta University at Edmonton. R. J. Deachman of Calgary is secretary of the Commission.

The object of the investigation being made by the Commission is to trace Canadian wheat from the time it leaves the farms in the Canadian Northwest until it reaches Liverpool, England. It was stated that fully 80 per cent of the Canadian export grain is routed via Buffalo and New York City and that the major part of the inquiry will be directed to these two ports, Buffalo, where the grain is received from lake carriers, stored in terminal elevators and loaded into cars or barge canal carriers for shipment to the seaboard, and at New York where the grain is elevated and loaded into ocean bottoms for shipment to Liverpool.

Buffalo's reputation as a grain receiving port for Canadian wheat is threatened, it was stated by Judge Turgeon, chairman of the Commission. He complained that English importers operating on the Liverpool Exchange are showing a preference to Australian wheat because of the alleged inferior quality of what is known as No. 1 Manitoba Northern and other Hard wheat grown in the Canadian Northwest. At the time the Commission was visiting Buffalo Australian wheat was quoted at 2 cents a bushel higher than the best Canadian wheat on the Liverpool Exchange.

It is the complaint of wheat growers in the Canadian Northwest that the products of Canadian farms are mixed enroute and there is a suspicion on the part of the Commission that some mixing is either done at Buffalo or at New York City, to the detriment of the Canadian grain growers who sell their products in England through the Liverpool Exchange.

"Liverpool experts claimed to have found No. 1 and 2 Canadian Hard wheat mixed with inferior American wheat and that this situation does not exist in shipments routed via Vancouver and the Panama Canal and via the all-water route to Montreal," said Chairman Turgeon. "The complaints are in the nature of an attack on American customs regulations as all Canadian wheat passing through Buffalo and New York consigned to English markets is in bond."

It was stated by members of the Royal Grain Inquiry Commission that there is a possibility that there is illegal mixing of high and low grade Canadian wheat at the mixing elevators located at

Fort William at the Canadian Head of the Lakes and the situation as it affects these mixing elevators at that port will be investigated by the Commission after it completes its investigation in Buffalo and New York.

As a result of complaints that Canadian wheat is being degraded in transit, there is a growing tendency on the part of many shippers in the Canadian Northwest to ship their export grain via Vancouver, it was stated by members of the Commission, with the result that more and more Canadian grain is being routed via Vancouver and the Panama Canal. Last year upwards of 20,000,000 bushels of grain were shipped via this route and it was stated that more than 30,000,000 bushels will be shipped via Vancouver this year.

There is a shortage of storage elevator capacity at Vancouver, but plans are under way for the construction of additional elevators at that port and larger shipments will likely be made via Vancouver and the Panama Canal every year.

## TO BUILD FOR OLD FRIENDS

Howard J. Griffin has been a familiar figure in milling circles for many years. For the last two years he has been eastern representative of the Allis-Chalmers Manufacturing Company with head-



HOWARD J. GRIFFIN

quarters at Philadelphia, Pa., and for about 12 years previous to the war, he was with that company in the milling machinery department, so that he is familiar with every kind of problem which confronts mill and elevator operators.

Mr. Griffin has formed a new connection in which the experience of those many years will be of greatest value. He is now vice-president of the Spencer Construction Company of Baltimore, a firm which has specialized in mill and elevator building for many years, and will be located in that city. Mr. Griffin's new work will be closely associated with the old, and the millers and grain dealers who have come to look upon him as a loyal and dependable friend will be glad to call upon his services when they have building prospects ahead.

## BABSON'S OUTLOOK

Here is the way Roger Babson summed up the good and the bad in the business outlook recently when in Chicago:

"There are 10 reasons for continued optimism:

- (1) Pig iron production for 1923 is at a high point and the steel interests are working 90 per cent capacity.
- (2) Oil production for 1923 is exceeding all previous records, and oil consumption is likewise increasing at a rapid rate.
- (3) 1923 will record the highest figures of any year in history for the production of automobiles and trucks.

(4) More residences have been constructed in 1923 than in any previous year.

(5) The production of locomotives and railroad equipment for 1923 is greater than ever before witnessed.

(6) Railroad car loadings for 1923 are above all previous records, now exceeding the unbelievable figure of a million cars per week.

(7) Sales of retail stores will exceed in volume in 1923 all previous years and mail order sales are rapidly expanding.

(8) The savings deposits and the national bank deposits will stand at a record figure for 1923 when compared with any previous year.

(9) Wages are back nearly to the peak of war time schedules, which means a greatly increased purchasing power for the masses.

(10) The population of our country is continually increasing, the wealth and income is continually piling up, and practically all surface indications are for continued good business.

"Offsetting these surface indications are 10 factors which call for caution and which clearly justify the position of those who believe that great care is necessary to prevent a period of unemployment and poor business in 1924. These 10 factors are:

(1) The exceedingly unsatisfactory conditions in Europe where France, Russia, Poland, and the Balkan states are maintaining the largest armies in their history. Moreover, this is being done in the face of a deficit in government incomes and cannot continue. Something must ultimately break. Europe must either disarm or else fight. Another European war might temporarily help business in the United States, but it would result in putting Europe in bankruptcy and the ultimate effect upon us would be very harmful.

(2) These conditions are causing European labor to work for very low rates, enabling goods to be manufactured and shipped to this country at ridiculously low prices. These goods are causing our own factories to shut down. Eight months of 1923 show imports of \$2,650,000,000, which is far in excess of any previous year. Moreover, for these eight months of 1923, these imports exceed exports, causing a deficit in our balance of trade compared with a surplus last year of \$470,979,000.

(3) The year 1923 is developing very unsatisfactorily for our wheat farmers. The price of wheat is made in Liverpool, and our farmers are obliged to compete with the farmers of Europe. As a result, they are running into debt every day, while their taxes and interest are accumulating.

(4) No other year—not even the worst years of the war—has witnessed the great difference between the price of farm products and the wages paid city laborers. A brick layer in New York, in a day and a half, gets as much as a farmer gets after working four months on an acre of land. When this situation has existed heretofore it has always been followed either by an increase in prices of farm products or by a distinct decline in the prices of merchandise.

(5) The tremendous amount being spent on automobiles is making it impossible for people to purchase as much of other things as heretofore. Up to recently, people who bought automobiles were well-to-do and it simply meant that they had a little less money to invest. Many of those, however, who have been buying cars during 1923 must either give up these cars or else restrict their other purchases.

(6) Construction costs have increased to such a point that it is no longer possible to build profitably for investment. The high wages and the inefficiency of labor are so increasing rents and taxes that the building boom is liable at any time to collapse.

(7) This increase in rents, taxes, and wages has greatly increased the cost of doing business. Retailers, even at present prices for goods, are not making what they did before the war. It is costing from 100 to 200 per cent to distribute merchandise.

(8) Next year comes presidential election. A very radical group is active in both parties. The country cannot feel safe until at least the nominations are made in June, 1924. Heretofore, when such conditions have existed, business during such election years has been very quiet.

(9) Indications are that a concerted, although unjust, drive will soon be made in Congress against the railroads. Considering the fact that 1923 is the first good year that the railroads have had for almost a decade, any such drive will be very disconcerting to the stock market and may cause a panic in financial circles.

(10) Finally, too many people have today the wrong attitude toward life. They desire merely to be fed, amused and be taken care of by their Government. Almost everyone wants to ride in the cart while few want to pull; almost everyone wants to spend and few want to save. The people of the world are not paying for their current purchases out of their current earnings, but by pledging the future in order to buy. During the past 18 months the grand total of securities issued in the United States alone is estimated over \$11,000,000,000, an amount nearly equalling that issued during a year of the war. A lack of religion is exhibited in this present spirit of the times which is very disconcerting to careful observers.

Here then are two opposed views and you can take your choice.



# NEWS LETTERS

## DULUTH

S. J. SCHULTE - CORRESPONDENT

**E**LEVATOR men at Duluth and Superior and commission houses on this market have experienced the dulllest season so far in more than 20 years. On some days the elevators have not been receiving sufficient grain to make it worth their while to turn their wheels. Their expenses are at the same time at the peak as full crews are being carried at their houses. From the present outlook none of the houses are now hopeful of being able to show profits on their season's operations. That condition is being attributed to farmers withholding their grain from the market in the hope of some plan being promoted by Department of Agriculture at Washington that would operate to advance prices. Just how that can be brought about none care to hazard a guess.

Few business changes among firms on the Duluth market have been reported lately. The latest include the transfer of the membership of R. P. Woodworth to C. E. Thayer, vice-president of the Occident Terminal Elevator Company, and the membership of J. L. McCaull to W. F. Converse of the same elevator company. B. C. McCabe of McCabe Bros. & Co. has purchased the Board of Trade membership of A. Reed Ruby.

An interesting development on this market recently was the receipt at Consolidated Elevator E of a cargo of 230,000 bushels of Winter wheat from Chicago to be forwarded to Minneapolis millers. It was the first time in several years that a cargo of domestic wheat was received at an elevator here.

This market was visited recently by three members of a Canadian Royal commission who had been investigating at New York, Buffalo and Minneapolis charges that American wheat is being mixed at the elevators with Canadian Spring wheat passing through bond for export. The commission investigated the methods of handling grain on this market and elevator officials claimed to have been able to establish the improbability of any mixing having taken place at the terminals here. The point was also emphasized that no Canadian wheat has been received at an elevator here for subsequent export during the last two years. Last year a substantial quantity of Canadian was imported by millers for mixing purposes and was forwarded to Minneapolis. Duluth millers also used considerable Canadian wheat. The imposition of the present 30 cents duty has resulted in cutting off Canadian imports except in special cases.

Duluth commission men took a deep interest in the controversy aroused over the State Flour Mill at Grand Forks, N. D. having bought 70,000 bushels of Canadian wheat for mixing purposes in view of an agitation for advancing the duty to 45 cents having been started. The purchase of the grain for the North Dakota state elevator was made through McCabe Bros. & Co., of Duluth, who have an office at Winnipeg.

As illustrating how slow marketing over the territory is at present, an official of the Globe Elevator Company asserted in the course of a 76-mile auto run in the vicinity of Sauk Center, Minn., one afternoon recently, he did not see a single load of grain on the road nor did he see any wagons being unloaded at any of the country elevators he passed.

The promotion of co-operative marketing as a panacea for the farmers' ills is regarded by grain men on this market as more of a political dodge than anything else. It has come to the knowledge of the trade here that numbers of farmers who signed up to pool their wheat with a co-operative organization a year ago are now endeavoring to dodge their contracts through making transfers of their farms to their wives and by other means. Their experiences with co-operative marketing has led them to desire to market their present holdings of wheat through the regular channels.

Authorities in the grain trade here are of the opinion that the latest proposal of Secretary of Agriculture Wallace that a governmental agency purchase the estimated farmers' surplus of wheat over domestic require-

ments and sell it for export in competition with Canadian and other exporters will precipitate a hot fight and doubts are expressed regarding whether the measure would pass in the face of the opposition that would be put up. It is assumed that a howl would be raised by the farmers' bloc over the suggested provision that any loss that may be sustained should be assessed back on the wheat crop of the next year by a tax of so many cents a bushel similar to that paid on motor cars.

B. E. Baker, one of the veteran operators on the Duluth market, conducts a large farm near Spooner, Wis., from which he claims to be realizing satisfactory returns through going into dairying and stock raising on a heavy scale. His experience has convinced him that dairying and mixed farming is the solution of the farmers' problems in Minnesota and North Dakota. Baker estimates that this season he has a surplus of 12,000 bushels of corn available for marketing from a tract of around 250 acres seeded to that crop. Desiring to take advantage of the high spot market in corn at Chicago, Mr. Baker recently sent a sample to a commission house down there with a request for a bid upon it. He was surprised to be advised that the big price going was for old corn only. For new corn he found he could not expect a better bid than would net him around 65 cents a bushel at his loading station.

George G. Barnum Sr., one of the charter members of the Duluth Board of Trade, celebrated his 80th birthday on October 10. The crowd in the pit gave him a hearty ovation to which he replied with an expression of hope that his fellow operators would enjoy as good health and feel as chipper as he does when they attained his age. Mr. Barnum is still spry and is in daily attendance in his office or on the trading floor. His house has for years specialized in buying wheat for eastern millers and he claims to have seen scores of operators pass out during his long experience on the market.

Operators on the Duluth market have handled an unusual volume of dirty wheat and other grain so far this season, according to Russell Grey, chief state deputy grain inspector. His records show that a considerable percentage of the wheat is running light weight but it is of good milling quality. As showing the extent of the dirt penetration into the grain coming on the market, it was mentioned that an elevator bought a car of flaxseed recently that carried 48 per cent dockage. As a result of cleaners working overtime, this market is being glutted with screenings and in consequence they are now being offered at \$9.50 a ton, as compared with a quotation of \$15 early in the fall. Large tonnages of Canadian screenings are being offered and it is claimed that they could be contracted for by any buyers wanting them for little more than vessel freight charges from Fort William. A few lots of domestic screenings are appearing in sales from day to day, but nothing is doing in bonded.

The marked development in the demand for feeds in this territory was commented upon by R. M. White of the White Grain Company. That he attributed to the rapid development of dairying over the Northwest. Mr. White is looking forward to opening up trade in feeds and coarse grains for lake shipments in the eastern markets next season, provided the shipping companies make favorable freight rates. Recent correspondence with prospective buyers down that way has led him to feel confident that the trade can be worked up if persistently gone after.

With the heavy increase in the acreage planted to corn over Western Minnesota and North Dakota this year, elevator interests here are making plans that it is hoped will result in a substantial movement of corn to this market during the late fall and winter months. In the event of the Interstate Commerce Commission finally according Duluth the same rate as Chicago upon grain shipments originating in Kansas City territory this market will experience a good grain movement from that section during the present crop year.

Lake shipments from the elevators have been on a limited scale so far this fall but a spurt is looked for before the close of navigation. The rate from here for Buffalo delivery during late September and early October was down to 2¼ cents in bulk and 2½ cents in small lots. That compared with a rate of 5¼ cents early in the season. Contracts for space for late October shipments were reported to have been made at 3½ cents. Stocks of all grains in the elevators here now aggregate

12,000,000 bushels, including 4,500,000 bushels of wheat and nearly 5,000,000 bushels of rye. Practically all the rye held in the houses has been already sold for export and it will be moved out this fall.

Minnesota and Wisconsin grain inspection departments have come to an agreement under which inspectors from either side are permitted to probe cars for sampling with a view to facilitating reinspections. It is only a few weeks ago that a Federal grain inspection and sampling office was opened in Superior.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

**G**ROUND will be broken within the next month or so for a new Kansas City Board of Trade Building at the southeast corner of Tenth and Wyandotte streets. This announcement was made recently to directors of the exchange, following numerous conferences between the Building Committee of the Board and various real estate interests that had prospective sites. The decision to go into a new building ends years of discussion on the subject. At least four times in the past 10 years or so it was thought that plans had practically been completed for a new home. Each time, however, the deals were held up by inability to agree on details.

The structure, which is to be erected by Mrs. Rodella Twilight Lease, will represent an expenditure of approximately \$1,500,000 and will require about a year to build. Mrs. Lease has other extensive holdings in the business district. The contract commits the Board of Trade to a 20-year lease on the trading floor in the proposed building and to a participation in the financing of the structure by a \$250,000 loan, all conditioned, of course, on the completion of the structure by Mrs. Lease. The matter was negotiated by a committee from the Board of Trade of which John Fennelly was chairman.

The site, now occupied by parking stations, was assembled for Mrs. Lease at a cost of \$178,700. The land was purchased from four owners. Immediately south of the new Board of Trade Building Mrs. Lease will erect a three-story garage for the convenience of the tenants. The structure will also serve to protect the south exposure. The building will be the second largest grain exchange home in the United States, only the Minneapolis Grain Exchange exceeding it.

A total of 160,000 square feet of floor space, including the trading hall, will be available for rental space. Grain interests have indicated that members' offices would take the greater part of this, leaving the remainder to be leased to affiliated interests until needed for grain offices.

The building as planned will be of brick and terra cotta, with selected brick on the east and south sides. The interior will be finished throughout in Philippine mahogany. Six large elevators will be installed. The frontage of the building is fixed at 142 feet on Tenth street and 145 feet on Wyandotte. The trading hall will occupy the entire south wing of the twelfth floor. This floor area which included the grain pit and cash wheat section will be 7,800 square feet, which is 1,200 feet larger than the old trading hall. The present Board of Trade has a total of 66,000 square feet which included the trading hall.

In addition to housing the grain and allied industries, the new building will bring together the Federal Grain Inspection office, the Kansas State Grain Inspection office and the office of the State Warehouse Commissioner of Missouri. All are now in different buildings.

Carlots of white corn sold at 96 cents the first of the month, the highest price obtained at Kansas City since early in November, 1922. A Texas mill paid the record price.

Predictions of a sharp reduction in the Winter wheat acreage, as a result of the unsatisfactory returns this season, have been modified somewhat in the Southwest recently. The market has advanced a little and good wheat is now worth about a dollar to the farmer, not an entirely satisfactory return, but decidedly better than early in the year, when 75 cents was the best obtainable in many localities. Another

factor of more importance in determining the wheat acreage has been the weather. Practically all sections have received soaking rains and the soil is in excellent condition for fall plowing and seeding.

Export activity has been practically at a standstill at the Gulf for weeks and dealers at Kansas City expect no further trade of importance as long as Canadian wheat is pressing on the market, a condition which promises to last the rest of the season. A little short covering has been reported from time to time, but the amounts involved were not important. The domestic basis generally is above export bids.

A commission appointed by the Canadian Government to study marketing in this country was at the Kansas City Board of Trade October 4 and 5, conferring with Board of Trade officials and grain dealers. Inspection methods, especially the protein and gluten tests, received particular attention. Dockage and the service rendered by country elevators and co-operative societies were discussed at length.

The commission went to Manhattan, Kan., from Kansas City. After Manhattan the eastern markets were to be visited, where recent charges that Canadian grain was being mixed with low grade American wheat for export orders were to be investigated. The commission consisted of: Dean W. J. Rutherford of Saskatoon; Dr. D. A. MacGibbon of Edmonton; R. J. Deachman of Calgary; H. A. Halpin of Ottawa, and D. D. Young of Winnipeg.

Alfred G. Hertz of the Hall-Baker Grain Company has brought the Board of Trade membership of W. O. Brackett, who is now with the Ft. Worth Elevator of Ft. Worth, Texas. The consideration was \$7,300, including the transfer fee of \$500.

A branch office of the Farmers' Union Jobbing Association has been established on the Omaha Grain Exchange in charge of C. E. Fisher, who was with the Kansas City office three years.

The Reserve, Inc., a \$300,000 company operating a flour warehousing and forwarding service, was placed in receivership recently. H. A. Sterling, president of the Rodney Milling Company, was appointed receiver. The company has one of the largest flour blending plants in the country. George C. Shane is president and Fred O. Shane is vice-president.

Kansas City dealers sold more than 1,500,000 bushels of corn to southern feeders for January delivery, according to estimates made at the Board of Trade. Prices generally ranged from 67 to 69 cents, or 5 cents over the Kansas City December price.

In replying to a recent statement of Senator Capper of Kansas that grain growers of that state are receiving only 80 to 90 cents for their wheat, out of which 22 cents a bushel freight is to come, President Storey of the Santa Fe says in a letter: "I find your statement utterly erroneous. I have taken the average spot quotation for No. 2 Hard wheat at Kansas City for the entire months of July and August and the first half of September. I deduct from this average the freight rate from the large wheat producing counties in Kansas to Kansas City which is 11½ cents a bushel; also I allow 1½ cents for commission at Kansas City and 4 cents for the country elevator profit, thus making a total deduction of 17 cents from the Kansas City quotation. The net for the Kansas farmer is 84¾ cents. If he can get this price at his home town the 22-cent freight rate should not be deducted, as stated in your purported interview."

Dr. J. W. T. Duvel, Grain Exchange Supervisor for the Department of Agriculture, said while at the Board of Trade recently, that plans are now being made at his office to recommend daily reports of the total volume of grain sales in the pit, similar to information relating to the stock market. This information would be of great value to everyone interested in grain, especially grain men and farmers, he said. Dr. Duvel stated that a branch supervision office would be placed in Kansas City eventually. Reports are made through the clearing house at present.

The Kansas City plant of the Corn Products Refining Company recently loaded out about 200,000 bushels of corn from its elevator. Part went to other plants and the balance was sold at the Board of Trade. This is the first time the company has ever resold any of its stock of corn. The reselling was due to the fact that the company does not expect to resume operations soon and to fear that the grain might get out of condition. The grain sold at the Board of Trade met a ready demand.

David C. Logan has sold his interest in the McCord-Logan Grain Company to John M. McCord, who is entering the firm with his brother, C. F. McCord. The firm name will remain unchanged. Mr. Logan is leaving the grain business.

F. E. Hipple of Hutchinson, Kan., died at his home recently after an illness of three weeks from a stroke of paralysis. He was 62 years old and had been

a resident of Hutchinson 30 years, 20 of which had been spent in the grain business. He was president of the Hutchinson Terminal Elevator Company and the Liberal (Kan.) Elevator Company. He is survived by three brothers, Fred W. Hipple of the Hipple Grain Company of Kansas City; I. D. and G. C. Hipple, both of the Security Elevator Company of Hutchinson.

John Stark, vice-president of the Mid-Continent Grain Company, was elected a director of the Grain Dealers National Association at the recent annual convention at Des Moines. The Kansas City delegation included: E. R. Stripp, John Stark, E. E. Klecan, Oscar Cook, M. J. Lawless, H. A. Fowler, F. B. Godfrey, C. M. Woodward, Cort Addison, W. M. Sloan, F. W. Hipple, R. A. Kelley, J. A. Theis, J. B. Bracken, Oliver Denton, E. L. Morris, M. C. Fears, and W. O. Atkeson.

Total deliveries on September contracts at Kansas City were 1,054,000 bushels of wheat, 58,000 bushels of corn and 130,000 bushels of oats.

Beginning October 1 the Kansas City Board of Trade resumed its former hours of opening at 9:30 and closing at 1:15. In the summer for several years it has advanced its schedule one hour in order to conform with Chicago and New York which observe "new time."

Wheat receipts at Kansas City in September, 4,401 cars, were less than half as much as in August and were 28 per cent smaller than a year ago. Compared with the 10-year September average, there was a decrease of 23 per cent.

**NEW YORK**  
C. K. TRAFTON - CORRESPONDENT

MUCH gossip or vague talk has been heard in the feed market recently about increased offerings of bran from South America. It was alleged that prices for domestic feed had been held down because it had become possible to buy bran from Argentina or Chile at lower cost. Still, there were astute members of the trade who claimed to be extremely skeptical, stating that the quantity for export in those countries was small. Then there were other dealers who seemed convinced that the importations would be heavier were it not for official restrictions. It was asserted that much more feed could be brought here if it were permissible to use second-hand bags without their being boiled. Moreover, there were said to be other and even more formidable obstacles. In other words, importations were prohibited unless the feed was loaded direct from the mills into ocean vessels; obviously to prevent the feed from coming into contact with any disease that would be detrimental to livestock here.

Alexander G. Lewi has been elected to membership in the New York Produce Exchange and will be one of the representatives of B. F. Schwartz & Co., Inc., feed and grain brokers and receivers. He is the son of Franklin L. Lewi, who is president of the Buckwheat Feed & Grain Corporation.

Many members of the grain trade on the New York Produce Exchange were sorry to hear that their old friend and associate, Fred M. Bennett, had ceased to be manager of the New York office of Lamson Bros. & Co., commission merchants of Chicago and New York. Mr. Bennett had held this position for nine years.

Thomas G. Sinnott, secretary and treasurer of Thomas G. Sinnott's Son Company, Inc., flour receivers, has resigned as an officer and director of the corporation. This had no particular significance as it merely meant that the corporation had gone out of existence and the business would be conducted by T. G. Sinnott alone.

Karl Nischk, according to an announcement on the New York Produce Exchange, recently severed his connection with Jules J. Picard, who has for the past year or more been shipping wheat and other grains to Europe, especially Switzerland. Recently Mr. Picard went back to Europe, but whether he intends to return soon or close his offices here has not been announced. Mr. Nischk has entered into a new partnership with A. D. Braham & Co., Inc., export brokers, of which A. D. Braham is president and Mr. Nischk vice-president.

Clarence H. Penny has severed his connection with the old grain commission firm of Parker & Graff on the New York Produce Exchange.

Edwin A. Weed, for many years an active member of the local grain trade on the New York Produce Exchange, having been connected with the Nye-Jenks Grain Company and with The Grain Growers Export Company, Inc., has become associated with Charles Costenbader and Fred L. Hebert, managers of the local office of the Cargill Grain Company, which took over

the business of the Taylor & Bournique Company. Mr. Weed's principal duties will be to handle the grain sold by the firm to exporters on the Produce Exchange.

Arthur S. Roberts of the old flour receiving firm of Cowing & Roberts has been elected to membership in the New York Produce Exchange. Mr. Roberts is a son of the venerable Frederic E. Roberts, who passed away some months ago, and has been connected with the firm since boyhood, or for about 30 years. During the past four or five years he has been particularly active, his father's advanced age making it necessary for him to assume many of his responsibilities. Consequently he enters the firm as a partner with a thorough knowledge of the business.

The Board of Managers of the New York Produce Exchange has elected the following applicants to membership: William S. Dooner of the Chesapeake Export Company, Inc., grain exporters; Edward V. Pember of Robinson & Sweet, wheat receivers and exporters; Franz Eberle, grain broker; L. W. Zimmerman, broker; Donald M. McCready, broker. The following applications have been received for membership in the Exchange: Henry B. Clarke, grain; Edward E. B. Adams, of E. F. Hutton & Co., commission merchants on the leading stock and commodity exchanges.

Leslie F. Gates, formerly president of the Chicago Board of Trade and a prominent member of the firm of Lamson Bros. & Co., grain commission merchants, was a visitor on the New York Produce Exchange early in October. It was assumed that his trip was mainly in connection with the proposed Government action to assist grain farmers by some scheme to maintain prices.

Charles Rockwell, formerly an active member of the local feed trade, was cordially welcomed recently by his many old friends on the New York Produce Exchange. In recent years he has been one of the principal traveling representatives of the J. J. Badenoch Company, feed manufacturers and distributors of Chicago. He stated that he had recently taken an automobile trip with his family to Pasadena, Calif., but in spite of the fact that they have taken a permanent residence in that city he will continue his interest in the feed trade.

Members of the New York Produce Exchange, and especially in the flour trade, were much interested recently to learn that Robert S. Holt, son of Philetus Holt, vice-president of the Exchange, had gone with the old export house of Middleton & Co. This is a sequel of the passing of the firm of Holt & Co., said to be the oldest flour receiving and exporting house in the country, which was recently absorbed by the Raymond-Hadley Corporation. As previously stated, the retirement of this old concern was a cause of much regret.

The Annual Fall Tournament of the New York Produce Exchange Golf Club which was held late in September at the Knollwood Country Club, White Plains, N. Y., was an occasion of great interest and resulted in spirited competition. The Barber Cup, 36 holes, was won by Charles McWatty with a gross score of 195, net 157. The contest for the Todd Gold Medal (selected 18 holes) resulted in a tie between C. M. Fetterolf and H. A. Langben; score, 72. The A. Houtman prize was won by Robert B. Gentles; gross score 89; net 73. The Morning Handicap resulted in a tie between George Bress and A. Houtman; gross score 100; net 70. Third place went to W. L. Walther; gross 104; net 74; fourth, Harry P. Kidd, gross 88; net 76; fifth, C. H. Kunze, gross 101; net 76. The Afternoon Foursome was won by G. F. Earle and George Cox; gross 86; net 71. H. C. Halsted won the Kicker's Prize after a tie with C. E. Halsted, George Rossen, James Barber, R. C. Blancke, H. M. Fowler and Wm. Heyman.

Members of the grain, hay and feed business, not only on the New York Produce Exchange but in other markets, were pleased to hear that their old friend and associate, John V. Jewell, had been elected president of the Williamsburg Savings Bank of Brooklyn. For many years Mr. Jewell had been prominently identified with the distributing business in Brooklyn, having started with his father in the firm of D. Jewell & Son in early life. He was a member of the Produce Exchange for many years, but recently sold out his business to the old house of W. K. Voorhees Grain Company, having become so keenly interested in financial matters that he decided to devote all his time to banking.

G. C. Krause, formerly of Cake & Krause, has entered into partnership with S. R. Strisik under the firm name of S. R. Strisik & Co., flour receivers and mill agents.

George Schnur, grain trader on the Chicago Board of Trade, who was a recent visitor on the New York Produce Exchange, made the trip to this city by automobile and returned to Chicago in the same fashion by way of Atlantic City.

Members of the grain trade were much interested recently to hear of a series of spirited tennis matches played on the courts of James Norris, president of the Norris Grain Company, at his home at Mattituck, Long Island. It seems that Mr. Norris had invited the competitors to settle the argument as to their prowess, and after a keen struggle the doubles were won by Mr.

Norris and A. E. Scoltock of the New York office, over Walter Trappe and Tom Malloch of the Chicago office, and Leonard C. Isbister, a local broker, and T. T. Hunter. Some amusement was afforded by the fact that while Mr. Norris and his partner were winners he was eventually a loser because he had to feed the players and it was said that their appetites were so enormous as to give rise to a story that they had recently returned from some famine-stricken region in Europe.

Other Chicago visitors registered on the New York Produce Exchange during the past month were: Harvey S. Austrian, vice-president of Rosenbaum Brothers, grain merchants; F. H. Babcock, of Thomson & McKinnon, grain merchants; Joseph F. Lamy of J. F. Lamy & Co., commission merchants; Arthur W. Cutten, grain commission; Frank Schreiner of Schreiner & Co., grain commission; Paul Picard of Jackson Bros. & Co., grain commission; J. I. Syme of Bartlett Frazier Co., commission merchants.

The death was announced on the New York Produce Exchange early in October of Ely Bernays, aged 63 years. Mr. Bernays had been active in the grain trade for many years, chiefly as an exporter, largely to Germany. He retired in 1915, doubtless, it was said, because he had suddenly amassed a fortune. This brings to mind the old adage that it is an ill wind that blows nobody good. In short, it was asserted that Mr. Bernays had been a large gainer through the vicissitudes of the war. As the story goes, he had been purchasing several cargoes for shipment to Germany but they had been held up soon after the war began and it suddenly became impossible to get the wheat delivered into Germany. Therefore, when prices jumped up in spectacular fashion as everyone is well aware, Mr. Bernays was fortunate enough to find himself the possessor of large quantities which he, of course, unloaded in due course.

Alfred Ettliger, president of the Chesapeake Export Company of New York and vice-president of the Rosenbaum Grain Corporation of Chicago, gave a luncheon late in September at the New York Produce Exchange Luncheon Club to about 50 friends and associates in the grain trade on the Produce Exchange. This was in the nature of a "bachelor's luncheon" in anticipation of his wedding on September 26 to Miss Leona Jane Hertz, daughter of Mr. and Mrs. John D. Hertz, at her home at 3400 Sheridan Road, Chicago. Needless to say, the luncheon was a decidedly jolly and satisfactory affair, although many of Mr. Ettliger's friends expressed much regret because of his decision to reside in Chicago after the completion of his wedding trip to Hawaii and other points of interest, which will probably cover about four months. It was said that his activities would be transferred to the Chicago market after his return, but thus far nothing was said anent his possible successor here. During his connection with the New York trade he has made numerous friends because of his kindly disposition and business integrity.

## BUFFALO

ELMER M. HILL CORRESPONDENT

FANCY prices are being demanded by Great Lakes vessel owners for tonnage to move the Canadian grain crop from Fort William and Port Arthur to Buffalo for winter storage. Only a few wild carriers are engaged in this trade and rates as high as 6 3/4 to 7 1/4 cents are being exacted from grain shippers in the Canadian Northwest. There has been some inquiry for tonnage at Duluth and Chicago but few charters have been made this month. Grain carriers operating between Duluth and Buffalo are getting 3 1/2 cents and the same rate is being paid between Chicago and Buffalo.

Latest seed prices in the Buffalo market are: Choice Timothy, \$3.75@4.00; Clover, \$13@14; Alsike, \$9.75@10.50; Alfalfa, \$12@12.50 per bushel.

Safety work in grain elevators was discussed at one of the sectional meetings held in Buffalo in connection with the twelfth Annual Safety Congress of the American Safety Council. Methods of elevator construction to prevent possibility of dust explosions were related by Federal experts who have been making a study of the subject for several years. Plans for a more intensive safety campaign to be conducted next year were outlined by L. A. DeBlois of Wilmington, Del., newly elected president of the American Safety Council. The new president is safety manager of the E. I. du Pont de Nemours & Co., and has been active in safety work for eight years.

Buffalo's grain, flour and feed market has been active this month. All wheat futures are higher but millers are not buying on the advance. Oat futures also were marked up early in the month. Barley and corn receipts have been light but western offerings of barley are very strong with upward tendency. The feed market has been very firm and the latest quotations in less

than car lots are: bran, per ton, \$35; standard middlings, \$35; flour middlings, \$37; Reddog, \$39.50; cornmeal, coarse, \$42.50; cracked corn, \$41.50; hominy, white, \$40.50; hominy, yellow, \$40; oilmeal, per ton, 32 per cent, \$47, and cottonseed meal, per ton, 43 per cent, \$56.

The flour market is steady. Latest quotations in one-half cotton sacks, wholesale are: best patent, \$7.50; bakers' patent, \$7.25; first clear, \$6; pastry, \$6.50; Graham, \$6.50; rye flour, white, \$4.75; rye flour, dark, \$4.50.

The hay market has been dull. Latest quotations are: No. 1, per ton, \$18@18.50; No. 2, \$15.50@18; mixed hay, \$15; oat straw, \$11.50; wheat straw, \$10.50, and rye straw, \$13.50.

The Consolidated Feed Dealers Association, Inc., of Buffalo, has brought suit against the Western Union Telegraph Company for \$1,000 for losses alleged to have been sustained by reason of incorrect quotations on certain grain. The company claims to have sustained a loss of \$1,650 through the alleged incorrect telegram.

Plans for the erection of a state grain elevator at Tonawanda or North Tonawanda at the western terminal of the New York State Barge Canal are under consideration by upstate members of the state legislature. A bill already has been drafted for introduction into the legislature this winter which would provide for the appropriation of funds for the purchase of the necessary site and for the immediate construction of a grain storage elevator somewhat similar to the elevator opened a year or more ago by the state at Gowanus Bay, New York. The bill has been drawn by Judge N. D. Fish. Representatives of the state engineer's office and the department of public works at Albany have inspected several available sites in Tonawanda and North Tonawanda. Upstate grain interests point out that there are certain seasons of the year when terminal elevators at Buffalo are clogged with grain and it is with difficulty that cargoes can be unloaded into canal carriers for shipment to the tidewater. A grain elevator at the western terminal of the state waterway would do much to facilitate the movement of grain east via canal, grain interests say. The tentative plans provide for an elevator from 500,000 to 750,000 bushels storage capacity with a direct spouting system so grain can be loaded into canal barges of 1,000 tons' capacity.

The Pioneer Steamship Company has brought suit in County Court at Buffalo against the Canada Atlantic Grain Export Company, Inc., the Western Elevating Company, Inc., Louis Dreyfus & Co., William H. Miller & Co., Inc., the Williamson Forwarding Company, for \$14,000 damages for alleged delay in unloading the grain carrier *Martin Mullen* during the congestion of grain in the harbor. The steamship owner wants \$1,000 a day for each of the 14 days the vessel is claimed to have been unreasonably delayed with her cargo of 100,000 bushels of wheat from Fort William, Canada. Another action of similar nature, charging excessive delay in Buffalo, is brought by the Pioneer Steamship Company, against the Electric Grain Elevator Company, the Grain Growers Export Company, Inc., Louis Dreyfus & Co., and the Williamson Forwarding Company, in an effort to collect \$26,500 for 17 1/2 days delay at the rate of \$1,500 per day. The steamer *C. H. Hutchinson* is claimed to have been delayed with her cargo of wheat from Fort William to Buffalo.

The Royal Grain Inquiry Commission of Canada has decided to visit Kansas City, Minneapolis, Duluth, Buffalo and New York City for a searching investigation of charges that wheat mixing is going on at the ports named. Several witnesses already have testified before the commission that Canadian wheat sent across the border was mixed with low grade American grain, to the detriment of the product and the gain of the American exporter. Edwin M. Husted, president of the Buffalo Corn Exchange, says he does not believe there is any such mixing of grain in Buffalo. He explained that the Federal commission has thoroughly investigated the situation. He said that in the first place Buffalo elevators do not own wheat, so it would be of no advantage to them to mix Canadian and American grain. Mr. Husted said he could not see how the cities of Kansas City and Minneapolis could be guilty of the charges, as grain is inspected after leaving those ports. Riley E. Pratt, of the Superior Elevator Company, says charges of a similar nature have been in circulation for more than a year and the Royal Grain Commission in Canada had never been able to substantiate the charges. He explained there is no incentive to mix wheat in local terminal elevators.

The Consolidated Feed Dealers Association of Buffalo has changed its name to the Consolidated Feed & Grain Company, Inc. The Supreme Court in Buffalo has approved the change in the name of the corporation. The court order was granted upon petition of Richard W. Werner, attorney for the company.

New York state newspapers commenting upon the war between steamship lines operating grain carriers upon the Great Lakes and the Dominion Government relative to the new Canadian regulation which provides that lake lines must file a tariff, say that there is no valid reason why lake commerce should not be subject

to Government supervision. The question is asked, "Why should only the railroads be regulated in the matter of service and rates?" It is pointed out that American vessels carrying grain from Fort William to Buffalo are collecting from 5 to 6 cents. The Canadian Government and the shippers are willing to pay almost anything to avert a blockade of grain at the Head of the Lakes. The Canadian boats alone could move only 60,000,000 bushels of the estimated 175,000,000-bushel crop.

The steamer *Twin Ports*, owned by McDougal, of Duluth, arrived in Buffalo en route to New York City via the Welland Canal, Lake Ontario and the Oswego Canal. The ship was carrying 50,000 bushels of rye. The *Twin Ports* is a new type lake grain carrier. She is 258 feet long with a 42-foot beam and 14-foot hold. She is equipped with Diesel engines and will engage in the lakes-to-the-sea grain carrying trade.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

AN irregular situation appears in the grain receipts at Milwaukee, some grains showing an increased supply over last year and others showing rather important declines. The receipts of oats at Milwaukee for the month of September were 2,731,200 bushels as compared with receipts of 1,804,095 bushels for the corresponding month a year ago. The receipts of barley for the past month were 1,191,320 bushels as compared with receipts of 889,540 bushels for the corresponding month a year ago. On the other hand, the receipts of corn for the past month have been only 1,737,580 bushels as compared with receipts of 2,104,460 bushels for the corresponding month a year ago. The receipts of wheat were 387,000 bushels as compared with receipts of 495,600 bushels for the corresponding month a year ago. The receipts of rye at the Milwaukee market for the past month were 110,370 bushels, as compared with offerings of 193,855 bushels for the corresponding month of last year.

Taking the aggregate of receipts of the five leading grains the total for September just passed was 6,158,000 bushels as compared with receipts of 5,487,000 bushels for September a year ago. The net gain in receipts was 671,000 bushels over the offerings of last year. The supply of oats and barley was so large as to offset the declines in receipts of rye, wheat and corn.

Oats is apparently by far the most popular grain in current marketing with an advance over last year of 50 per cent. Next in line comes barley with a gain in receipts of about 34 per cent over the figures for September a year ago. Rye is apparently the least active grain from the standpoint of Milwaukee, marketing with a decline of 43 per cent from the figures of last year. The decline in wheat for the month was approximately 22 per cent, whereas the drop in corn marketing was 17 per cent, though this was the largest decline from the standpoint of volume.

While grain traders say the marketing of grain is still light, the actual figures for the month of September show that at the Milwaukee market the receipts were 12 per cent above the supply last year and the total of grain receipts was over 6,000,000 bushels, or at the rate of more than 72,000,000 bushels annually.

Turning to the side of shipments, the figures for September show oats shipments of 2,397,236 bushels as compared with shipments of 1,331,910 bushels for the corresponding month of last year. Shipments of barley from Milwaukee for the month of September aggregated 395,135 bushels as compared with shipments of 356,857 bushels for the corresponding month of last year. The shipments of corn were 1,487,531 bushels as compared with shipments of only 1,065,911 bushels for the corresponding month of last year. The shipments of wheat for the past month were 162,533 bushels as compared with shipments of 292,981 bushels for the corresponding month of last year. The shipments of rye were 83,720 bushels as compared with shipments of 132,952 bushels for the corresponding month of last year.

Three of the principal grains showed increases in shipments from Milwaukee for the month of September, 1923. Oats led with a gain in shipments of more than 1,000,000 bushels; barley shipments gained about 40,000 bushels and corn shipments gained approximately 400,000 bushels. The declines in September shipments were 130,000 bushels of wheat and 50,000 bushels of rye. The aggregate of grain shipments from Milwaukee for September, 1923, was 4,526,155 bushels as compared with shipments of 3,180,611 bushels for the corresponding month of last year. The gain in shipments for the month was approximately 1,340,000 bushels, while receipts gained 671,000 bushels. In round numbers, receipts of grain for September were 6,158,000 bushels, while shipments were 4,526,000 bushels.

The grain in store at Milwaukee as announced for October 6 shows stocks of 466,000 bushels of wheat in round numbers, 161,000 bushels of corn, 1,176,000 bushels of oats, 258,900 bushels of barley and 221,000 bushels of rye. Holdings of grain are fairly large with

almost 500,000 bushels of wheat and more than 1,000,000 bushels of oats. The corn supply is especially light, with only about 160,000 bushels.

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The Milwaukee flour milling output for the past week was 5,000 barrels as compared with 4,000 barrels in the previous week and 10,200 barrels for the corresponding week of last year. Flour mills are only half as active as they were last year for this season of the fall.

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Important advances have recently taken place in the prices of the various leading grains at the Milwaukee market. For the first time in many months all the grains are selling at higher quotations than a year ago.

No. 3 barley has been selling recently at Milwaukee at 73 to 77 cents a bushel which compares with a ruling rate of 61 to 67 cents a bushel for the corresponding day a year ago. No. 3 White oats has been selling at the Milwaukee market at 43 to 44 cents as compared with a quotation of 39 to 40 cents for the corresponding time of last year. No. 2 rye has been selling at 74 cents a bushel while the price for the corresponding time of last year was 73 cents. No. 2 Yellow corn has been selling recently at the Milwaukee market at the enormous price of \$1.05 to \$1.06 a bushel as compared with a ruling price of only 68 cents a bushel for the corresponding time of last year. No. 1 Dark Northern wheat has been quoted recently at the Milwaukee market at \$1.24 to \$1.33 a bushel as compared with ruling prices of \$1.17 to \$1.24 for the corresponding date a year ago.

Corn, of course, leads all the grains in price advances with a rise of 55 per cent over last year. Next in line comes barley with an advance over 1922 of about 15 per cent. Third stands oats with a gain over last year in prices of about 10 per cent. Fourth in the way of increases comes wheat with an advance of about 7 per cent. Fifth and last is rye with a gain of approximately 1 per cent over the prices of last year. Price gains are not large, ranging only from 1 to 15 per cent, except for corn which has gone up more than 50 per cent.

Grain men point out that the farmers should be in better condition than last year, especially those who have grain to sell, as the market is fully 10 per cent better than last year as a general average.

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The movement of hay at Milwaukee has been light for the past month with receipts of only 1,056 tons as compared with receipts of 1,200 tons for September of last year. The shipments of hay were 528 tons for September as compared with shipments of 1,296 tons for September of last year. Timothy hay is selling in a strong market with the choice quoted at \$22.50 to \$23 a ton and the supply not large.

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Feed receipts at Milwaukee for the past month show a slight gain with 10,370 tons received as compared with receipts of 9,902 tons for the corresponding month of last year. The shipments of feed from Milwaukee for the past month were also larger with 19,185 tons as compared with shipments of 17,999 tons for the corresponding month of last year. The gain in feed shipments was almost 1,200 tons when compared with September, 1922. Shipments were therefore almost twice as large as receipts.

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The receipts of malt at Milwaukee for the past month were small in volume with only 24,600 bushels as compared with receipts of 62,700 bushels for the corresponding month of last year. The shipments of malt from Milwaukee for the past month were 383,400 bushels as compared with shipments of 484,000 bushels for the corresponding month a year ago. The decline in malt shipments was therefore a little more than 100,000 tons. Receipts of malt of 24,000 bushels in round numbers compared with shipments of more than 383,000 bushels. The monthly shipments were at the rate of less than 5,000,000 bushels a year, which is a rather low figure.

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In a single week corn advanced 11 cents a bushel in the Milwaukee market because the stocks of this grain are practically exhausted and there is a vigorous demand from the various industries which consume corn. The movement of corn has also been light so that the market is extraordinarily strong.

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The stocks of flour at Milwaukee are way down again with approximately 25,000 barrels at the opening of the month as compared with stocks of 89,000 barrels a month ago, 123,000 barrels a year ago, and 26,000 barrels two years ago for the same date.

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The October rate of interest has been fixed by the Finance Committee of the Chamber of Commerce of Milwaukee at 6½ per cent. This is the same as the rate which has prevailed for many months and it indicates that the money market is stabilized.

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W. H. Finley, president of the Chicago & Northwestern railroad, recently made an address at Milwaukee in which he made an ardent plea for a square deal for the railroads of the country. The address was read by W. C. Johnson, vice president of the railroad.

Mr. Finley asserted that the business men of the country should rally to the support of the railroads as an institution which must be saved and protected and developed if the country is to carry on its com-

merce successfully. He asked grain men, shippers and citizens in general to help reduce the number of legislative restrictions which have been thrown around the roads. He urged that everything possible be done to protect the credit of the railroads so that they can get funds for development work when money is needed. He urged justice for railroads just as every other institution under the constitution is entitled to right and justice.

To show how the companies stand, Mr. Finley asserted that the railroads have the largest investment for each dollar of business done of any industry in the world. He declared the railroads have the lowest capital in proportion to assets of any industry in the world. The railroads also have the lowest return on capital of any industry in the world, he maintained. The railroads have the highest taxes in proportion to their income of any industry in the world, he also stated.

The attacks on the railroads, Mr. Finley added, are designed to nationalize the system, a step clearly in the direction of Socialism and a step which would endanger the very safety of the Government itself, he maintained. He argued that the country is paying heed to the cries of distress of the farmers. And he said equal attention should be given to the troubles of American railroads if they are to survive and to serve the country fully.

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The Milwaukee members of the Chamber of Commerce who attended the Grain Dealers National Convention recently held at Des Moines include E. H. Hiemke, F. B. Bell, R. G. Bell, L. J. Keefe, F. H. Spearman, Jr., P. P. Donahue, O. R. Sickert, J. H. Mallon, J. P. Hessburg, H. Wissbeck, J. J. Murphy, A. E. Bush, J. M. Riebs, Jr., M. H. Ladd, A. A. Breed and Secretary Harry A. Plumb.

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Milwaukee's lake commerce will some day become centralized at Jones Island and on the Menominee River, instead of on the Milwaukee River as at present, according to William George Bruce, president of the Milwaukee Harbor Commission, who made an address before the South Division Civic Association. Mr. Bruce said further that when the Great Lakes-Atlantic waterway becomes a reality, as it surely will, Jones Island will be a far more convenient place to load grain and other goods for shipment to Europe. He pointed out that the river is narrow, crooked and congested. He also predicted that lighters will ultimately be used to ply back and forth from the river to the large warehouses along the Menominee Canal and on Jones Island. As for the Drainage Canal fight, Mr. Bruce declared that he was confident that the courts would find in favor of the Great Lakes shipping interests and finally restore the lake water level to its previous heights.

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The remodeling and extension of the Milwaukee outer harbor breakwater will be under way within a short time, according to Maj. Gilbert Wilkes, United States engineer. The contracts are expected to be awarded in a few days, Major Wilkes said.

Among the first improvements to be made at the Milwaukee Harbor will be that of replacing 700 feet of wood breakwater with concrete and the building of a wing 1,000 feet long which will complete the north side of the basin. A similar wing extending south will be built later. The cost of the present building will be in the neighborhood of \$400,000. The rest of the breakwater will be built, it is expected, in 1924 and 1925, according to Major Wilkes.

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A program has been arranged tentatively for the Great Lakes Harbor Conference which will be held in Milwaukee on October 18 and 19. The meeting will be held in the Council Chamber of the City Hall, and all cities bordering on the Great Lakes have been asked to send delegates. Mayor Hoan will aid in opening the meeting. The legal aspects of water diversion by the drainage canal will be discussed by the attorney general of Wisconsin, Herman L. Ekern, and by M. A. Dougherty, the attorney general of Michigan. Prof. F. C. Blood, who has been making a survey of the Milwaukee Harbor, will speak on "The Objectives of a Commercial Harbor Survey."

The objects of the conference will be to preserve the levels of the lakes as far as possible, to promote harbor development and port efficiency at all of the Great Lakes harbors, to make all the harbors of the lakes co-operate in all matters possible for their common good and to co-ordinate rail and water systems wherever this can be done to good advantage.

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The latest reports indicate that the Winter wheat and rye of Wisconsin are coming up well and both grains are flourishing. There has been an abundance of rain in recent weeks and the winter grains of Wisconsin will go into the winter season better watered than they have been for many years.

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The Milwaukee Chamber of Commerce will take part in a case involving alleged discrimination on grain rates in favor of the Kansas City market. The case involves the Des Moines Board of Trade and certain southwestern railroads. If lower rates are granted from this territory to Kansas City, Chicago and Milwaukee will demand that similar low rates be granted to these grain markets. This case is considered very important by the Milwaukee grain experts and every preparation possible will be made to help win the case for the local

grain interests. The date for the hearing before the Interstate Commerce Commission has not been fixed as yet, according to the transportation department of the Milwaukee Chamber of Commerce.

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Reports from Wisconsin indicate that the corn crop will not be equally good in all parts of the state. Some areas of the state have prospects for bumper yields but the crop for the entire state is expected to be 9 per cent less than last year. In the northern and southern parts of the state the yield will be good, but about 15 counties in the central part of the state were hit by dry weather at a critical time which cut down the final yield materially.

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Grain traders of Milwaukee are keenly interested in the announcement that the Pere Marquette will add two more large car ferries to its cross lake service. The ships are now being built by the Manitowoc Shipbuilding Corporation. One of the ships is expected to go into service about March 1 next year and the other about August, 1924.

Due to the size of these ships, it is expected that the capacity of the Pere Marquette line will be increased about 50 per cent. The boats will be 360 feet long and will carry 26 cars, or two more than are carried by the present vessels. The greater speed of the new ships will also be a material factor in increased capacity. The new vessels will cost about \$1,750,000 and will make the total Pere Marquette cross-lake fleet seven ships. The new ships are expected to be of considerable importance to the Milwaukee grain trade.

\* \* \*

Among the new members of the Milwaukee Chamber of Commerce is William F. Koepp, who is attached to James E. Bennett & Co.

\* \* \*

A new wholesale flour concern has been started in Milwaukee, to be known as Kern & Manschot. The office will be at 228 East Water street. Connections will be established with mills in the Northwest and also with mills in the Winter wheat belt of the Southwest.

**CINCINNATI**  
HARRY A. KENNY CORRESPONDENT

THE spot wheat market at most centers during the past month was easier in sympathy with lower options, though receivers generally reported receipts and country offerings to arrive as smaller. Reverse conditions, however, prevailed here, and the market in spite of the option break remained steady to firm, and prices relatively higher than all competing centers. The demand was exceptionally good for all grades and the buyers especially eager for No. 2 Red for immediate use for southern and nearby mills, who showed a decided preference for Ohio, Indiana and Illinois grown grain because of the more desirable quality.

The demand for corn about equalled the moderate receipts, and prices remained fairly steady but the market was easy in tone throughout the month and larger offerings would probably have resulted in lower prices, as buying was only for immediate needs. Receipts of oats showed a slight increase but the demand was improved and a firmer market prevailed. Mill feeds showed a slight improvement in demand and prices over the preceding month. Stocks of grain in first hands at Cincinnati, on October 6 are as follows; wheat, 578,922 bushels; corn, 46,980; oats, 89,361 and rye, 7,530.

\* \* \*

Henry Brouse, vice-president of the Perin-Brouse-Skidmore Grain & Milling Company has been elected treasurer of the Chamber of Commerce. He succeeds William H. Chatfield, former broker who resigned. Mr. Brouse who is serving a second term as a director of the Chamber of Commerce, was at one time president of the Cincinnati Grain & Hay Exchange.

\* \* \*

D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange, who attended the annual convention of the Grain Dealers National Association at Des Moines, Iowa, returned with the glad tidings that Cincinnati in all probability will be selected as the 1924 meeting place. It will be the first time that the national organization has met in the Queen City of the West since 1907. Charles Quinn, secretary of the National Association will be in Cincinnati shortly to talk over plans with Mr. Smith and directors of the Grain and Hay Exchange.

\* \* \*

The Cincinnati Grain & Hay Exchange has established a branch inspection department at the Fairmount Elevator owned by the Early & Daniel Company. Joseph Tully, assistant chief inspector, who is in charge, also supervises the weighing operations.

\* \* \*

The Early & Daniel Company has purchased the elevator and malt house at Louisville, Ky., formerly owned by the Fleischmann interests. The new structure which is thoroughly modern and up-to-date in every respect and especially adapted to the manufac-

ture and distribution of their famous "Tuxedo" feeds will be managed by Milton Crowe, formerly in charge of the Indianapolis branch of the company. Since the Early & Daniel Company was reorganized several months ago, it has been constantly acquiring new branch houses and spreading its business operations throughout various states in order to accommodate its steadily growing grain, hay and feed manufacturing trade.

Edward E. Danneman, who recently underwent an operation for appendicitis, is very much improved and expects soon to attend his flour and feed trade duties.

John DeMolet, president of the Cincinnati Grain & Hay Exchange, accompanied by Mrs. DeMolet and a party of friends, have returned from a two weeks' motor trip which included New York, Washington, Atlantic City, Buffalo, Niagara Falls and Montreal.

The first general meeting of the membership of the Cincinnati Grain & Hay Exchange since the vacation season, will be held at one of the downtown hotels on October 20.

**PHILADELPHIA**  
T. A. SIEBER - CORRESPONDENT

ACCORDING to the monthly statistical report of the Commercial Exchange, the stock of grain in public warehouses in Philadelphia on October 1 was; 869,457 bushels wheat, 20,757 bushels corn, 269,072 bushels oats, 55,057 bushels rye and 4,667 bushels barley, compared with 1,457,728 bushels wheat, 7,693 bushels corn, 331,667 bushels oats, 41,647 bushels rye and 2,890 bushels barley on September 1, and 1,622,713 bushels wheat, 30,869 bushels corn, 115,712 bushels oats, 107,087 bushels rye and 1,241 bushels barley on October 1, 1922. Receipts of grain at Philadelphia during the month of September, 1923, were 875,298 bushels wheat, 33,351 bushels corn, 185,513 bushels oats, 17,606 bushels rye and 3,452 bushels barley. Exports from the port during the month of September, 1923, were 1,184,504 bushels wheat.

New memberships in the Commercial Exchange have been petitioned for during the past month by W. George Coleman, feed merchant, Bourse Building, and F. J. Barndt & Co., grain and mill feed, Lansdale, Pa.

A charter has been obtained for the Betta Feed Mills, Inc., by M. L. Rogers, of Wilmington, Del.; the capital stock is \$200,000.

A. Judson Stites, head of the grain and feed firm of A. J. Stites & Son, in the Bourse, has returned to this city after residing at Cape May, N. J., during the summer with his family.

John K. Scattergood, of S. F. Scattergood & Co., grain and feed merchants, Bourse Building, has returned from Ocean City, N. J., where he spent the summer with his family.

Albert L. Hood, vice president of the Exl. Dunwoody Company, grain and feed merchants, has returned to this city with his family, after residing at George School, Pa., during the summer.

Being capitalized at \$50,000, the Middletown Grain & Milling Company has been incorporated by Asher E. Stevens, Selbyville, Del., for the purpose of dealing in grain and grain products.

S. Townsend Zook, secretary of the Merchants Warehouse Company and treasurer of the Exl. Dunwoody Company, grain and feed merchants in this city, has again taken up his residence here after spending the summer at Ocean City, N. J., with his family.

Albert J. Dando, elevator agent of the Pennsylvania Railroad Girard Point Elevator, has returned to his office in the Bourse, after being confined to his home for some time with the grippe.

John C. Anderson, grain and feed merchant, Hamonton, N. J., and the Philadelphia Tidewater Terminal, storage, wharfage and berthage, Pier 98 south wharves, foot of Oregon avenue, Philadelphia, were recently elected to membership in the Commercial Exchange.

J. Jewell, sales manager of the Southwestern Milling Company, Kansas City, Mo., recently spent several days in the Philadelphia market.

Waldo O. Fehling, manager of the feed department of Samuel Bell & Sons, Philadelphia, was elected president of the United States Feed Distributors Association at the annual meeting held early in the month at Des Moines, Iowa, where he represented the Commercial Exchange. He has been a member of the

Exchange for a number of years and is chairman of the Feed Committee. Wm. B. Stites, Filson Graff and Daniel J. Sullivan also represented the Commercial Exchange at the Twenty-Seventh Annual Convention of the Grain Dealers National Association, held at Des Moines, Iowa, October 1, 2, and 3.

Frank J. Montmore, manager of the feed department of Richardson Brothers in the Bourse, represented his firm at the Twenty-Seventh Annual Convention of the Grain Dealers National Association at Des Moines, Iowa, held early in the month.

John Crawford, of Henry Street, Belfast, Ireland, flour and meal merchant, spent nearly a month in the Philadelphia market visting among the trade in this section. Another foreign visitor was Adolf Beckmann, a grain importer of Copenhagen, Demark.

The Pennsylvania Railroad Company has placed an embargo, account of accumulation, on all shipments of hay and straw from all points consigned, reconsigned or intended for all consignees at Merchants Warehouse, Kensington, Philadelphia, Pa.

Those interested in doing business with other countries will no doubt be glad to communicate with the Philadelphia Commercial Museum, 34th and Spruce streets, Philadelphia, Pa., in answer to the following inquiries received by them. In reply please mention the number of item:

41190. Island of Rhodes, Asia Minor. "The article for which I am chiefly desirous of establishing relations is flour." Correspond in English.

41201. Trinidad, British West Indies. "We are prepared to act as agents for manufacturers and exporting flour houses in the United States on a commission basis." Correspond in English.

41202. Trieste, Italy. "First-class firm in Trieste, commission agents and self buyers, wishes connection with and representation of American flour houses." Correspond in English.

41203. Santiago, Cuba. "I will be very much obliged to you if you can obtain for me the representation, to be worked under a commission basis, of millers of white corn flour." Correspond in English.

41204. Constantinople, Turkey. "We take this occasion to request you to kindly introduce our firm to a good and reliable concern dealing in wheat." Correspond in English.

41212. Piraeus, Greece. "I am interested to acquire representations on flour in general, grain, wheat, oats, barley and bran." Correspond in English.

41242. Ponce, Porto Rico. "The above importer and representative desires to be placed in touch with manufacturers and exporters of wheat flour." Correspond in Spanish.

41235. Guayama, Porto Rico. "I am interested in flour and am working as a commission agent, and my business is conducted on a wholesale basis." Correspond in English or Spanish.

41262. Havana, Cuba. "We are very anxious to secure the exclusive agencies for Cuba of first-class American direct mill accounts, in flour." Correspond in English.

41273. Amsterdam, Netherlands. "Wishes to be placed in touch with manufacturers of rolled oats who may be interested in the exportation of their product to the Netherlands." Correspond in English.

41287. Milan, Italy. "We would request you to kindly give us a list of principal firms exporting wheat and corn." Correspond in English.

41316. Leghorn, Italy. "I trust you will kindly help me to enter into relations (in my quality as agent) with some first-class houses exporting wheat flour for the sale of the same in Italy." Correspond in English.

41320. Matanzas, Cuba. "I wish to secure through your institution representations and commissions from your country, in wheat flour, cornmeal, etc." Correspond in Spanish.

41325. Constantinople, Turkey. "Advises he would like to make connections with United States concerns specializing in the exportation of grain, especially wheat." Correspond in French.

41342. Piraeus, Greece. "Wishes to secure the names and addresses of firms engaged in the exportation of wheat and flour." Correspond in French.

41347. Piraeus, Greece. "I am desirous of representing producers of flour." Correspond in French.

The number of cars of grain unloaded during the month of September, 1923, at the Girard Point Elevator was 300 wheat, 1 oats and 5 rye; at the Port Richmond Elevator, 268 wheat and 5 rye; at the Twentieth Street Elevator, 11 corn, 50 oats, 4 rye, 2 barley and 1 kaffir-corn.

Among the northwestern visitors at the Commercial Exchange during the past month were Louis J. Weitzman, president of the Weitzman Flour Company, and E. A. Weaver, manager, B. A. Eckhart Milling Company, both of Chicago; also A. F. Owen, of the Cargill Elevator Company; P. M. Marshall, of the National Elevator Company, and B. B. Sheffield, vice president of the Big Diamond Mills Company, of Minneapolis, Minn.

H. E. Henry recently sowed No. 44 State College wheat on his farm in the Kishacoquillas Valley, near Reedville, Pa. and reaped 80 bushels from 1 3/4 acres; the average yield in that section being 30 bushels to the acre.

William A. Huey, hay and straw merchant, in this city, recently moved his offices to larger quarters at 3120 Chestnut street.

George E. Taylor, aged 80 years, one of the founders of Taylor Bros., grain merchants, of Camden, N. J., died at Wernersville, Pa., September 18, where he was spending the summer with his wife. He became critically ill on September 9, when he suffered a paralytic stroke. The firm has been a member of the

Commercial Exchange since 1865. He is survived by his widow, a daughter and son, G. Wilbur Taylor, who now conducts the grain business.

The average high and low closing prices of cash grain at Philadelphia during the month of September, 1923, were as follows: Wheat, No. 2 Red, for export, \$1.04 1/2 to \$1.10; Corn, No. 2 Mixed, for export, nominal; No. 2 Yellow, for domestic, \$1.05 to \$1.10; Oats, No. 2 White, natural, for domestic, 50 cents to 52 1/2 cents.

The O. & P. Feed and Grain Company, having been recently organized at Wellsboro, Pa., will commence business soon and W. S. Campbell will have charge of the affairs of this company. They will handle feeds and grain of all kinds throughout Pennsylvania and control several valuable contracts for various manufacturers of feeding stuffs, among those being the Thomas Boyce Direct Feed Company, of Attica, N. Y.

President Walter K. Woolman has appointed Emanuel H. Price, Samuel L. McKnight, Daniel J. Murphy and Levi G. West to represent the Commercial Exchange at the Sixteenth Annual Convention of the Atlantic Deeper Waterways Association, to be held at Norfolk, Va., November 13 to 16. Mr. Woolman will also attend the convention. Harvey C. Miller and Walter T. Roach, members of the Exchange, represent this city, having been appointed by Mayor J. Hampton Moore.

The Japanese Relief Committee of the Commercial Exchange has turned over a total of over \$5,000 to the American Red Cross for relief among the "Quake sufferers in Japan. The committee has now been discharged from its duties.

Thirty-two horses were rescued from a fire which swept the hay, grain and feed warehouse of David McMullin, in this city, September 30. The fire spread swiftly through the ground floor and the loft above. A large quantity of feed and hay was destroyed as well as seven delivery wagons. The damage is estimated at approximately \$25,000.

O. W. Randolph, of the Randolph Grain Drying Company, Toledo, Ohio, L. C. Chase, president of the Grafton Flour Mill & Elevator Company, Grafton, Ohio; Edward Molnar, general manager of the American Milling Company, Peoria, Ill.; F. C. Jones, secretary of the Eastern Federation of Feed Dealers, Bullville, N. Y., and Roy V. Harper, of the Harper Grain Company, Pittsburgh, Pa., recently visited the Commercial Exchange.

Basic rates of pay for longshoremen at the port of Philadelphia were recently completed at a meeting of steamship interests and employing stevedores held in the Bourse. John A. Tait, chairman, presided and the figures named are in accordance with the agreement with the men by which rates of pay at Philadelphia shall be graded in accordance with other principal ports. The rating will be effective as of October 1 and the basic rates settled upon were: Straight, 80 cents an hour; overtime, \$1.20; grain, 90 cents and \$1.30; salvage and damaged cargo, \$1.10 and \$1.50 an hour.

**LOUISVILLE**  
A. W. WILLIAMS - CORRESPONDENT

THE runaway corn market of the past few weeks has resulted in corn supplies being cleaned up here, and it is reported that the leading grain houses, such as S. Zorn & Co., Bingham Hewett Company, and others have cleaned up all local holdings. Corn is now costing local buyers around \$1.17 @ \$1.18 a bushel, and jobbers are quoting at around \$1.20 a bushel, placing corn on a wheat level. While Chicago is quoting \$1.09 or thereabouts, freight is approximately 9 cents, and brokerage 1 cent.

A report of the Kentucky Public Elevator Company, showed fair storage holdings, but rather light movement, as there is practically no corn moving, oats are quiet. Present holdings are 450,000 bushels of wheat; 15,000 bushels of oats and 2,000 bushels of rye as well as 2,000 of corn.

The market is now so high on everything that jobbers and retailers are playing safe and only buying a little stock, sufficient to meet immediate demands. One jobber remarked that everyone was scared to buy.

Hay prices are high as a result of scarce hay, especially Clover. Clover is being quoted at \$24 to \$25 a ton, for one and two grades, with some quotations a dollar a ton higher. No. 1 Timothy is \$25 and No. 2, \$24; mixed, No. 1, \$24 and light No. 1, \$26.

The feed market has been quite active. Some mills are quoting bran at \$35; mixed feed, \$36 to \$38; and

middlings, \$36.50 @ \$39, while some of the jobbers are quoting at \$34, \$37 and \$38. Demand is good, as pasturage is beginning to turn brown, and grain is so high as to be almost out of the reach of some farmers.

\* \* \*

R. D. Riedling, operating a small elevator and store at Eighteenth and Magnolia streets, who recently suffered loss of the building by fire, has returned to Hancock and Jefferson streets, where he was located for some years in the hay, grain and feed retailing business.

\* \* \*

George F. Korfhage, operating feed and grain stores in the vicinity of the two local race tracks, recently suffered loss by fire of the warehouse at the Douglas Park Race Track, which was well stocked at the time, as the stables are well filled with horses waiting for the opening of the fall racing season here in November. Loss was \$6,000, partly insured.

\* \* \*

O. W. Edinger, of Edinger & Co., local jobbers of grain, feed, etc., reported that the company had until December to secure a new location, having sold the old elevator and warehouse. Several good locations are under consideration, but no deal has been closed as yet.

\* \* \*

Fire at Carlisle, Ky., on October 1, destroyed a large frame warehouse building belonging to the Co-Operative Tobacco Growers' Association, in which the Ingles Milling Company had 6,000 bushels of wheat stored at the time. The total loss on wheat and building was \$60,000.

\* \* \*

The Southern Engineering Company, 1555 East Washington street, Louisville, handlers of used milling machinery, recently suffered a \$25,000 fire. D. S. McElroy placed that estimate on the loss, on the basis of \$15,000 for machinery and \$10,000 for building.

\* \* \*

The Early & Daniel Company, Cincinnati, hay and grain jobbers, recently purchased the old plant of the Kentucky Malt & Grain Company, at Maple and Fifteenth streets, Louisville. New machinery will be installed for manufacturing molasses and other feeds.

\* \* \*

Oscar Fenley, head of the Kentucky Public Elevator Company, Louisville, was recently appointed by Judge Walter Evans, of the U. S. District Court, as Jury Commissioner for the western Kentucky division, and will have supervision of selecting Federal jurors to serve in the district.

## TOLEDO C. O. BARNHOUSE - CORRESPONDENT

THE milling situation in Toledo is more satisfactory than otherwise at the moment, sales being effected in good volume and production holding at better than 80 per cent of capacity. Feed trade, which has been more than usually brisk all summer, is very quiet and prices have been materially reduced recently. Grain receipts are light and there is a good demand for corn, the better grades of oats and milling grades of wheat, although the very high price of cash corn makes buyers think twice before taking it on. Within the last few days a few cars of new ear corn have been headed this way and if the new corn movement should develop much volume it is likely that there will soon be a sizeable decline in cash corn premiums as it is too high now to be profitably fed to livestock and the farm surplus will likely be marketed while price conditions are so favorable. The late planted corn was badly scotched by the frosts of September 14 and 15, but the larger part of the crop was out of harm's way and the total loss was not important. The last four weeks have been dry and frosty, ideal weather for the curing of the corn crop, but a cry is beginning to be heard from another direction as wheat seeders are complaining that it is getting too dry for the proper growth of wheat. The total acreage of the wheat crop continues in doubt, as drilling is still in progress and will likely continue as long as the weather will permit although for good results it should have been in the ground ere this. The sugar beet crop is good although the acreage is smaller than usual. Harvesting is now in full blast. The Toledo Clover seed market is strong and prices show no indication of breaking, although at times they take a good tip on occasions of free offerings, but any show of demand causes them to immediately react upward.

\* \* \*

The Toledo Transportation Club tendered a banquet on September 27 to President A. H. Smith and other officials of the New York Central system. The affair was arranged by L. G. Macomber, traffic commissioner of the Toledo Produce Exchange, and was a success in every detail. Mr. Smith was the principal speaker followed by P. E. Crowley, vice-president of the N. Y. C., H. A. Worcester of the Big Four, F. E. Roberts of

the M. C., L. S. Emery of the O. C. and President Cowell of the Toledo Chamber of Commerce. About 1,000 persons were in attendance, the main meeting being held at the La Salle & Koch banquet room with an overflow meeting at Hotel Secor.

\* \* \*

Changes of membership on the Chicago Board of Trade which will be of interest to Toledo people are the sale of a seat by E. L. Camp, formerly of The Toledo Grain & Milling Company and the admission of Harold Henderson of The National Milling Company to membership on the big board.

\* \* \*

Roy Parsons, stenographer in the Toledo Produce Exchange offices, resigned September 15 to accept a position as salesman for a local real estate firm.

\* \* \*

Edward Finan, manager for the Paulding Equity Exchange at Paulding and Broughton resigned recently after four years service.

\* \* \*

Wm. Brudi, representing the Goodlander Mills of Ft. Scott, Kan., called on the flour trade in Toledo last week.

\* \* \*

W. L. Johnston, representing the Marshall Hall Grain Company of St. Louis, Mo., and Otto Waitzman, of Rosenbaum Bros., Chicago, made a business call in Toledo one day last week.

H. O. Rice, manager of the Huntington Equity Exchange of Huntington, Ind., spent a day on the trading floor of the Toledo Produce Exchange during the week.

\* \* \*

President K. D. Keilholtz of the Produce Exchange, J. C. Husted of C. A. King & Co., J. D. Hurbut of The Toledo Grain & Milling Co., and Edgar Thierwechter, of Oak Harbor, Ohio, attended the meeting of the Millers National Federation at Chicago on October 12.

\* \* \*

Alphonse Mennel, president of the Mennel Milling Company, returned to Toledo about September 25 after spending the summer in northern France.

\* \* \*

Fred O. Paddock, of The Paddock-Hodge Company, left September 29 for Berkeley, Calif., to visit his daughter, expecting to be absent about month.

Leo Boursier, representing a Paris, France, seed firm started for New York on September 27 to begin his homeward passage after spending three weeks in Toledo as a guest of Toledo seed houses.

John C. McKesson, vice-president of The Toledo Steel Tube Company, and father of Mrs. Louis Mennel, died at Toledo Hospital September 24 after an illness of several days duration.

## GRAIN NEWS FROM BOSTON

BY L. C. BREED

Frank A. Noyes, senior member of the Boston grain firm of Noyes & Colby, and one of the oldest members of the Chamber, recently was agreeably surprised, when at the close of the session he was called to the rostrum on the trade room floor, and presented with a token to signify the esteem in which he is held by his fellow-members. Charles M. Cox of C. M. Cox Company made the presentation in behalf of his associates. The occasion was the rounding out of a period of 50 years in the grain business in Boston by Mr. Noyes.

\* \* \*

The Scituate (Mass.) Historical Society last month celebrated the 300th anniversary of the settlement of the town. One of the features of this occasion was the reproduction of the scenes of nearly three centuries ago, through bringing native corn to the old Steadman-Russell-Stockbridge mill to be used as grist for a dinner served at noon at the old Cudworth House. At 10:30 o'clock in the forenoon, James H. Steadman, a direct descendant of Isaac Steadman, who built the grist mill, made a short address in which he gave particulars concerning the Steadman family. Guests who afterwards partook of cornbread baked from the product of this ancient mill pronounced it O. K. The mill was built in 1640, and save for the nether millstone is in the same condition as it was when erected.

\* \* \*

The market on corn is ruling firm, oats steady, cornmeal unchanged. Feedstuffs are in fair demand and spot lots firm. To ship, buyers are requiring concessions to be made from current prices.

\* \* \*

Receipts of hay are running a little heavier with a generally quiet demand. Medium and lower grades are in more liberal supply. New hay now arriving is in excellent condition and of good quality. As compared with the receipts from January 1 to October 1 last year, a falling off in the receipts of hay for the present year of about 200 cars is shown by the records of the Boston market. Straw is quiet and barely steady.

\* \* \*

Among the visitors to the chamber during the month of September were the following: J. L. King, Westchester, Pa.; A. M. Adams, Chicago, Ill.; F. P. Cooke, Louisville, Ky.; S. K. Fairbanks, Hobson, Mont.; Charles R. Decker, Milwaukee, Wis.; Oscar Moore, Winona, Minn.; J. W. Badenoch, Chicago, Ill.; P. V. Lowden, Canajoharie, N. Y.; A. Y. Spencer, Philadelphia, Pa.; C. E. Gwinn, Columbus, Ohio; Geo.

F. Morton, M. Luther, Philadelphia, Pa.; Joseph H. Ismert, Kansas City, Mo.; Charles Shaefer, Princeton, Ill.; Samuel Sosland, Kansas City, Mo.; W. J. Brewer, Lockport, N. Y.; J. J. Sack, New York City; L. M. Peters, Paris, France.

\* \* \*

Receipts of grain at Boston during the month of September were as follows: Wheat, 1,000 bushels; corn, 1,050 bushels; oats, 143,698 bushels; rye, 2,200 bushels; barley, 1,575 bushels. Mill feed, 219 tons. Hay, 413 cars; straw, 15 cars.

\* \* \*

Seed dealers state that owing to the prolonged drouth the demand for field seed is not as good as last fall. Grass seed for golf links and lawns is in excellent demand, and there is a good inquiry for vegetable seed from farmers and market gardeners.

## NEWS FROM NORTHERN OHIO

BY T. J. CUNNINGHAM

Yeggs robbed the office of the W. P. Heigel Elevator Company, Dawn, Ohio, of \$1,500 in notes and a \$50 Liberty bond.

\* \* \*

Seneca County farmers will increase their acreage of Clover, Alfalfa and Soybeans, the county farm bureau announces.

\* \* \*

Much of the late corn in the vicinity of Bluffton will be soft on account of the early frost, according to farmers.

\* \* \*

The elevator of the Latty Grain Company, Latty, Ohio, was entered recently and a quantity of oats stolen.

\* \* \*

The recent frosts did but little damage to the late corn in the vicinity of Miller City.

\* \* \*

That Defiance County farmers are desirous of growing better corn was shown by the large turnout to demonstrations of seed selection held by E. P. Reed, soils and crop specialist.

\* \* \*

H. K. James, head of the James Milling Company, Tiffin, to show his disapproval of the action of the Seneca County Fair Company directors, in granting the use of the grounds to the Ku Klux Klan for a meeting, advertised his stock in the company for sale.

\* \* \*

The financial report to the directors of the Farmers' Commercial Grain & Seed Company, Rising Sun, at its September meeting, showed a net profit of about \$1,200 for two months. It is planned to install a feed grinder, costing about \$1,000, and build an addition.

\* \* \*

"More dangerous than it appears, and meriting all the publicity yet given it," was the characterization by County Agent J. P. Schmidt, as to the European corn borer situation, upon his return from Ontario.

\* \* \*

Earl Ash, of the firm of Ash & Ash, Amsden, Ohio, says that the corn yield this year will not be as large as has been generally anticipated. The Ash family own several thousand acres in the best corn territory in this part of Ohio.

\* \* \*

A. A. Cunningham, president of The Sneath-Cunningham Company, Tiffin, attended the recent annual meeting of Thirty-Third Degree Masons.

\* \* \*

The flour mill of the Bronson Milling Company, Eronson, Mich., has been bought by a co-operative company, who will now control the grain and feed business of the town.

\* \* \*

Ralph D. Sneath, vice-president of the Sneath-Cunningham Company, Tiffin, in an address delivered at the convention of the American Bankers' association, emphasized the importance of closer co-operation between banker and farmer. Mr. Sneath is president of the Commercial National Bank, and as a member of the agricultural commission took an active part in the work of that organization.

\* \* \*

H. K. James, of the James Milling Company, Tiffin, Ohio, attended the national Red Cross conference at Washington, D. C. Mr. James is chairman of the Seneca County chapter of the American Red Cross.

\* \* \*

The elevator of Friedley Bros., Carrothers, Ohio, has been practically shut off from receipts during the past month, as the paving of the Columbus-Sandusky highway has prevented access to the elevator by wagon or truck.

\* \* \*

C. J. West, state-Federal agricultural crop statistician, has pointed out that farmers are receiving only two cents a bushel less for their wheat than at this time last year.

\* \* \*

Elmer Parker, Green Springs, was elected head of the Seneca County Farmers' Elevator Federation at the organization meeting, September 17. Representatives of the farmers' elevators of Old Fort, Berwick, Republic, Bascom and Tiffin met in the Chamber of Commerce room, adopted a constitution and by-laws

and elected a board of directors. The Federation will operate for the mutual aid of individual elevators and their patrons. Directors of elevators will be the only persons eligible to office in the Federation. The next meeting will be December 1.

\* \* \*

Harry A. Weidaw, former manager of The Sneath-Cunningham Company elevator at Republic, has patented what is said to be one of the most valuable devices for adjusting tubes to tires and placing them on the rims that has thus far been devised. For the past several years Mr. Weidaw has been indentified with the Goodyear company at Akron.

\* \* \*

Sandusky County Agent C. C. Lowe has resigned, to take effect November 1. He has been in charge of the work in Sandusky county for four years, coming from Ohio State University.

\* \* \*

The heaviest frost of the season killed vegetation in this section October 8. The temperature fell to 28 above zero, the lowest point reached this season.

\* \* \*

Hog cholera is causing the death of hundreds of hogs in the vicinity of Norwalk. The disease is more widespread than in years.

\* \* \*

Creditors of the Albion Farmers Elevator Company, Albion, Mich., will meet October 11 to consider an offer from a newly organized stock company to take over their Albion and Marengo plants for \$25,000.

\* \* \*

A. A. Cunningham and E. G. Graun, of the Sneath-Cunningham Company, were members of a caravan of about 100 automobiles which left Tiffin October 10, to attend the annual conclave of the Grand Commandery of Ohio Knights Templar at Columbus. The automobiles halted at Marion where members of the party were entertained at breakfast by Marion Knights. A visit to the tomb of President Harding was made by the party and a wreath laid on the tomb.

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Clyde Setterfield, assistant manager of the Plymouth Equity Company, Plymouth, Ohio, has accepted a position as manager of the Rochester Mill & Elevator Company, Rochester, Ohio.

\* \* \*

C. J. West, statistician for the Federal-state crop reporting service, says that Marion and surrounding counties suffered the heaviest damage to corn crops by recent frosts.

\* \* \*

A new feed mill is being built by the F. E. Nowling Company, Albion, Mich.

\* \* \*

There were three killing frosts during September, according to Prof. T. H. Sennedecker, Government observer at Tiffin. The killing frosts occurred September 14, 15 and 16. Rain fell on 15 days. The temperature was above normal and the rainfall was heavier than the average.

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According to Wallace Hanger, Ohio crops specialist, there will be an average wheat crop put out this fall in Ohio.

\* \* \*

Edward Finan has resigned as manager of the Paulding and Broughton elevators after four years service. The elevators are owned by the Paulding Equity Exchange Company.

\* \* \*

Working with a local seed and oil company, farmers near Toledo are reported by Ray Donnon, agricultural agent of Lucas County to plan raising soybean seed for oil next year, using a partially cooked soybean meal, the by-product of extraction, as a concentrated protein feed for cows.

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The new wheat crop in this territory is looking fine, and in some places has already attained a height of three inches. It has, however, been put out over a wide range of dates, the farmers apparently paying little to advice of farm bureau officials, but using their own judgment and taking advantage of the most opportune time to put it out. This has varied all the way from September 15 to the present date (October 11) and many are still sowing. The weather for the last 10 days has been unusually fine for the purpose. It had been generally conceded, earlier, that very little corn ground would be put to wheat; but good weather has helped the farmers and they now have the corn pretty well cut and going right along with their seeding. The acreage here will be fully as large as last year, and in certain sections more will be put out than last year. The farmers, as a rule, have been very careful in the selection of their seed wheat, Trumbull, Poole and Russian varieties being favored generally.

The corn crop is pretty much of a problem to estimate this fall. The acreage is very large and the yield generally good, but the quality is somewhat in doubt. On account of the early frosts, there is apt to be considerable "chaffy" corn, and there will be some moldy and sprouted ears. A considerable quantity has already been husked, and farmers are already asking elevator men to start buying it. It is just a trifle early for safe handling, however, and dealers will be slow in starting the purchase of it. A few cars might be handled in the ear, but the ear-corn

market has become a very narrow one, due to the increased use of automobiles and electricity. Corn in Seneca County, and especially in the vicinity of Tiffin and to the north, may be said to be good; but farther south, and particularly in Marion County, it is more badly hurt by the frosts. The yields will be somewhere around 50 bushels to the acre. A few farmers here have already cribbed their corn.

Movement of oats is very light, although farmers are offered good prices for them. The sluggish movement is, of course, largely due to the fact that farmers are all very busy with their wheat sowing and corn cutting.

The Clover seed crop here is very short, although fields that have been cut for several weeks, and which it was thought would have to be abandoned on account of continued rains, may now be threshed. There is very little Timothy seed remaining in farmers' hands, and the same may be said of Alsike.

## WEIGHMASTERS SCALEMEN'S CONFERENCE

The annual Weighmaster's conference, held in conjunction with the Grain Dealers National Association meeting, always produces subjects of interest and importance to the trade, and the Des Moines meeting this month was no exception.

Secretary H. W. Ewert called the meeting to order and J. A. Schmitz, weighmaster of the Chicago Board of Trade was elected temporary chairman. The first paper presented was "Inspecting Cars for Grain Leakage Evidence," by P. P. Quist, state weighmaster, Minneapolis. Mr. Quist stated that clear records of a car is not evidence that it has not leaked in transit and that discrepancy in weight should be followed by reinspection of the car for patches, new nailing, etc. In Minnesota a shipper is supposed to post his name and the weight loaded inside the car, so the weighman can inform him directly of shortage or overage. Following the paper a resolution was adopted to have a committee of three to consider a uniform method of inspecting and reporting cars. R. R. De Armond, supervisor of weights at St. Louis also spoke on the subject, giving many valuable suggestions, not only to inspectors, but to shippers as well.

D. J. Schuh of Cincinnati gave an admirable paper on "Standard Weight Supervision," in which he recommended that supervising authorities should control as well as supervise weights, even to suspend weighing operations at any plant, or to discharge incompetent or dishonest employees.

Henry C. Goemann discussed I. C. C. Docket 9009, the substance of his remarks being found in his report to the grain convention.

M. H. Ladd of Milwaukee discussed "Dust Removers Between Car and Scale." After discussing the subject fully, pointing out the little effect removing dust at points specified by underwriters would have compared with the dust caused by common practice at other points in elevators, he recommended that there should be no dust removers between car and scale. A committee was authorized to take up the matter with the Fire Underwriters Association.

J. A. Schmitz of Chicago discussed "Shippers Weight Cards," and advocated the more general practice of posting loading weight by shippers in the car so that cause of discrepancies could be ascertained immediately.

P. P. Quist of Minneapolis had a second report on "Suitability of Scales for Weighing Grain," in which he discussed the various types of scales and concluded that track scales are as accurate as hopper scales and save time and operate at less cost.

Clay Johnson of Peoria read a paper on "Inspection of Car Handling Facilities Between Car and Scale." He stated that the human element was more often at fault than equipment, and showed various ways by which error could occur through carelessness. J. A. Schmitz of Chicago also discussed the question, pointing out in detail the various points which should be looked after. He concluded by saying: "As stated above, I feel that careful and frequent inspection of all equipment used in handling grain to and from cars is positively necessary to assure good weights."

M. H. Ladd closed the formal program with a paper on "The Value of the Weighmasters Scalemen's Conference."

A committee of three was authorized to confer with a similar committee which the Grain Dealers National Association would be asked to appoint, to be called the Conference Committee on Grain Weighing Matters.

Suitable tribute was paid to the memory of former members: H. A. Foss of Chicago, E. H. Culver of Toledo, G. B. Powell of Omaha, and Seth Catlin of Boston.

The election of officers resulted in the selection of J. A. Schmitz, Chicago, as chairman and H. W. Ewert, Chicago, as secretary. The meeting was adjourned *sine die*.

It is reported that a large number of Kansas farmers are pooling their wheat through the Farmers Union Co-op Wheat Marketing Association, Kansas City, Mo.

## WORLD TRADE AND CROP NOTES

Except in Scandinavia, September weather conditions in Europe generally favored threshing, fall plowing, and seeding of cereals, but rain is now badly needed in southeastern Europe. Heavy rains preceding the harvest in the Scandinavian countries seriously affected wheat and rye, much of which is unfit for milling. The potato crop of Europe is estimated at about 100,000,000,000 tons or 23 per cent under last year, with the principal decreases in Germany, Poland and Czechoslovakia, and a slight decrease in all countries. The general decrease in the potato production of Europe is bound to affect the consumption of bread grains.

The figures just released by the Roumanian Ministry of Finance and sent to the United States Department of Commerce covering the principal exports from Roumania for the first six months of 1923, compared with those of a year ago, show that the exports of wheat dropped from more than 17,000 tons to less than 5,000 tons, while the export of wheat flour almost doubled during the same period. Rye showed the largest decrease, the export of which dropped from over 21,000 tons to little more than 200 tons. There was an increase in the exports of barley and oats, while the amount of maize exported shows a marked decrease.

The Province of Valencia is the great rice producing center of Spain, due to the swampy lands along the coast which are watered from the fresh lake of Albufera. The annual production is stated to be nearly 10,000,000 bushels, some 83,000 acres being planted to this cereal. That part of the Valencia rice crop not consumed in Spain is exported to Spanish America, France, Morocco, Portugal, Greece and Great Britain—none is sent to the United States.

The average area sown to rice in Egypt is about 220,000 acres, with an approximate yield of one ton per acre, according to Consular advices to Food-stuffs Division of the Department of Commerce. Rice hulling in Egypt is carried on principally in Alexandria, Rosetta, Damietta and Mansura. One large mill, situated on the Mahmudia Canal at Alexandria, mills nearly half of the country's entire crop, it being well equipped with the latest type of machinery.

The production of cotton seed oil and cake is a flourishing Egyptian industry, says a recent report to the Department of Commerce. There are seven large crushing mills owned by European companies in Alexandria, Cairo, Kafr el Zayat and Mt. Ghamr. In 1922, more than 9,000,000,000 pounds of cotton seed oil were exported from Egypt. About 13,000 tons of cotton seed cake were also exported that same year. Other oils produced in the country are linseed, castor, sesame and peanut.

Negotiations are being carried on between the Russian trade delegation in Christiania and the Norwegian Department of Commerce with a view to making a barter trade of Russian grains for Norwegian fish. This transaction involves a shipment of 4,000 tons of Norwegian salted herring. The previously contracted 150,000 barrels of herring for Russia have now been assembled for shipment. The Norwegian Food Administrator announces that a new shipment of 10,000 tons of Russian grains has just been contracted for. Previously 5,000 tons have been purchased of which 2,300 tons are now being discharged in Norway and the remainder, 2,700 tons, will be shipped during the next week or two.

In Denmark practically all of the grinding of grain is done in large co-operative or merchant mills using other than hand power. According to the Department of Commerce the mills operate with steam power, but there are also a number using wind power, as well as electricity. Stock feed grinding was introduced into this country many years ago, and is at present practiced to a great extent. There are 98 large flour mills in Denmark which in 1922 employed 793 men and 48 women as well as 18 apprentices.

## FEED DISTRIBUTORS MEET

The United States Feed Distributors Association met at Des Moines, Iowa, on October 1, 2 and 3 at the time of the grain dealers' meeting there. The principal feature of the meeting was the amendment of the trade rules, the new rules being adopted by the Grain Dealers National Association and are included in the report of that meeting.

Eugene Dreyer of St. Louis completed his third year as president and was succeeded by W. O. Fehling of Samuel Bell & Sons, Philadelphia. The five vice-presidents elected were L. C. Newsom, J. W. Jouno, H. J. Bergman, H. R. Wilbur and Max Cohn. C. G. Wehmann of Minneapolis was re-elected secretary and treasurer.

The new directors are: E. M. Hibbs, Kansas City; Herbert Strauss, Chicago; C. L. Fontaine, Kansas City; F. M. Rosekrans, Hammond, Ind.; Jay Canfield, Minneapolis; E. C. Dreyer, St. Louis; Otto Sickert, Milwaukee; Maurice Beubaire, Minneapolis; C. W. Wagar, Philadelphia; J. R. Stewart, Pittsburgh; E. W. Elmore, Oneonta, N. Y.; H. A. Smith, Buffalo, and A. A. Betz, Minneapolis.



## INDIANA

The grain elevator at Hagerstown, Ind., has been bought by Leon Leas of West Manchester, Ohio.

The Sullivan Mill & Elevator Company at New Lebanon, Ind., has been succeeded in business by L. Brooks & Son.

The Geneva Milling & Grain Company of Geneva, Ind., has installed a semi-Diesel crude oil engine, taking the place of electricity.

The Studebaker Grain & Seed Company of Bluffton, Ind., has bought the Yoder Elevator at Yoder, Ind., and took possession October 10.

An addition is being built to the warehouse of the Greenwood Grain Company at Greenwood, Ind., which will more than double its present capacity.

The Thornburgh Warehouse at Boonville, Ind., has been bought by Dillard Reed and a full line of grain, feed, seed, hay and fertilizer will be carried.

The Farmers Co-operative Exchange, Marion, Ind., has been bought by Elmer L. Pulley and incorporated under the name of the Farmers Grain & Feed Company.

The James Stewart & Co., Inc., are preparing plans and have started construction work for a new corn receiving house for the American Maize Products Company at Roby, Ind. The total cost of the receiving house and the repairs to the old storage tanks will be \$100,000.

The Harrison Township Farmers Co-operative Association of Montpelier, Ind., has been incorporated to buy, exchange and sell farm products, including grain, livestock, hay, etc. Albert Hart, Charles Garrett, A. Johnson, Arthur Hart and William Maddox are interested in the organization.

The Polk-Genung-Polk Company of Fort Branch, Ind., advises us that it has completed during the past season four Polk System Monolithic Concrete storage houses: One a 200,000-bushel addition to the Igleheart Bros. storage at the mill at Evansville, Ind.; a single tank, four bin house for the Wabash Grain Company of Westphalia, Ind.; a four tank house for Sartor & Clarke at Oaktown; and a four-tank, 5-bin battery for the F. J. Townsley Elevator Company of Emison, Ind.

## CANADA

The Bole Grain Company, Ltd., of Fort Williams, Ont., has taken over the Mutual Elevator Company.

The Searle Grain Company, Ltd., of Melfort, Sask., has been registered with a capital stock of \$250,000.

Elevator B of the Canadian National Railway has been leased by the Saskatchewan Co-operative Elevator Company of Port Arthur, Ont.

An export elevator is to be built for the Canadian National Railways at Halifax, N. S. The John S. Metcalf Company, Ltd., has the contract.

The Interior Elevator Company, Ltd., Morris, Man., is building a new structure on the premises recently occupied by the Martin & Mitchell Elevator.

Hon. J. A. Robb, M.P., Minister of Trade and Commerce, has announced that a terminal elevator will be provided for Toronto Harbor in the near future.

The Kamloops-Vancouver Grain Company is contemplating the establishment of an elevator at Kamloops, B. C., for the purpose of handling prairie and local grain.

It has been announced that the additional unit of 700,000 bushels to the old Government Elevator at Vancouver, B. C., will be completed shortly. The storage capacity will be increased to 2,000,000 bushels by the new addition.

Work on the construction of the annex to the Western Terminal Elevator at Fort Williams, Ont., is being rushed, as it is expected to finish it in time to handle the grain when it begins arriving at the Head of the Lakes.

The Fegles Construction Company, Ltd., Fort William, Ont., has been awarded the contract for the construction of a new addition to the Tiffin Elevator at Midlands, Ont. The building is to be completed in time for this year's crop.

The elevator and mill building at Moose Jaw, Sask., known as the Moose Jaw Flour Mill, has been bought by the Gillespie Grain Company of Edmonton and Winnipeg. The plant was built

in 1913 by a local company. No mill machinery was installed at that time and the plant has never been operated.

James Todd has succeeded Roy S. Drake as manager of the Farmers Elevator Company at Gadsby, Alta. He was formerly with the Pioneer Grain Company of Winnipeg.

The W. J. Anderson Elevator Company, Saskatoon, Sask., has been registered and will carry on business as a grain dealer at Saskatoon, Shellbrook, Eldersley and Spaulding.

## MINNESOTA AND WISCONSIN

Shouts & Kremer have installed a new dump in their elevator at Parkers Prairie, Minn.

The elevator of the Armour Grain Company at Canton, Minn., has been taken over by Vail & Wickett.

Oscar Benson succeeds O. G. Ebbesen as manager of the Farmers Elevator Company at Blackduck, Minn.

The Murray Elevator at Bancroft (bill Albert Lea), Minn., has been bought by the Farmers Elevator Company.

Ed F. Berkner is drawing plans for the erection of an addition to his elevator at Sleepy Eye, Minn. Other improvements will also be made.

The Commander Elevator at Arco, Minn., has been bought by the Farmers Co-operative Elevator Company to replace the one which burned.

C. A. Kirk is now manager of the Avoca (Minn.) Grain Company. Mr. Kirk was recently with the St. John Grain Company of Rock Rapids, Iowa.

A pneumatic grain truck dump has been installed at the elevator of the England Grain Company of Comfrey, Minn., of which Charles Sorensen is manager.

The old Monarch Elevator at Little Falls, Minn., is being razed by the Genola Elevator Company who recently bought it and who will re-erect the house at Genola.

A number of improvements are being made to the elevator of the Farmers Elevator Company of West Concord, Minn. A 26-inch feed mill with a twin motor is to be installed.

The elevator, feed mill and warehouse of the Bates Flour & Feed Company of Hawkins, Wis., have been sold to George E. Paulson of Ladysmith, Wis., who took charge on September 10.

Mr. Otness is succeeded as agent of the Great Western Grain Company, St. James, Minn., by Allie West. Mr. Otness is now manager of the Farmers Co-operative Elevator Company at Fairfax, Minn.

The Farmers Elevator Company of Hardwick, Minn., and the National Grain Inspection Company of Minneapolis have bought Wonder Grain Cleaners from the Weller Manufacturing Company.

The F. J. Lilja Elevator at Stacy, Minn., has been purchased by Ed J. Houle of Forest Lake, Minn. Improvements will be made and grinding machinery installed and the plant will be ready for operation December 1.

The Farmers Milling & Elevator Company has been incorporated at Ellendale, Minn., capitalized at \$10,000, to deal in wheat, cereals, farm products, implements, etc. The incorporators are U. C. Jansen, G. E. Sloan, S. Swendson and others.

## IOWA

George Schissell has bought the L. E. Baughman Elevator at Vincent, Iowa.

Louis Ehlers' new elevator at Council Bluffs, Iowa, is practically completed.

The elevator of the Quaker Oats Company at Plessis, Iowa, has been painted.

An electric motor is being installed in the Updike Elevator at Missouri Valley, Iowa.

The Farmers Elevator Company of Hanlontown, Iowa, is tearing down its elevator.

A new warehouse is being built at New London, Iowa, for the New London Farmers Elevator.

The Fenton Farmers Elevator Company, Fenton, Iowa, is making improvements and repairs to its elevator.

Wonder Grain Cleaners, manufactured by the Weller Manufacturing Company, have been installed by the following Iowa companies: Farmers Elevator Company, Eldridge; Western Terminal

Elevator Company, Sioux City; James Burnight, Westfield.

C. G. Morris' elevator at Cantril, Iowa, has been torn down and is being rebuilt at another location.

F. B. Miller succeeds C. P. Lathrop as manager of the Farmers Elevator Company located at Earlham, Iowa.

The elevator of Art Murray at Bancroft, Iowa, has been sold to the Farmers Elevator Company of that place.

Herman Freese is succeeded as manager of the King-Wilder Grain Company at Wheatland, Iowa, by Hugo Ballhorn.

J. A. Beckwith is now manager of the property of the Farmers Co-operative Grain & Lumber Company of Gowrie, Iowa.

The Hushka & Hamilton Elevator at Bradford, Iowa, has been bought by the Farmers Elevator Company. Possession is to be given at once.

The Ames Grain & Coal Company has remodeled its elevator at Napier (mail to Kelley), Iowa, and electric motors, sheller, scale and dump have been installed.

The elevator at Sioux Rapids, Iowa, which Harvey Ryan and Henry Harms of Brunsville bought recently, was occupied by them on October 1, with Mr. Ryan in charge.

W. B. Dunkelbarger is continuing the grain business formerly conducted by Dunkelbarger & Newton at Nevada, Iowa. The lumber business is to be conducted by Glen R. Newton as well as the coal business.

The old Brucher Elevator at Remsen, Iowa, is being torn down. The elevator was last operated by George W. Schroeder, who sold it at auction two years ago to Ed Milfs. Mr. Milfs has sold the elevator to Jim Wagner, who is tearing it down, the lumber to be used in the erection of new buildings on his farm.

## ILLINOIS

The capital stock of the Leonora Co-operative Grain Company, Leonore, Ill., has been increased considerably.

A new elevator is being erected at Gibson City, Ill., for the Foolsland Grain Company which will be soon ready for operation.

The Sawers Elevator at Meeks (p. o. Georgetown), Ill., has been bought by Paul Woodruff. He operated it until recently under lease.

The elevator of Wrigley & Walters at Toulon, Ill., will be repaired and equipped with additional storage. The contract has been let.

The Davis Bros. have increased the capacity of their elevator at Cissna Park, Ill., to 30,000 bushels, giving total storage capacity of 110,000 bushels.

New electric motors, electric lights, 10-horsepower motor, etc., are being installed by the Farmers Co-operative Elevator Company of Edwards, Ill.

The elevators of the Bettendorf Grain Company at St. Anne, Ill., have been bought by Andrew Kerr of Paw Paw. Possession was given October 1.

V. G. Blythe has resigned as manager of the Inland Grain Company at Douglas, Ill. He is now manager of Davis, Shontz & Co., at Smithshire.

The old warehouse of the Elmwood Farmers Elevator Company of Elmwood, Ill., has been torn down and a new one is being erected to replace it.

Robert M. McFadden is no longer with the G. C. McFadden & Co.'s elevator at Havana, Ill., as manager, but is succeeded by Frank Haesner of Peoria.

A new elevator of fireproof construction is to be erected at Fairmount, Ill., by the Farmers Co-operative Elevator Company on the site of the one destroyed by fire.

The old Schultz-Baujan Company's warehouse at Hagener (mail to Arenzville), Ill., is being razed and a new one of 20,000 bushels' capacity will be erected on the site.

The 200,000-bushel elevator, lumber yard and coal shed of the Armour Grain Company at New Lebanon Station (Genoa p. o.), Ill., has been bought by the Elgin Flour & Feed Company of Elgin, Ill.

The Breese Grain Company, Breese, Ill., has completed remodeling work on its warehouse, P. F. McAllister & Co., contractors. The elevator has had 14 small bins installed for oats, corn, barley and rye, one large bin for ear corn. A 300-bushel



hopper scale, one large leg, one B. S. Constant Manufacturing Company chain feeder and one screw conveyor with Century Motors constitute the equipment.

The work on the elevator at Welland (Mendota p. o.), Ill., done by the P. F. McAllister & Co. has been completed. An addition was built to the cupola and repairs were made on legs and motors.

The Farmers Elevator Company of Earlville, Ill., is having P. F. McAllister & Co. remodel its building. It is putting in reinforced concrete pits, new driveway floor, new work floor, raising outside foundation walls and installing two modern truck dumps.

The Corn Exchange Grain Company is succeeded in the grain and brokerage business at Mattoon, Ill., by the Big Four Elevator & Milling Company. V. Ernest Orndorff will have charge of the brokerage department. This firm now operates five elevators and a feed mill.

Capitalized at \$100,000, the Farmers Grain & Lumber Company has been incorporated at Sycamore, Ill., by George A. Fox, Henry McGough, Fred Middleton, Charles B. Townsend, R. N. Wilkinson, Frank S. Lloyd. The company will deal in grain, lumber, coal, building material and feed.

The new elevator of the Foosland Grain Company of Foosland, Ill., a house of 45,000 bushels' capacity, has been completed by P. F. McAllister & Co., contractors. It is iron covered on concrete foundation and is equipped with B. S. Constant Manufacturing Company machinery and auto scales and engine.

The elevator of the Fisher Farmers Grain & Coal Company at Fisher, Ill., which burned, is to be rebuilt. A modern 40,000-bushel capacity elevator will be erected and will be ready for operation December 14. The company has taken over the elevator at Dickerson and will use it in handling their business.

#### OHIO AND MICHIGAN

The capital stock of the Alma Elevator Company of Alma, Mich., has been increased from \$25,000 to \$50,000.

H. S. Horn has succeeded Mr. Youncey as manager of the Farmers Exchange Elevator at Grove City, Ohio.

Harvey Eikenberry of Van Wert has bought the property of the Haviland Elevator Company at Haviland, Ohio.

The interest of John Moulton of Lucasville, Ohio, in the Zeisler Grain Company has been sold to Kelley Durham.

The Mortimer Grain Elevator located at Mortimer (r. f. d. Findlay), Ohio, is to be managed by W. O. Smith of Mt. Cory.

The Farmers Exchange Company's elevator at Tiffin, Ohio, is now being managed by F. C. Sparks. He succeeds Claude Fogelman.

The Farmers Elevator property at North Fairfield, Ohio, has been bought by J. J. Laverty of North Fairfield at receiver's sale.

A fireproof merchandise warehouse has been completed on the elevator property of the Firelands Elevator Company at Norwalk, Ohio.

The Hessian Elevator at Delphos, Ohio, which the Krugh Bros. of Ohio City bought not long ago, is to be torn down and the material moved away.

A new elevator is to be built at Cleveland, Ohio, for the Sheets Elevator Company. The contract has been awarded for the elevator which will cost \$45,000.

The John Smith Company at Arcanum, Ohio, has been taken over by the John Smith Grain Company, a partnership consisting of M. M., C. M., H. D. and J. S. Smith.

The new warehouse, mill and elevator of the Ball Milling Company at Zanesville, Ohio, are being built, the contract for which has been let. The company will buy and sell all kinds of grain and feeds.

Capitalized at \$35,000, the Albion Elevator Company has been incorporated at Albion, Mich. The officers are Harry L. Houseman, president; J. L. Keck, vice-president; C. L. Emery, secretary, and A. Jeffery, treasurer.

Operations have been started in the new elevator of the Farmers Grain & Feed Company of St. Paris, Ohio. The improvements which were made cost \$15,000. The firm was organized in 1919 with R. M. Kite, president; Chas. W. Wiant, vice-president; Frank Poorman, treasurer, and J. C. Heaston, secretary and manager.

The grain elevator at Onsted, Mich., has been bought by H. E. Branch and Lester Winter who will open for business at once. The former is owner and operator of the Addison Flour Mills, Addison, Mich. The company will handle all kinds of grain and seed, and handle feeds, and will install a feed grinding outfit later on.

The Martindale Bean & Grain Company of Bay City, Mich., has gone out of business. The Pinconning Bean & Grain Company has bought the

plant at Pinconning, Mich., and has rebuilt it and opened it for business. The Rhodes Bean & Grain Company has bought the Martindale plant at Rhodes and the Linwood Bean & Grain Company has taken over the company's plant at Linwood, Mich.

Three elevators in Green County, Ohio, formerly owned by the Green County Grain Company, two at Jamestown and one at Bowersville, have been bought by C. E. Lloyd, owner of the Lloyd Grain Elevator at Washington Court House, Ohio. They were formerly operated under the co-operative plan. This purchase gives Mr. Lloyd five elevators.

#### EASTERN

H. B. Martin is building a grain elevator at Glens Falls, N. Y.

A grain and coal shed is being erected at Quincy, Mass., for the Petrell Bros.

A new elevator has been completed at East Pembroke, N. Y., by E. Harry Miller.

A new 10,000-bushel elevator has been completed at Ransomville, N. Y., by G. H. Foote.

A large addition is being built to the grain elevator at Marion, N. Y., by Charles L. Seybold.

A two-story frame iron clad building is to be built at Bangor, Maine, by the Eastern Grain Company.

The plant of the Massena Macaroni Company at Massena, N. Y., has been bought by the Allen Grain & Feed Company. Improvements are to be made.

The Mauser Mill Company of Treichlers, Pa., has installed a Randolph Grain Drier at their Northampton plant for destroying the Angoumois moth on wheat.

The I. D. Austin warehouse, ice plant and all attachments were bought by Jacob Rubinfiff, grain and feed dealer of Millville, N. J., at assignee's public sale.

D. A. Stickell & Sons of Hagerstown, Md., have installed a Randolph Grain Drier for removing onion and garlic odor and destroying the Angoumois moth.

The Lakeview Milling Company of Chambersburg, Pa., has installed a Randolph Direct Heat Drier for removing onion and garlic odor from wheat and destroying the Angoumois moth.

To deal in grain and grain products, the Middletown Grain & Milling Company has been incorporated at Selbyville, Del. Asher E. Stevens is interested. The firm is capitalized at \$50,000.

The contract has been let by the State Canal Board at Troy, N. Y., for the erection of a 375,000-bushel reinforced concrete elevator to receive grain from canal boats and to hold the grain until shipment is desired to interior New England points.

To distribute grain and feed, the O. & P. Feed & Grain Company has been organized at Wellsboro, Pa. The company will handle and control several contracts for various manufacturers of feeding-stuffs, among which is the Thomas Boyce Direct Feed Company at Attica, N. Y.

The contract has been let for the \$1,000,000 state owned grain elevator at Oswego, N. Y., to the James Stewart & Co., Inc. It will have two marine tower receiving legs arranged for receiving from barges and to ship by car, or back into the barges. The total contract price on this is \$1,120,000.

Plans are being prepared and work has been started by the James Stewart & Co., Inc., for a flax receiving and storage plant for the Bisbee Linseed Company at Philadelphia. The storage capacity is 250,000 bushels and the workhouse in connection with same is being provided with all the weighing, cleaning and grading devices for this kind of seed. Total value of this work is \$85,000.

#### SOUTHERN AND SOUTHWESTERN

A new flour and grain brokerage business has been started at Shreveport, La., by L. A. Smith & Co.

The capital stock of the Transit Grain & Commission Company of Fort Worth, Texas, has been doubled.

A warehouse costing \$2,500 is to be erected at Sherman, Texas, by the Sherman Grain & Seed Company.

The elevator of Calvert & Abercrombie at Frederick, Okla., which was damaged by fire, is being reconstructed.

Oscar M. Hayes succeeds John Wills as manager of the Farmers Co-operative Elevator Company at Granite, Okla.

W. M. Keller succeeds Julius H. Pearlstone as president of the Palestine Grain Company of Palestine, Texas.

The Howe Grain & Milling Company of Howe, Texas, is building a corn storage house with capacity of 5,000 bushels.

The mill and elevator at Louisville, Ky., recently erected by the Wolcott Bros., of Winchester, Ky., have been bought by H. Lee Early and E. E. Terrill, who are president and vice-president respectively of the Early-Daniel Company. The

plant is modern and has capacity of 300,000 bushels. The Wolcott Bros. will continue operations at Winchester, Ky.

The elevator of the L. O. Street Grain Company at Sharon, Okla., has been rebuilt by them and is managed by P. L. McNeill.

K. J. Bartsch has resigned from the Wallingford Bros. Grain Company of New Orleans, La., and will go into business at Laurel, Miss.

The Probst Grain Company of Perryton, Texas, has purchased from the Weller Manufacturing Company a Wonder Grain Cleaner.

J. F. Steed, W. G. Russell and others have incorporated at Mineola, Texas, as the Mineola Grain Company. Its capital stock is \$10,000.

The Farmville Mills of Farmville, Va., have installed a Randolph Direct Heat Drier for removing onion and garlic odor from their wheat.

The Mena Grain Company was organized by W. E. Watkins and Clifford Cunningham at Mena, Ark., to conduct a grain and wholesale flour and feed business.

The Bowie Grain & Cotton Exchange at Bowie, Montague County, Texas, has been incorporated with W. R. Ayres as president and T. P. Evans, secretary and treasurer.

The Pittman & Harrison Company has been incorporated at Sherman, Texas, capitalized at \$50,000. I. R. Roberts, J. A. Hughes and C. E. Wheat are interested.

The grain elevator and flour mill of J. Milton Erwin at Byers, Texas, has been traded in by him to J. W. McConkey of Wichita Falls, who will take charge of the business.

A new elevator addition is to be built to the elevator at Port Arthur, Texas, according to G. P. Williams, assistant to the president of the Kansas City Southern Railroad.

Fifty per cent of the stock of the Farmers Elevator & Storage Company at Vega, Texas, has been bought by Reddie Harwell. He bought the shares owned by H. R. and V. F. Shields and will be manager.

Charles C. Fraser has gone into the grain, flour and feed business at Richmond, Va., with A. S. B. James under the name of James & Fraser. Mr. Fraser was in the flour business at Philadelphia for 18 years.

C. R. Ramsey is now manager of the Imo Terminal Elevator Company at Imo (mail Enid), Okla., succeeding F. A. Miller. He was formerly in the grain business at Enid Okla., and went from there to Santa Bonito, Texas.

The Smith Bros. Grain Company of Fort Worth, Texas, has its new elevator at that place, built by the Jones-Hettelsater Construction Company, completed and ready for operation. The storage includes eight tanks with total capacity of 130,000 bushels.

The Blue Grass Commission Company and the Elmendorf Coal & Feed Company of Lexington, Ky., have been succeeded by the Blue Grass Elmendorf Grain Corporation. The firm has storage capacity of 200,000 bushels and manufactures "Blue Grass" dairy, poultry and stock feeds.

#### THE DAKOTAS

A new elevator has been built at Burt, N. D., by L. H. Boknecht.

A new elevator is being erected at Crandon, S. D., by G. G. Stahl.

The Farmers Elevator at Sykeston, N. D., is managed by Anton Heltrich.

The Farmers Elevator at Tea, S. D., has been bought by the Olson Elevator Company.

A 30,000-bushel elevator is being erected at McLaughlin, S. D., by A. Krause of Harrold.

A new elevator of 30,000 bushels' capacity was recently completed at Watford City, N. D.

Operations have been started by E. L. Forbes in the E. A. Wearne Elevator at Webster, S. D.

The Farmers Co-operative Grain Company of Britton, S. D., is remodeling its power house.

The Fullerville Grain Company, Fullerville (Mission Hall P. O.), S. D., is being improved.

The Farmers Elevator Company of Roswell, S. D., has been reorganized and is now in business.

A new elevator is to be erected at Thunder Hawk, S. D., replacing the one destroyed by fire.

The elevator of the Winter-Truesdale-Ames Company of Minneapolis, at Penn, N. D., is being repaired.

Dumps and scales are being installed in the elevator of the National Elevator Company at Cumings, N. D.

The Winship Equity Exchange Elevator at Winship (Ellendale P. O.), S. D., has been leased by W. L. Dean.

Farmers around Bottineau, N. D., have bought their own elevator and will conduct it along lines similar to those on which other farmers elevators are conducted with the exception that the grain

will be sold by a salesman of the American Wheat Growers, Associated, instead of the local elevator man.

The McLaughlin Equity Exchange's elevator at Mahto, S. D., is practically finished and will soon be in operation.

The large warehouse attached to the east elevator of the Farmers Grain Company at Artesian, S. D., is being removed.

The Western Terminal Elevator Company has leased the Farmers Elevator at Ravinia, S. D., for a term of one year.

A new semi-Diesel gas engine has been installed in the elevator of the Farmers Mill & Elevator Association at Devils Lake, N. D.

A new dump scale, automatic dump, new legs and foundation are being put in the elevator of the Great Western Grain Company at Portland, N. D.

The elevator at Bartlett, N. D., which was formerly owned by A. M. Evney, has been bought by him from O. T. Simons. He will engage in the grain business.

Capitalized at \$10,000, the Farmers Elevator Company has been incorporated at Crosby, N. D. R. W. Frazier, R. H. Points and S. S. Semmingson are interested.

New cleaning equipment is being installed and repairs are being made to the elevator of the J. C. Miller Elevator Company at Walden (mail to Pillsbury), N. D.

H. E. Rohweder, W. Rohweder and Sophia Rohweder have incorporated at Goodwin, S. D., as the Rohweder Grain Company. The firm is capitalized at \$10,000.

E. P. Enright has resigned his position as manager of the Farmers Elevator at Davis, S. D., and will move to Los Angeles, Calif. Mr. Enright is succeeded by Ben Winterboer.

The elevator of the A. H. Lee & Son at Tipperary (mail to Walhalla), N. D., is being remodeled and several changes are being made which will facilitate the handling of grain in that house.

The partnership between M. E. Henning, H. J. Wolters, and J. F. Sankey as the Farmers Elevator Company at Watertown, S. D., has been dissolved. J. F. Sankey will in the future conduct the business.

The following South Dakota companies have bought Wonder Grain Cleaners, manufactured by the Weller Manufacturing Company: Farmers Co-operative Grain & Shipping Association, Armour; Henry D. Giedd, Avon; Farmers Elevator Company, Beardsley; George Sexauer & Son, Brookings; Farmers Elevator Company, Delmont; Martin Preszler, Hillsvie; Hosmer Milling Company, Hosmer; L. E. Brewer, Howard; Henry Reiner, Leola; Farmers Elevator Company, Menno; Farmers Elevator Company, Lesterville; F. H. Way, Marion; Farmers Elevator Company, Roscoe; Farmers Elevator Company, Turton; Farmers Elevator, Wessington Springs; George Dirks, Wessington Springs.

## MISSOURI, KANSAS AND NEBRASKA

A new elevator has been built at Morrisville, Mo., by Floyd Dickson.

Hugo Hed is no longer employed at the Farmers Union Elevator at Falun, Kan.

The J. E. Weber Grain Company has leased a grain elevator at Hutchinson, Kan.

The 14,000-bushel elevator of William von Dohren, Jr., at Millard, Neb., has been completed.

W. Bradshaw is succeeded in business at Randall, Kan., by the Hart-Bradshaw Grain Company.

The two elevators at Whitham, Mo., have been bought by the Frank Hayward Grain Company.

A grinding outfit is being installed in the plant of the Ogallala Elevator Company at Ogallala, Neb.

An elevator is being built at Horton, Kan., by A. F. Roberts of Sabetha, Kan., who will operate it.

Ed Krenk has bought the business of the Abie Farmers Grain & Lumber Company at Abie, Neb.

The Farmers Grain Company of Lincoln, Kan., has installed a new 10-horsepower electric motor.

E. G. Urbom & Co. are succeeded in business at McDonald, Kan., by the Morrison Grain Company.

The Bousfield Elevator at Auburn, Neb., has been bought by T. A. Engles, who will manage it hereafter.

The Johnson Grain Company of Ashland, Kan., has changed its name to the Farmers Elevator Company.

The elevator, flour and feed business at Arma, Kan., of the Kelso Grain Company has been sold to John Maaquelier, who will conduct the business as the Arma Elevator Company.

The elevator and coal yards of A. C. Schamm at Pierce, Neb., have been sold to Fred Lierman, who will install feed grinding equipment and make other improvements on the property.

The elevator property of the Barstow Grain Company of Lincoln, at Arcadia, Neb., which has been

leased to the Farmers Elevator Company for the past three years, is again to be operated by the Lincoln company.

The elevator at Randolph, Neb., formerly operated by C. F. Grover, is now owned by James Frost.

The Dockstader-Thierolf Grain Company has succeeded the Dockstader-Rodgers Grain Company at Beloit, Kan.

Albert Kassik is remodeling an old elevator at Milligan, Neb., which has not been in operation for several years.

G. R. Chrislip is the successor to J. A. Lyons as manager of the Langdon Co-operative Company at Langdon, Kan.

W. R. Atherton of Sterling succeeds Charles Jones as manager of the Turon Elevator Company at Turon, Kan.

The Smith Mercantile Company now owns the grain elevator at Pierceville, Kan., formerly owned by Warner Walker.

The Mead Grain Company is succeeded in business at Fort Scott, Kan., by the Mead-Patterson Grain & Feed Company.

The capital stock of the Farmers Elevator & Grain Company of Sweet Springs, Mo., has been increased from \$30,000 to \$50,000.

The Chetopa Mill & Grain Company of Chetopa, Kan., has completed its new elevator at Chetopa, Kan. Mr. Cole is manager.

The Old Coon Commission Company of Springfield, Mo., managed by Will W. Coover, will handle grain, flour, feed and hay.

John Weightman has left the Golden Belt Elevator at North Topeka, Kan., and is now with the Blair Elevator Company.

The Broughton Elevator Company of Broughton, Kan., has been succeeded by the Broughton Co-operative Grain & Feed Company.

The elevators at Holyrood, Hutchinson and Beaver, Kan., have been leased by the J. E. Weber Grain Company of Kansas City.

The Hentzen Elevator at Seward, Neb., has been bought by Erwin J. Imig and L. C. Schneeback. The new owners took charge October 15.

An elevator of 20,000 bushels' capacity has been completed at Syracuse, Kan., by J. T. Gray of Moscow and his son, Mark, of Manter.

The building occupied by the Davidson Grain Company at Nickerson, Kan., has been remodeled and equipped with new machinery.

The grain elevator and mill at Kingman, Kan., have been bought by the Farmers Elevator & Mercantile Company. J. Shall is manager.

The elevator property of the Farmers Co-operative Company at Eldorado, Kan., has been bought by the J. F. Grosshans Grain & Lumber Company.

Louis Hansen is succeeded as manager of the Farmers Union Co-operative Grain & Supply Company at Norman, Neb., by Joe Widdersheim.

A new elevator is to be erected at Barnston, Neb., to be known as the Townsend Elevator on the site of the Douglas Elevator which burned in April.

The feed mill and grain business of the Loveland Milling Company of Wichita, Kan., has been bought by J. D. Chalfant of August at a cost of \$30,000.

Additional concrete elevator capacity is to be built for the Hoffmann Mills of Enterprise, Kan., including a new headhouse, of 200,000 bushels' capacity.

A warehouse is being built at Stafford, Kan., for the Independent Co-operative Grain & Mercantile Company to be used for the storage of flour and feeds.

The elevator at Angus, Neb., formerly owned by the Tidball Lumber Company, has been bought by Otto Garlack, who is running it under his own name.

A building has been bought at Fulton, Mo., by the Fulton Co-operative Warehouse Association which will be used as a warehouse, handling grain and feed.

The Probst Grain Company has installed a Wonder Grain Cleaner, manufactured by the Weller Manufacturing Company, in its plant at Arkansas City, Kan.

The Collingwood Elevator Company has installed a new 10-ton scale at Pretty Prairie, Kan., and a new three-inch floor has been put in the driveway of the elevator.

The Gridley Produce & Feed Company of Gridley, Kan., has been sold by H. W. Kurtz to E. H. Kaufman, who has changed the name to the Gridley Grain & Produce Company.

The Robinson-Wyatt Elevator at Dwight, Kan., is being managed by Joe Reed. He succeeds F. D. Miles, who was temporary manager and who has now returned to his former position as manager of the company's elevator at Hill City.

A 10,000-bushel frame, ironclad elevator has been completed at McLain (Newton p. o.), Kan., for the McLain Elevator & Mercantile Company. The

equipment includes a 10-ton wagon scale, four-bushel automatic scale, 6-horsepower engine, 1,500-bushel an hour non-chokable leg with rope drive and truck dump.

## WESTERN

A grain business is to be conducted at Willows, Calif., by G. A. Gutman.

The W. C. Harris Company has equipped its elevator at Sterling, Colo., with new scales.

The Ballantine Grain Association of Ballantine, Mont., is now managed by Robert Warden.

A new elevator is under course of construction at Moorcroft, Wyo., by Pete Peterson, a grain buyer there.

The J. P. Gibbons Grain Company of Kearney, Neb., expects to open a grain office at Los Angeles, Calif.

The Nicholls Grain & Milling Company has been incorporated at Los Angeles, Calif., capitalized at \$2,000,000.

A 10-ton dump scale and truck dump have been installed by the Imperial Elevator Company of Saco, Mont.

The First National Bank of Duluth bought at sheriff's sale the Farmers Elevator located at Baker, Mont.

The elevator of the Occident Elevator Company of Culbertson, Mont., which burned, is to be rebuilt at once.

The capacity of the plant of the Watson Mill & Elevator Company at Paul, Idaho, is being increased by 8,000 bushels.

The Taylor-Doon Grain Company of Ogden, Utah, has designated George L. Anderson of Malad, Idaho, as its Idaho state agent.

The Northern Grain & Warehouse Company of Hardin, Mont., has leased and will operate the Farmers Elevator this season.

An addition is to be built to the elevator of the Wilsall Grain Company of Wilsall, Mont., increasing the capacity by 40 per cent.

Two grain elevators are probably to be erected in eastern Colorado for the Julesburg Co-operative Grain Company of Julesburg, Colo.

An addition is being built to the elevator of the McLean Elevator Company at Harlowton, Mont., which they will use as a store room.

J. C. Burk is now manager of the Columbia Elevator at Ismay, Mont., succeeding Mr. Tracy who bought the Farmers Elevator there.

The elevator of the Standard Grain Company at American Falls, Idaho, formerly managed by Sid Stewart, has been leased by the Zaring Grain Company.

The grain department of the Albers Bros. Milling Company at Portland, Ore., is now under the management of S. C. Draper, formerly with M. H. Houser.

Carl Jensen is succeeded in the employ of the Grain Growers Warehouse Company of Wilbur, Wash., by Frank Roberts. Mr. Jensen has been transferred to Almira.

The holdings of the Northern Grain & Warehouse Company at Tekoa, Wash., have been sold to Strauss & Co., Inc. I. S. Woods will remain as manager of the company.

The Fox Grain Company was recently organized at Wibaux, Mont., to operate the elevator which was formerly known as the Farmers Elevator. Kellogg Orgain is manager.

The Joslin grain and feed business at Port Orchard, Wash., has been sold to J. C. Wagner who has assumed control and will conduct a general grain, hay and feed business.

The Farmers Elevator Company has been incorporated at Clovis, N. M., capitalized at \$150,000. Among the incorporators are Lester Stone, L. H. Sanders and G. C. Singletary.

H. R. White, E. Cook, J. H. Finn, E. S. Taylor and Herman Phleger have incorporated at San Francisco, Calif., as the Islais Creek Grain Terminal Corporation, capitalized at \$100,000.

A new distributor and new scale are to be installed in the elevator of the Mark P. Miller Milling Company at Genesee, Idaho, which it recently took over from the C. E. Wood Company.

The capital stock of the Farmers Union at Eugene, Ore., has been increased from \$5,000 to \$10,000. The company will establish handling stations at Cottage Grove and Creswell, Ore.

Capitalized at \$15,000, the Twodot Grain Company has been incorporated at Twodot, Mont., to deal in grain, cereals, etc. G. D. Martin, Chas. F. Williams, O. B. Anderson, John Matson and E. L. Shumaker are interested. The firm has bought the elevator of the Equity Co-operative Association.

The following Montana firms have installed the Weller Manufacturing Company's Wonder Grain Cleaners: Greely Elevator Company, Carter; Montana Grain Growers Association, Danvers; P.

F. Brown Grain Company, Moore; P. F. Brown Grain Company, Lewistown; Greely Elevator Company, Great Falls; Greely Elevator Company, Hyland.

Walter H. McLeod, S. J. Wright and L. E. Bunge have incorporated at Missoula, Mont., as the Missoula Feed & Grain Company, capitalized at \$25,000. The firm will deal in grain, feed, barley, etc.

The two warehouses owned by the May & Senders Company at Harrisburg, Ore., have been bought by W. E. Wadsworth. Feed milling equip-

ment is included in the purchase and will be installed.

The R. B. Liles Elevator and grain business at Colorado Springs, Colo., has been bought by L. E. Keifner of Oklahoma from Mrs. Harriet Liles, widow of the late R. B. Liles. The consideration was \$30,000.

G. W. Gardner is now with the Palmerton-Moore Grain Company, Inc., with headquarters at Spokane, Wash. He was a well known grain man for several years in charge of the Gallatin Valley Milling Company's line of elevators in Montana.

\$25,000, fully covered by insurance. The elevator will be rebuilt.

Eldorado, Kan.—Fire on September 13 destroyed the elevator of the L. H. Powell Company.

Garber, Ill.—Lightning did slight damage to the elevator of the Noble Bros. on September 5.

Lincoln, Neb.—The Woodlawn Elevator, operated by the Hall-Johnson Grain Company, was damaged by fire.

La Crosse, Wis.—Fire damaged with small loss the warehouse of the Salzer Seed Company at La Crosse.

Burlington, Iowa.—Fire on September 14 damaged the elevator of the Trans-Mississippi Grain Company.

Wilcox, Neb.—The Farmers Elevator was destroyed by fire with a loss of \$15,000, covered by insurance.

Strawn, Ill.—Lightning did slight damage to one of the line elevators operated by Harry Tjardis on September 5.

Wahpeton, N. D.—The elevator of the Baldwin Flour Mills filled with flax collapsed with a considerable loss.

Meridian, Idaho.—The building occupied by the C. H. Green Feed Store was damaged by fire with a loss of \$2,000.

St. Johns, Ohio.—Fire destroyed the St. Johns Co-operative Elevator together with a large amount of grain.

Gainesville, Texas.—Fire destroyed the warehouse of the Whaley Mill & Elevator Company with 40,000 bushels of oats.

Baxter Springs, Kan.—The elevator of the Stauffer & Commack Grain Company was damaged by fire on September 5.

Percival, Iowa.—Fire destroyed the Kellogg & Wilson Elevator with a loss of \$15,000. The cause of the fire is unknown.

Seattle, Wash.—On September 29 fire destroyed the warehouse of the Globe Grain & Milling Company with a loss of \$50,000.

Philadelphia, Pa.—Fire on September 30 destroyed the grain, feed and hay warehouse of David McMullin with a loss of \$25,000.

Mt. Pleasant, Iowa.—Fire destroyed A. D. Hayes' elevator with a loss of \$20,000; insurance, \$19,000. The elevator will be rebuilt.

San Antonio, Texas.—Fire on September 3 destroyed the corn shelling plant of the Blue Star Elevator Company of San Antonio.

Chippewa Falls, Wis.—Fire destroyed the elevator and warehouse of the Farmers Produce Company. The firm will erect a new plant.

Rockport, Mo.—The Turner Bros. elevator with 7,000 bushels wheat and corn burned with a loss of \$11,000, partially covered by insurance.

Elkins, W. Va.—The elevator operated by R. Darden was almost totally destroyed by fire on September 14. The stock proved an entire loss.

Watonga, Okla.—Fire on September 6 damaged the elevator of the Oklahoma City Mill & Elevator Company. The fire was due to an electric hazard.

Butte, Mont.—One of the line elevators and warehouses of the Montana Flour Mills Company, located at this place, was damaged by fire recently.

Des Moines, Iowa.—Fire destroyed the entire stock of hay and grain at the warehouse of the J. W. Weeks Coal & Feed Company with a loss of \$5,000.

Baker, Mont.—The Occident Elevator here was destroyed by fire, and much of the 15,000 bushels of grain was damaged. The property was fully insured.

Mountain View, N. J.—The feed mill of Bailey & Winters on September 30 was destroyed by fire, as was also one carload of feed. The loss amounted to \$10,000.

Cushing, Okla.—Fire destroyed the Hancock Feed Store and the White Manufacturing Company with a loss of \$50,000. The fire was of undetermined origin.

Watson, Mo.—Fire destroyed the elevator owned by the Turner Bros. and managed by Charles Ramsay, with a loss on grain of \$5,000. The company will rebuild.

Marysville, Kan.—A total loss of its elevator was sustained by the Marshall County Farmers Co-operative Business Association when fire broke out in it on October 4.

Salina, Kan.—Fire destroyed Elevator "A" of the Western Star Mill on October 2 with \$15,000 damages. The origin of the fire is unknown. The elevator was repaired immediately.

Stotesbury, Mo.—A damage loss by fire was sustained by the Thurman Davis Grain Company on October 1 when fire occurred in the corn crib. Locomotive sparks caused the fire.

Westville, Ill.—Fire on September 10 destroyed the elevator owned by George Buchanan of Georgetown, which contained 2,000 bushels oats and 2,000 bushels wheat, with a loss of \$18,000, partly covered

## OBITUARY

**BLOOMFIELD.**—Wm. B. Bloomfield died at New Orleans, La. He was a director of the Louisiana Sugar & Rice Exchange and New Orleans Board of Trade.

**CANTY.**—Dennis J. Canty died on September 6 after a short illness. He was a grain broker on the Merchants Exchange, St. Louis, Mo.

**CROSBY.**—William S. Crosby of the grain firm of Sumner-Crosby & Co., grain dealers of South Boston, Mass., died on September 15 at his summer home in Marblehead, Mass. He had been in the grain trade for years.

**DEAN.**—C. R. Dean, a feed dealer of Oswego, N. Y., for over 20 years, died recently.

**DUNBAR.**—Peter S. Dunbar died on September 19 following an operation. He was manager for 20 years of the Lake of the Woods Milling Company's business in Melita, Man., including the elevator.

**DYER.**—A. C. Dyer, assistant secretary of the British-American Elevator Company, Ltd., Winnipeg, Ont., died suddenly while on the street. He had been ill for some time.

**FOOTE.**—Wm. A. Foote died on August 30 at Clinton, Mo. He was for years in the grain business, but retired in 1909.

**HIPPLE.**—F. E. Hipple died from a stroke of paralysis. He had been a prominent member of the grain trade for 25 years and was a resident of Hutchinson, Kan., and has associated with the Liberal Elevator Company of Liberal, Kan.

**JONES.**—J. G. Jones, an old time grain and milling man died at New York while on his way to Wales. He was the first general manager of the Wichita Valley Mill & Elevator Company of Wichita Falls, Texas, now the Wichita Mill & Elevator Company, and organizer of the Jones Grain Company in Colorado.

**KAYSER.**—Edward Kayser, a prominent grain man, committed suicide by hanging himself at his home in Sioux City, Iowa, on September 2. He was secretary of the South Dakota Grain Company which recently sold nine South Dakota elevators to J. T. Scroggs of Sioux City. His widow and daughter survive him.

**KEENEY.**—William H. Keeney, one of the expert mill men of this country, died, aged 51 years, at his home in Buffalo, on September 16. He was located in Buffalo for some time as an official in the Clover Leaf Milling Company and enjoyed a wide acquaintance with members of the feed trade, having recently been employed as an industrial engineer, installing machines in feed mills.

**KOESTER.**—Carl Koester, an employe of the Thomas-Boyce Feed Company at Attica, N. Y., was killed on September 29 when he was struck by a train.

**MABIE.**—A. J. Mabie died at his home in Whitten, Iowa. Mr. Mabie was a retired grain dealer.

**MOORHOUSE.**—Abraham Moorhouse died, aged 82 years, at his home in Glidden, Iowa, following an operation for appendicitis. He was actively engaged in the grain, lumber and coal business.

**NATHAN.**—Julius Nathan died recently after a stroke of paralysis. He was a prominent grain dealer and head of the Nathan Grain Company of Fort Wayne, Ind. Two sons and a daughter survive him.

**OSTRANDER.**—On September 19, Benjamin Ostrander, a prominent grain merchant of Winnipeg, fell from the sixth floor in the Grain Exchange at Winnipeg and was killed. He had been in the grain business for 25 years and 10 years ago established the Ostrander Grain Company.

**OVERHOLT.**—James Overholt, a grain trimmer at the Goderich Elevator, Goderich, Ont., was drowned when he fell off a boat while at work in the harbor.

**OTTOWAY.**—James Ottoway, a prominent Ripley, N. Y., grain and feed dealer, died suddenly at his office. His widow and two sons survive.

**PIERIE.**—George G. Pierie, secretary of the Commercial Exchange of Philadelphia, Pa., in 1866, died at his home there on September 9, aged 85 years. His four daughters survive him.

**PIEL.**—William F. Piel, first vice-president of the Commercial Union of Indianapolis, Ind., which later became the Board of Trade, died, aged 72 years, on August 30. He was president of the Piel Bros. Starch Company.

**RISSEY.**—D. R. Risser, a prominent grain dealer, died recently at Vaughnsville, Ohio.

**SCHEU.**—Otto B. Scheu, for years in the feed and flour business at Buffalo, N. Y., died on September 23. His widow survives him.

**SHANLEY.**—Lewis Shanley, a retired grain dealer of Columbus, Ohio, died, aged 54 years, following an illness of long duration. His widow, three sons and a daughter survive him.

**SHELLABARGER.**—Thatcher Shellabarger, manager of the Shellabarger Mill & Elevator Company of Salina, Kan., died suddenly at Decatur, Ill.

**TATE.**—Robert Tate, well known in Winnipeg, Man., as a grain broker, was accidentally drowned recently.

**TAYLOR.**—George E. Taylor died on September 18 at Wernersville, Pa., where he was spending the summer. He was founder of the grain and feed firm at Camden, N. J., now conducted by his two sons as the Taylor Bros.

**VOGELMAN.**—Louis R. Vogelmann, for five years secretary and treasurer of the St. Joseph Hay & Grain Company, St. Joseph, Mo., died after a long illness.

**WILLIAMS.**—David Williams, a pioneer grain buyer of Walla Walla, Wash., died on September 22, aged 57 years, at his home in Walla Walla.

half of which is covered by insurance. The structure will be rebuilt.

Elmira, Mich.—Fire destroyed the warehouse of C. G. Honeywell on September 19.

Gurley, Neb.—Fire destroyed the elevator here with several hundred bushels of wheat.

Holley, N. Y.—The granary of Earl Edmunds burned recently with a loss of \$12,000.

Paxton, Neb.—Fire damaged the Eginton Elevator here. Repairs will be made at once.

Utica, Neb.—The elevator of E. L. Hurlburt & Son was destroyed by fire on October 7, together with 7,000 bushels of grain. The loss amounted to

Cape Girardeau, Mo.—The feed store of Thomas J. Lilly was burned.

Wymore, Neb.—The C. C. Ellis Feed Store burned out recently.

Broken Bow, Neb.—The elevator of C. E. Shepard was damaged by fire.

Rowatt, Sask.—The Patterson Elevator recently suffered a loss by fire.

Leeton, Mo.—With a loss of \$34,000, the Farmers Elevator burned at this place.

Springfield, Ill.—The grain elevator of H. A. Liedel & Sons burned with hundreds of tons of flour and grain and feed. The damage is \$35,000,

## FIRES—CASUALTIES

by insurance. The elevator was operated by C. B. Spang of Georgetown, who also owns another elevator at Westville.

Lougheed, Alta.—Fire on September 27 destroyed the Home Grain and the United Grain Growers Elevators with 10,000 bushels of grain. The Home Grain Company carried 8,000 bushels.

Rollo, Ill.—Fire on September 15 destroyed the elevator owned by Strong & Strong, with 10,000 bushels of grain. The loss amounted to \$16,000; covered by insurance. The elevator will be rebuilt.

Gates (Atlantic p. o.), Iowa.—Fire destroyed the Gund-Sein Grain Company's elevator at this place with 3,500 bushels grain, principally corn. The owners have not decided whether or not to rebuild.

Memphis, Tenn.—Fire destroyed the warehouse

and considerable hay, salt and grain belonging to the W. P. Brown & Co. and Davis & Andrews, valued at \$30,000. A stock of feedstuffs belonging to E. E. Anderson & Co. was saved with but a slight loss.

Dalton, Neb.—The elevator owned by the Dalton Grain Company, John Pelster and H. C. Anderson, proprietors, was damaged by fire September 16, which started in the exhaust pipe of the elevator. The machinery was ruined and much of the wheat contained in the elevator was damaged.

Mt. Pleasant, Iowa.—Fire on September 22 destroyed the elevator of the Hayes Company. The fire started in the milling room and spread so rapidly that neither the mill nor the elevator could be saved. About 6,000 bushels wheat, 3,500 bushels corn and a considerable quantity of flour were destroyed.

posed combination rate scheme in effect. The plan is agreeable to the M. K. & T. as well as the other roads.

## A FREIGHT RATE INDEX

A freight rate index that will make it possible to compare changes of railroad rates with the changes of prices of commodities to which the rates pertain is being prepared by the Research Council of the National Transportation Institute, it is announced by Dr. David Friday, director of the Council.

"The freight rate index number will be divided into the same classes that compose the Bureau of Labor index numbers of wholesale and retail prices and living costs," Dr. Friday's announcement states. "For agricultural prices the index number also will be broken up into commodities.

"It is the purpose of the National Transportation Institute to make the freight rate index as comprehensive as the indices of general commodities and prices of the Bureau of Labor and of Dun's and Bradstreet's reports. No index number of freight rates has ever been prepared since the work of Commons and Stone, which give an index on a limited number of commodities from 1870 to 1900. The institute's index number will reveal comparisons now impossible to arrive at."

# TRANSPORTATION

## OREGON CASE NOT TO BE REOPENED

Petitions filed on behalf of the cities of Seattle and Tacoma, Wash., and by the Department of Public Works of the State of Washington for further consideration of the records in the Inland Empire Shippers' League and the Public Service Commission of Oregon case were denied by the Interstate Commerce Commission on October 4. The case is known on the Pacific Coast as the "Columbia River Basin Grain Differentials," which involved the question of favoritism in the matter of differentials on grain moving in the States of Washington and Oregon to the seaboard.

## GOSSIP AS TO SECTION 15-A

President Coolidge, says the *Traffic World*, has given no thought to the question of favoring a repeal of section 15-a of the Transportation Act, it was declared at the White House September 28 by a high spokesman for the President, when a newspaper report to the effect that the Coolidge administration had decided to urge repeal of the section was brought to his attention. It was said the President did not know of such a decision as that nor had he seriously discussed or turned his attention to that subject. It was said that the President had talked with railroad presidents, organized labor leaders and Government officials, but that, so far as he knew, no decision had been reached with regard to repeal of the rate-making section. The newspaper report in question said Senator Cummins has been won over to favoring repeal of section 15-a. The Senator is in Des Moines. He has been one of the strongest advocates of keeping section 15-a in the law. It is understood, however, that he does not now feel it so important to retain that section.

## TRANSPORTING CANADA'S CROP

The *Grain Trade News* of Winnipeg recently presented some interesting sidelights on the Canadian grain traffic.

"Last year, between September 1 and the close of navigation, there was shipped down the lakes from Fort William-Port Arthur, 190,850,410 bushels of all kinds of grain. The lake shipments for the whole crop year totalled 277,326,406 bushels, so that 69 per cent of the year's traffic was moved in the first three and one-half months. This is theoretically about the right proportion and is about the usual percentage of shipments in that period. As the importing world takes delivery pretty regularly every month, it is desirable and even necessary to put across the lakes before the close of navigation sufficient stocks to make up export shipments for the eight and one-half months from September to the middle of May, which is just about 70 per cent of the crop year.

"If we are to find ourselves in as favorable a position this year as last, what quantity of grain should be shipped by water from now until navigation closes? As this year's surplus will be bigger than last year's, the same proportion of movement will represent a bigger quantity. Now, in September this year, only 20,100,000 bushels of all grains was shipped down the lakes, which is 14,000,000 bushels less than in September last year. Even to equal last year's quantity there would have to be shipped from October 1 no less than 170,750,000 bushels of grain. As our wheat crop alone is some 50,000,000 bushels greater than last year, there should be about 70 per cent of this excess shipped also, to say nothing of the excess of coarse grains. Extra wheat alone would add about 35,000,000 bushels to the quantity that should be shipped, making the proper total shipment by lake, after October 1, not less than 205,750,000 bushels of all grains.

"In the two weeks, from September 17 to Octo-

ber 1, during which time all vessels at present available for the trade, including all American vessels now willing to come in, have been in operation, there has been shipped on the average only 1,310,000 bushels of all grains per day. From October 1 to December 12 is 73 days, and for that period the capacity of the present fleet is thus indicated to be only about 95,000,000 bushels. Vessel agents estimate the capacity of the Canadian fleet in that period at only about 71,000,000 bushels. Judged by its performance during the past fortnight, the present fleet cannot handle within 130,000,000 bushels of the quantity it would be desirable to move across the lakes before December 12. This is the situation as it appears today."

## AN UNREASONABLE REQUEST

A reduction of at least 25 per cent in the freight rates on everything the farmer buys and sells was urged in a letter sent by Representative Martin L. Davis, of Ohio, to President Coolidge and made public by Mr. Davis October 1. He also urged a material reduction in the tariff rates on everything the farmer must buy. As to freight rates he said:

It appears that the Secretary of Agriculture has recommended a reduction of 25 per cent in freight rates on agricultural products intended for export. This would help to a small degree but I fear that its benefits would be almost invisible.

What the farmers of this country need is a reduction of at least 25 per cent in freight rates on everything they buy and sell, and it would be highly desirable if this reduction could be made 35 or 40 per cent. High freight rates really now stand as the greatest blight on the agricultural industry of this country.

The farmer is the only one I know of who pays the freight both ways. The freight is deducted from the selling price of his produce and is added to the cost of everything he buys. Everyone else who has anything to sell includes the freight in his costs and collects it from the buyer.

It may be that such a severe reduction in freight rates would be more than the railroads could justly bear. There is a logical answer to that objection, however, if it is a valid one. The loss in revenue to railroads could be offset by increasing the freight rates on luxuries of all kinds. The Interstate Commerce Commission could determine what articles should be classed as luxuries and increase the rates accordingly.

I realize that this problem would come before the Interstate Commerce Commission, and yet I am sure an urgent request from the President of the United States to that body to consider such a proposal would receive prompt attention. If there is not sufficient legal authority for such procedure, I am sure Congress would give your recommendation earnest and sympathetic consideration.

I doubt if there is anything that would have such a tremendous and far-reaching beneficial effect on the farming industry of the nation as a large reduction in freight rates on farm produce and the necessary machinery and materials which farmers buy.

## ADJUSTMENT OF SOUTHERN RATES

A general readjustment of grain rates to Texas points that will seek to place all rates on the level of the lowest combination, using the local from point of origin to the market and the proportional rate from market to destination, is under contemplation by the granger lines serving this traffic. Checking up the rates with a view to publication of such rates was to begin at a meeting of the carriers at St. Louis, September 12.

The proposition is stated to have the full support of all the interested carriers, as well as the support of the various grain markets, which have long advocated a rate structure built on this plan. The plan will be placed in effect as soon as the Commission has rendered a decision in I. and S. 1866, in the event the Commission decides that the suspended tariff of the M. K. & T., which that case involves, should not be permitted to go into effect. In the event that the Commission rules that the suspended schedules should become effective, the carriers will have to wait until the expiration of the 30-day period following the placing of that tariff in effect before placing the pro-

## RECEIPTS AND SHIPMENTS

Following are September receipts and shipments of grain etc., at leading terminal markets.

**BALTIMORE**—Reported by James B. Hessong, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus..	819,249	2,572,813	595,192	2,741,071
Corn, bus....	53,530	832,709	.....	964,104
Oats, bus....	206,621	1,152,753	.....	972,370
Barley, bus..	6,280	134,757	.....	118,334
Rye, bus....	24,121	1,937,901	25,713	1,642,052
Straw, tons..	79	29	.....	.....
Millfeed, tons	1,638	1,820	.....	.....
Hay, tons....	2,801	1,352	.....	.....
Flour, bbls..	153,160	151,795	97,118	85,982

**CAIRO**—Reported by M. C. Culp, chief grain inspector and weighmaster of the Board of Trade:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus..	75,275 <sup>10</sup>	9,738 <sup>50</sup>	130,759 <sup>72</sup>	6,761 <sup>40</sup>
Corn, bus....	52,204 <sup>14</sup>	375,547 <sup>54</sup>	39,561 <sup>44</sup>	302,319 <sup>40</sup>
Oats, bus....	1,432,598 <sup>22</sup>	1,195,511 <sup>20</sup>	1,404,929 <sup>12</sup>	1,258,957 <sup>20</sup>
Rye, bus.....	4,143 <sup>82</sup>	1,280 <sup>40</sup>	1,420 <sup>40</sup>	.....

**CHICAGO**—Reported by J. J. Fones, secretary of Board of Trade:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus..	6,201,000	4,743,000	6,796,000	5,078,000
Corn, bus....	7,890,000	20,512,000	4,506,000	9,798,000
Oats, bus....	6,920,000	9,503,000	5,368,000	6,907,000
Barley, bus..	979,000	1,260,000	370,000	381,000
Rye, bus....	228,000	368,000	376,000	272,000
Timothy Seed, lbs. ....	13,397,000	9,593,000	4,251,000	6,303,000
Clover Seed, lbs. ....	641,000	1,358,000	273,000	547,000
Other Grass Seed, lbs. ....	2,686,000	4,164,000	1,066,000	570,000
Flax Seed, bus. ....	81,000	47,000	61,000	.....
Hay, tons ..	12,546	9,695	1,251	723
Flour, bbls..	939,000	1,641,000	715,000	1,245,000

**CINCINNATI**—Reported by D. J. Schuh, executive-secretary of the Cincinnati Grain & Hay Exchange:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus..	415,200	361,200	345,600	246,000
Corn, bus....	262,800	356,400	79,200	196,000
Oats, bus....	438,000	214,000	288,000	120,000
Barley, bus..	1,300	9,100	.....	.....
Rye, bus....	50,400	20,400	34,800	21,600
Hay, tons....	6,095	6,644	.....	.....

**DENVER**—Reported by C. B. Rader, secretary of the Grain Exchange:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, cars..	675	397	37	17
Corn, cars...	159	202	60	78
Oats, cars...	144	98	34	42
Barley, cars..	91	16	8	0
Rye, cars....	4	4	0	0
Hay, cars....	81	166	0	0

**DULUTH**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus..	8,818,782	15,837,642	5,759,698	9,676,478
Corn, bus....	3,848	928,473	.....	498,476
Oats, bus....	529,393	416,713	179,161	231,840
Barley, bus..	1,563,259	1,200,040	982,398	892,890
Rye, bus....	3,097,783	9,729,408	2,403,368	8,974,940
Flax Seed, bus. ....	1,272,150	515,112	606,702	189,568
Flour, bbls..	990,805	1,171,980	978,145	1,184,485

**FORT WILLIAM, ONT.**—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus..	28,317,683	36,985,954	19,356,810	29,600,876
Corn, bus....	4,422	10,810	4,422	10,810
Oats, bus....	1,567,203	741,868	704,684	701,531
Barley, bus..	2,787,077	2,483,369	1,860,989	1,513,437
Rye, bus....	1,340,753	3,063,528	1,236,281	2,584,398
Flax Seed, bus. ....	140,509	23,512	121,803	80,370

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus..	5,941,350	8,365,950	3,260,250	5,325,750
Corn, bus....	711,250	451,250	461,250	706,250
Oats, bus....	1,837,700	600,100	879,000	253,500
Barley, bus..	441,000	30,000	96,200	35,100
Rye, bus....	64,900	63,800	20,900	15,400
Kaffir Corn, bus. ....	18,700	35,200	65,000	32,000
Hay, tons....	23,244	17,160	5,028	3,000
Flour, bbls..	80,925	112,450	637,000	559,000

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of The Board of Trade:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus.	503,000	371,000	392,000	147,000
Corn, bus.	1,515,000	1,788,000	855,000	1,419,000
Oats, bus.	1,606,000	762,000	1,274,000	682,000
Rye, bus.	77,000	43,000	65,000	44,000
Flour, bbls.				
mfg.	48,789	50,540		

**LOS ANGELES**—Reported by M. D. Thiebaud, secretary of the Grain Exchange:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, car-loads	329	246		
Corn, carloads	88	74		
Oats, carloads	54	29		
Barley, car-loads	129	100		
Rye, carloads		2		
Bran, carloads	98	52		
Flour, car-loads	156	138		

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus.	387,700	495,600	162,533	292,981
Corn, bus.	1,737,580	2,104,460	1,487,531	1,065,911
Oats, bus.	2,731,200	1,804,095	2,397,236	1,331,910
Barley, bus.	1,191,320	889,540	395,135	356,857
Rye, bus.	110,370	193,855	83,720	132,952
Timothy Seed, lbs.	1,338,730	1,254,295	570,750	50,608
Clover Seed, lbs.	88,262	112,285	517,152	138,742
Malt, bus.	24,600	62,700	383,400	484,050
Flax Seed, bus.	276,060	51,450	380	2,902
Feed, tons	10,370	9,902	19,185	17,999
Hay, tons	1,056	1,200	528	1,295
Flour, bbls.	252,150	320,450	54,740	162,505

**MINNEAPOLIS**—Reported by G. W. Maschke, statistician of the Chamber of Commerce:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus.	16,352,850	19,693,950	5,713,950	6,769,690
Corn, bus.	293,150	486,600	128,980	289,960
Oats, bus.	4,587,190	3,837,360	1,794,710	4,191,880
Barley, bus.	2,417,480	1,503,110	1,721,430	1,283,340
Rye, bus.	1,391,870	1,239,410	184,980	393,550
Flax seed, bus.	2,654,070	942,150	264,830	183,420
Hay, tons	1,850	2,046	131	81
Flour, bbls.	113,938	99,399	1,277,916	1,892,588

**MONTREAL**—Reported by J. Stanley Cook, secretary of the Board of Trade:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus.	10,700,457	10,257,803	7,984,623	10,651,554
Corn, bus.	211,914	2,986,850		5,091,708
Oats, bus.	1,146,436	1,546,589	1,049,414	1,697,324
Barley, bus.	1,439,524	331,369	1,534,525	567,027
Rye, bus.	2,122,599	3,471,562	1,201,159	2,594,895
Flax Seed, bus.	51,598	24,660		
Hay, bales	77,378	74,191	11,653	54,635
Flour, bbls.	282,310	621,801	195,429	572,030

**NEW ORLEANS**—Reported by S. P. Fears, chief grain inspector and weighmaster of the Board of Trade, Ltd.:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus.			649,064	4,396,130
Corn, bus.			145,216	986,075
Oats, bus.			44,010	65,389
Rye, bus.				8,571

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus.	3,510,300	2,626,200	1,360,000	2,693,000
Corn, bus.	300,000	1,034,800	1,000	705,000
Oats, bus.	965,000	2,465,000	149,000	1,970,000
Barley, bus.	461,900	383,300	390,000	239,000
Rye, bus.	1,740,400	1,234,900	1,029,000	1,117,000
Clover Seed, lbs.			1,795	Bags 798
Flax Seed, bus.	10,400	205,000		
Hay, bales	300	8,431		3,820
Flour, bbls.	685,398	804,000	362,000	609,000

**OMAHA**—Reported by F. P. Manchester, secretary of the Grain Exchange:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus.	2,676,000	1,209,600	3,239,600	2,214,800
Corn, bus.	1,051,400	1,170,400	1,716,400	1,297,800
Oats, bus.	2,042,000	2,206,000	1,162,000	934,000
Barley, bus.	171,200	104,000	52,800	28,800
Rye, bus.	175,000	119,000	186,200	175,000

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus.	195,150	399,750	142,800	479,300
Corn, bus.	1,496,000	2,246,150	1,054,750	1,908,130
Oats, bus.	1,136,600	1,273,000	947,950	1,385,400
Barley, bus.	139,200	74,200	113,400	67,200
Rye, bus.	10,000	6,000	4,800	8,400
Mill Feed, tons	29,540	3,890	24,780	19,615
Hay, tons	5,280	3,890	230	210
Flour, bbls.	155,500	175,600	146,900	185,900

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus.	875,298	3,325,924	1,184,504	2,440,409
Corn, bus.	33,351	310,549		229,380
Oats, bus.	185,513	389,173		149,342
Barley, bus.	3,452	1,241		
Rye, bus.	17,606	1,270,336		1,185,878
Flour, bbls.	248,960	283,938	69,298	54,023

**PORTLAND, MAINE**—Reported by Howard H. Waldron, traffic manager of the Chamber of Commerce:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus.		489,081		488,371
Corn, bus.		29,946		48,877

**SAN FRANCISCO**—Reported by H. C. Bunker, chief inspector of the Chamber of Commerce:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, tons.	4,488	7,273		
Corn, tons.	1,832	1,368		
Oats, tons.	681	1,389		
Barley, tons.	67,834	91,678		
Bran, tons.	493	264		
Beans, sacks.	43,396	31,779		
Hay, tons.	6,681	4,582		

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants' Exchange:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus.	3,028,086	3,460,884	2,962,030	2,539,380
Corn, bus.	2,406,714	2,796,300	1,473,980	1,734,200
Oats, bus.	3,184,320	1,760,000	2,312,320	1,345,145
Barley, bus.	185,600	70,400	72,250	9,030
Rye, bus.	59,400	42,900	27,160	14,200
Kaffir Corn, bus.		16,800	26,400	4,110
Hay, tons.	12,444	11,143	4,375	3,745
Flour, bbls.	438,600	383,120	527,920	545,825

**TOLEDO**—Reported by A. Gassaway, secretary of the Produce Exchange:

	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus.	639,400	785,260	167,330	114,145
Corn, bus.	147,500	388,950	11,280	116,750
Oats, bus.	492,000	229,600	309,000	90,120
Barley, bus.	4,800	2,400		
Rye, bus.	32,400	24,000	84,340	8,115
Timothy Seed, bags	829	6,621	3,412	3,515
Clover Seed, bags	451	5,271	2,862	700
Alsike, bags	1,323	669	275	292

**SUPERIOR**—Reported by E. W. Fiedler, chairman of the Grain and Warehouse Commission:

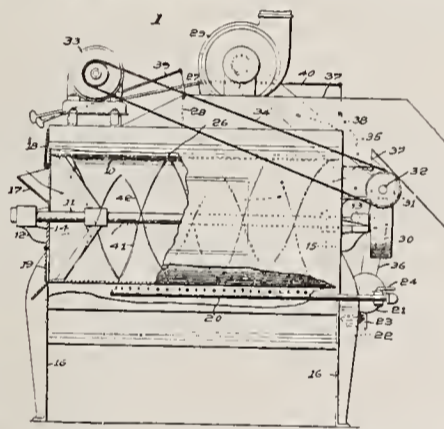
	Receipts		Shipments	
	1923	1922	1923	1922
Wheat, bus.	4,607,037	8,414,669	2,376,340	4,642,222
Bonded Wheat, bus.	208,382	619,470	180,100	465,300
Corn, bus.	13,122	394,850		57,173
Oats, bus.	344,742	372,825	2,707	25,482
Bonded Oats, bus.	12,766	2,478		
Barley, bus.	1,344,047	1,150,370	830,602	829,502
Bonded Barley, bus.	74,991	21,998		
Rye, bus.	2,231,005	5,455,581	912,977	4,230,513
Bonded Rye, bus.	29,107		46,000	
Flax Seed, bus.	1,017,980	375,505	374,105	186,794

## GRAIN TRADE PATENTS

Bearing Date of July 3, 1923

Grain separator.—Ora Wood Williams, Minneapolis, Minn. Filed October 21, 1921. No. 1,460,463. See cut.

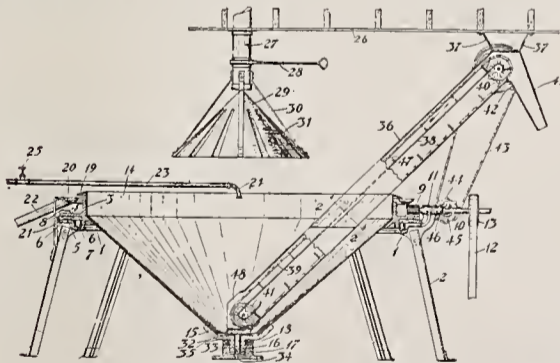
Claim: A separator of the kind described comprising a rotary drum provided with internal pockets, said pockets having perforated bottoms, and an air tube



arranged to blow a downward blast against the interior of the drum on the rising side thereof approximately parallel to the inner surface of the drum.

Method of purifying garlicky wheat.—John E. Gaskill, St. Louis, Mo. Filed May 23, 1919. No. 1,460,648. See cut.

Claim: The method of purifying normal wheat of its associated green garlic, comprising, immersing the grain and its garlic impurity in their normal states in a



liquid of a suitable specific gravity so as to cause the impurity to separate from the grain by flotation, and separately withdrawing the grain and impurity so separated.

Bearing Date of July 17, 1923

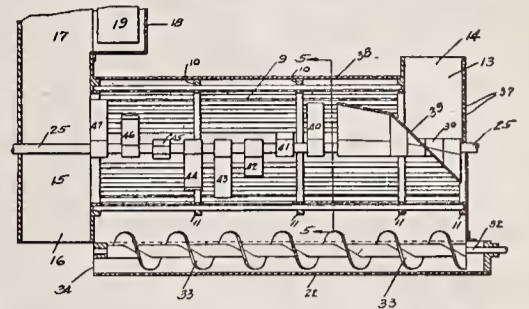
Backstop for elevators and the like.—Emil A. Bryl, Minneapolis, Minn. Filed February 27, 1922. No. 1,462,318.

Conveyor coupling means.—Frank B. Caldwell, Oak Park, Ill., assignor to H. W. Caldwell & Son Company, Chicago, Ill., a corporation of Illinois. Filed August 19, 1921. No. 1,462,461.

Snapped corn separator.—Frank J. Temple, Decatur, Ill., assignor to Union Iron Works, Decatur, Ill., a corporation of Illinois. Filed July 17, 1919. No. 1,462,428. See cut.

Claim: In a separator of the character described, in combination, a cylindrical grate including an annular row of closely spaced rods, an enclosing casing for said grate closely spaced from the rods to provide a passage therearound, a trough below the grate and in communication with the closure for the grate, a conveyor in said

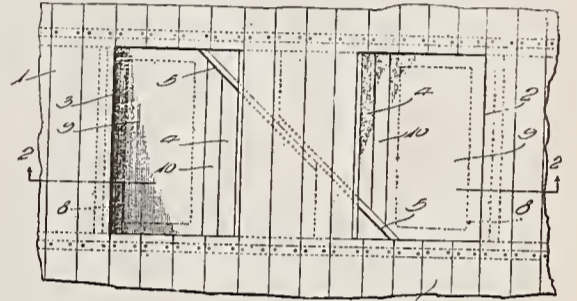
trough, means to operate said conveyor, a hopper inlet above one end of said grate and in communication therewith and having air inlet openings in one wall, a spiral feeder below the hopper and within the grate, a plurality of spaced beaters within the grate, in spiral



arrangement, and extending uninterruptedly from the feeder to the discharge end of the grate, a fan in said casing, means to operate said feeder and beaters, and means to operate said fan.

Elevator dump.—Isaac S. Alton, Oxford, Kan. Filed September 25, 1922. No. 1,460,635. See cut.

Claim: A distributing dump comprising a platform having spaced openings, a partition beneath said platform and between said openings, chutes extending from said openings in opposite directions and extending across said partition for depositing material upon the opposite sides of the partition, each chute having an opening beneath the opening in the platform from which the



chute extends, and a cover movable from a lowered position closing the opening to an elevated position forming a barrier extending across the chute for directing material through the opening in the chute.

Bearing date of July 24, 1923

Protector for car grain doors and the like.—Herbert S. Eckhouse, Indianapolis, Ind. Filed July 11, 1922. No. 1,463,010.

Device for distributing pulverulent or granular material continuously supplied in a controlled stream.—Heinrich Behrens, Brunswick, Germany. Filed March 14, 1923. No. 1,462,847.

Bearing date of July 31, 1923

Grain car door.—Anton Pokorny, Wyndmere, N. D. Filed June 30, 1922. No. 1,463,724.

Grain car door.—Wilbur M. Combs, Lyons N. Y., assignor of one-half to Allton H. Sherman, Lyons, N. Y. Filed January 17, 1922. No. 1,463,772.

Bearing date of August 7, 1923

Grain door.—Daniel Robert Cameron, Vancouver, B. C., Canada. Filed April 15, 1922. No. 1,464,059.

Bearing date of August 14, 1923

Feed mill.—Abraham M. Dellinger, Lancaster, Pa. Filed July 3, 1922. No. 1,465,074.

Apparatus for washing, husking and polishing wet grain.—Stefan Steinmetz, Berlin, Germany. Filed August 20, 1921. No. 1,464,547.

Grain separator.—Edward Anderson, Minneapolis, Minn. Filed March 16, 1921. No. 1,464,491. See cut.

# HAY, STRAW AND FEED

## HAY RECEIPTS LIGHT; BIG DEMAND

"Chicago is using more hay—dealers tell us they cannot keep up with their orders, that the use of horses is increasing," say Albert Miller & Co., of Chicago, in their letter of October 5. "Where are the fellows who said the hay business was a thing of the past? We always felt that the hay business would come back. It is now on the way and it will keep going strong for some time to come."

## NEW HAY GROWERS ASSOCIATION

An organization which represents a total of 120,000 tons hay in Yakima, Benton, Walla Walla and Kittitas Counties, to be known as the Northwest Hay Growers Association, was recently formed. L. A. Hunt of Hermiston, Ore., manager of the Oregon Hay Growers Association, was elected as manager. The new association will operate under the same sales agency as the Oregon growers.

Officers of the Association are: W. L. Minnick, of Yakima, president; J. T. Schreiner, of Prosser, vice-president; H. W. Brown, of Ellensburg, second vice-president; Lee M. Lampson, of Kennewick, secretary-treasurer.

## CHANGE IN HAY TARIFFS PROTESTED

A proposal has been made, says the Central Freight Association, to cancel all commodity rates on hay between points in Central Freight Association territory which are lower than the classification basis. As there are some commodity rates on hay in Trunk Line Territory it is probable that these lines will follow suit if the Central Freight Association lines carry out their announced intentions.

The National Hay Association has filed a protest against this with the Interstate Commerce Commission, asking for suspension under Section 15 of the Interstate Commerce Act.

## ALFALFA RAISING IN SOUTH DAKOTA

Alfalfa is growing to be quite a favored crop in South Dakota, as is shown by figures compiled by the State Tax Commission. The Alfalfa acreage in 1921 was 484,072; in 1922, 517,351; in 1923, 563,941.

The increase is in all sections of the state, the eastern counties taking up this crop more and more each year. Meade County leads in number of acres, with 58,738, while Charles Mix County has the largest showing of the east river counties with 29,387 acres. A number of other eastern counties are making a good showing, Beadle with 13,000 acres, and Hutchinson with 14,000 acres.

## MILL FEEDS IN NEW JERSEY

The annual report of the state chemist of New Jersey on the inspection of feedstuffs in that state contains among other valuable information a comparison of the average retail selling prices of feeds inspected each year since 1915. It is interesting to notice that notwithstanding the complaints last year of the high prices of mill feeds, they were nevertheless nearer the level of 1916 prices than most of the other feeds quoted, some of which sold in 1922 at from 30 to 60 per cent above the prices of 1916. Thus, the average retail price of wheat bran in New Jersey in 1922 was \$29.11 per ton as against \$28.16 in 1916. Rye bran was \$27 per ton in 1922, against \$26.33 in 1916. Rye feed was lower in 1922 than in 1916, or indeed in any year since then, being only \$31.50 per ton against \$32 in 1916 and \$69 per ton in 1920. Wheat middlings were \$36 per ton in 1922 against \$33.11 in 1916 and \$65.75 in 1920. Wheat feed was \$31.62 per ton against \$28.58 in 1916 and \$58.49 in 1920.

## NEW MEXICO-TEXAS HAY HIGHER

An analysis, made by Robert S. Trumbull, farm land commissioner of the Gateway Club of El Paso, Texas, of the statistics compiled by the United States Department of Agriculture covering 20 irrigation projects, shows that prices paid for Alfalfa produced on the Rio Grande (New Mexico-Texas) project over a nine-year period, were 5.2 per cent higher than the combined average of other projects.

Mr. Trumbull shows that the average price for hay produced in the Rio Grande valleys north and south of El Paso for the nine years, 1912 to 1920 inclusive, was \$17.41. The price is based on the ton rate paid to growers. The average for the hay yielded by the other projects during the same period ranged from \$15.39 to \$8.84. The average of the 20 projects for the nine years was \$11.44.

The average price paid per ton for Rio Grande valley hay by years was: in 1912, \$10; 1913,

\$12.96; 1914, \$10.25; 1915, \$10; 1916, \$16; 1917, \$27; 1918, \$25.94; 1919, \$21.40; 1920, \$23.13.

Next to the Rio Grande project was Okanogan, Wash., and Carlsbad, N. M., was third.

The other projects considered in the compilation were Yakima, Wash.; Sun River, Mont.; Yuma, Ariz.; Salt River Valley, Ariz.; Umatilla, Ore.; Klamath, Ore.; Lower Yellowstone; Montana and North Dakota; Orland, Calif.; Shoshone, Wyo.; Newlands, Nev.; Huntley, Mont.; Milk River, Mont.; Minedoka, Idaho; Uncompahgre, Colo.; North Platte, Neb., and Wyo.; Belle Fourche, S. D.; and Boise, Idaho.

## THE MARKET FOR FEEDS

In the introduction to a book, "Feed Mill Machinery," to be issued by the S. Howes Company, Inc., of Silver Creek, N. Y., M. L. Barbeau gives facts and figures to show why, paraphrasing Dr. Coue, "Every day in every way, the field for all kinds of mixed feeds is getting better and better—bigger and bigger in every way." In the United States there are about 24,000,000 milk cows which produced last year nearly 99,000,000,000 pounds of milk; and statistics show that the daily per capita consumption of milk is increasing in this country. There are 19,766,000 horses on farms and ranges. Without mentioning hogs, the number of which is enormous, the item of eggs and poultry is beyond ordinary comprehension. So great indeed is the value of poultry that the American Farm Bureau Federation claims that eggs are at the top of the list as having the highest relative purchasing power of all farm products. Government figures for 1922 show the value of chickens alone raised in this country in a year is \$375,000,000, without mentioning other fowls. It is no wonder the demand for feeds has been so insistent.

## LOWER HAY RATE ASKED

In a letter made public October 3, addressed to the Washington office of the American Railway Association, a plea is made by N. C. Campbell, president of the Kansas City Hay Dealers Association, for a reduction in freight rates on hay.

There has been a most startling decrease the last year in hay tonnage transportation in the vicinity of Kansas City, which is said to be the largest hay market in the country, says Mr. Campbell.

Following an increase of 35 per cent in freight rates, receipts in Kansas City declined at an alarming rate. For the period 1913-20 average receipts here were 34,500 cars a year, Mr. Campbell declares, while for the period of 1921-23 the average annual receipts have been only 21,000 cars.

Under the present cost of transportation, hay has been penalized more than any other commodity, and it is not infrequent that freight is twice or three times the cost of the commodity at its source. The price on the farm is only 97 per cent of the 1913 price, Mr. Campbell says. Large quantities of commercial hay have remained on the farms for lack of market, lost, he states, through excessive cost at points of consumption.

## HUNGARIAN VETCH

Hungarian vetch is particularly well adapted to the Pacific Coast states, says the United States Department of Agriculture in its new bulletin No. 1174, prepared by Roland McKee and H. A. Schoth of the Bureau of Plant Industry, arriving at its conclusions after making a series of tests.

In experimental tests in the southern states, Hungarian Vetch has done well except in plantings where it has been affected by nematodes. Its winter hardiness, resistance to aphids, good seed habits, and adaption to poorly drained lands make it desirable for extended trial throughout the cotton belt, it is said.

While no feeding tests have been made of its value compared with Common Vetch or other hay, Hungarian Vetch is thought to be similar in this respect to the common variety. Hay made of this Vetch and fed to dairy cows in Oregon was consumed readily with no waste. Hungarian Vetch makes a good green manure crop. It is especially valuable for this on heavy wet lands where other legumes will not make a very large growth. Because of its greater hardiness it also can be used in localities having winters too severe for Common Vetch.

Livestock of all kinds eat Hungarian Vetch readily in the green state, and it can be pastured under all conditions where other Vetches can be used. It is most useful, however, in temporary pastures. Its feeding quality is excellent, and stock of all kinds will do well when fed with Vetch alone or Vetch in mixture with other pasture

plants. In addition to being a good plant for stock pasturage, it also makes excellent pasture for bees. The flowers and stipule glands seem to secrete an abundance of nectar, and bees visit the fields in great numbers.

Seed is being produced in western Oregon, and at present this is the only place where it is being grown. The United States Department of Agriculture has at present none of this seed for general distribution.

## SUGGESTIONS WHICH SHOULD BE FOLLOWED

Service and quick returns will be easier to obtain, if shippers would follow the suggestions given by J. A. Brubaker & Co., of Kansas City, Mo.:

First—Load all cars full minimum weight, otherwise have the agent note the size of car ordered on Bills of Lading.

Second—Load as nearly uniform grade as possible, otherwise advise how much of each grade car contains. Remember a few off bales lower the price of the entire car.

Third—Always send an itemized list of weights together with bill of lading at the time of shipment that same may be at destination upon arrival of car.

Fourth—Important—Trading Rules provide that the seller must, when requested, furnish an itemized list or affidavit of loading weights. Otherwise destination weights must govern. If you are unable to do so, make notation on the bill of lading as explained below.

Loads all cars to minimum weight, you're paying excess freight. A notation of this kind on the bill of lading will often save you several dollars.

"34-ft. 6 in. car ordered" on B-L reduces the minimum on larger car to 17,500 pounds.

"34-ft. car ordered" on B-L reduces the minimum on larger car to 19,000 pounds.

"36-ft. 6 in. car ordered" on B-L reduces the minimum on larger car to 20,000 pounds.

"36-ft. car ordered" on B-L reduces the minimum on larger car to 22,000 pounds.

"40-ft. car ordered" on B-L reduces the minimum on larger car to 24,000 pounds.

Unless the minimum is protected on the bill of lading as explained above, the railroad companies are compelled to charge freight on the actual minimum of the car loaded.

Remember—New hay must not contain any artificial moisture (dew or rain) when baled and bales should be loaded on edge or end to prevent heating in transit.

## HAY RALLIES IN NEW YORK AFTER EARLY DECLINE

BY C. K. TRAFTON

During the first half of the month under review the market was singularly flat and sluggish. Prevailing conditions were decidedly unsatisfactory to almost everyone concerned, but especially to the receiver, farmer and country shipper. Local distributors were also complaining because it was uncommonly difficult to make sales to local dealers or consumers. Apparently unusually few horses are being employed and therefore only limited quantities were required, but still this was scarcely sufficient to account for the insignificant demand.

According to some well informed members of the trade the sluggishness was largely due to the fact that practically all buyers were holding off or doing as little as possible because they considered prices high and felt that it would prove profitable to keep out of the market as long as possible, as they continued to persist in believing that receipts were bound to be larger. They have been obsessed with this notion for several weeks, which opinion they began to broadcast even before harvest time. In truth such an idea seemed then more reasonable than subsequently, because at that time it was not generally realized that the crop outlook was so unfavorable. The fact is it was perhaps too soon to form a reliable opinion as to the probable production although it was realized by a few experts that the acreage would be smaller, but that the yield would be cut down so severely or to 81,900,000 tons against 112,791,000 tons in the previous season, could not have been definitely forecast.

Needless to say this latter was perfectly comprehensible because manifestly no one could foresee the final outcome of the unfavorable weather, chiefly the protracted drouth. In view of the facts described, it appears plainly evident that the farmer was by no means the only sufferer by the short crop as virtually all buyers have likewise suffered, but in a less degree, because practically all the time buyers were stubborn and persisted in believing that the bad crop reports were greatly exaggerated. There are, of course, numerous sagacious dealers who contend that the so-called high prices in this and other seaboard markets were partly due to the fact that many farmers, especially in the west, had been selling to better advantage in home or southern markets. There are these who imagine that more hay has been consumed in the west partly on account of the remarkable scarcity and high cost of corn. Undoubtedly this latter has greatly curtailed the production of corn

feeds and it is conceivable that some horse owners would feed larger quantity of hay instead, particularly if the horses were frequently idle. Early in the month the low grades, and notably Clover, were especially depressed as there was practically no demand from cattle feeders, the inquiry being confined chiefly to top grades of Timothy and Light Clover Mixed.

Late in the month there was a radical change in the temper of the market, weakness being succeeded by greater buoyancy. This was ascribed largely to a seasonable improvement in the demand and continued surprisingly light receipts, and notably of choice grades which were most wanted. Because the arrivals of No. 1 Timothy or Light Clover Mixed were particularly insignificant, practically all buyers were compelled to give more attention to No. 2 or medium grades and as a consequence such descriptions showed the greatest firmness. When the buyer found that he could not obtain No. 1 he promptly took the next best grade available even though the price asked was approximately the same as quoted for No. 1.

It seemed evident that buyers had suddenly awakened to the fact that they had permitted their stocks to run down to a dangerously low level and also that farmers and country shippers had been shipping only limited quantities in this direction and as a result invoices were decidedly small. Because of these facts brokers and receivers were manifesting unwillingness to sell excepting at higher figures. It was also probable that many farmers and handlers of hay were led to ask higher prices because of the extraordinary scarcity and high cost of corn. Naturally it was argued that with an unprecedented scarcity of corn feed larger quantities of hay would be consumed. Straw was in slightly larger receipt, especially medium and low grades, and hence prices weakened slightly leading to moderate dealings.

### NEW FEED BRANDS

"AIR OLITE" hominy feed, etc. Chas. Broeker & Co., Owensboro, Ky. Filed April 16, 1923. Serial No. 179,179. Published September 11, 1923.

"ARISTOCRAT" stock feed, to-wit, mixed feed, screenings, and flour middlings. I. S. Joseph Company, Minneapolis, Minn. Filed April 14, 1923. Serial No. 179,151. Published September 11, 1923.

"HUMDINGER" horse and mule feed, hog feed, dairy feed, ox feed and scratch feed. John M. Wilson, doing business as Meridian Grain & Elevator

and mule feed, poultry scratch feed, poultry buttermilk laying mash, buttermilk starting feed, buttermilk growing mash, chick feed, pigeon feed, dairy feed, calf meal and buttermilk hog feed. The Lake Shore Elevator Company, Cleveland, Ohio. Filed March 16, 1923. Serial No. 177,562. Published September 18, 1923.

"NICKEL PLATE" poultry and stock feed. The Nickel Plate Elevator Company, Cleveland, Ohio. Filed May 24, 1923. Serial No. 181,086. Published September 25, 1923.

"WONDERLAY" poultry feed comprising an egg mash, starting mash, growing mash and scratch grains. Wonderlay Milling Company, Indianapolis, Ind. Filed March 12, 1923. Serial No. 177,343. Published September 25, 1923.

"A. B. C." poultry food made of grains. Jameson-Henever Company, St. Paul, Minn. Filed February 20, 1923. Serial No. 176,346. Published September 25, 1923.

"MAROMEAL" hog feed and meal. United Chemical & Organic Products Company, Chicago, Ill. Filed June 18, 1923. Serial No. 182,191. Published October 2, 1923.

"COD-O-MINERAL" mineral stock food. Vita Mineral Products Company, Peoria, Ill. Filed March 12, 1923. Serial No. 177,337. Published October 2, 1923.

"EASTERN STATES" mixed feed for cattle. Eastern States Farmers Exchange, Springfield, Mass. Filed June 18, 1923. Serial No. 182,142. Published October 2, 1923.

"PETERS'" stock and poultry feed. M. C. Peters Mill Company, Omaha, Neb. Filed May 12, 1923. Serial No. 180,550. Registered and published October 9, 1923.

### Trademarks Registered

172,562. Hen scratch, chick scratch, laying mash, dairy feed and horse feed. Owensboro Milling Company, Owensboro, Ky. Filed October 18, 1922. Serial No. 170,895. Published May 1, 1923. Registered September 11, 1923.

172,564. Poultry Foods. Walter B. Black, Hoopston, Ill. Filed October 16, 1922. Serial No. 170,750. Published May 1, 1923. Registered September 11, 1923.

172,583. Foods and feed for poultry, livestock and cattle. I. Isaac Irwin, doing business as Irwin & Co., San Diego, Calif. Filed October 17, 1922. Serial No. 170,821. Published June 5, 1923. Registered September 11, 1923.

172,618. Stock and poultry feed. United Alfalfa Company, Omaha, Neb. Filed April 22, 1922. Serial No. 162,784. Published June 5, 1923. Registered September 11, 1923.

172,619. Stock and poultry feed. United Alfalfa Company, Omaha, Neb. Filed April 22, 1922. Serial No. 162,783. Published June 5, 1923. Registered September 11, 1923.

172,671. Poultry feed. The Quaker Oats Company, Chicago, Ill. Filed January 2, 1923. Serial No. 174,106. Published May 15, 1923. Registered September 11, 1923.

172,743. Horse and mule feed. The Sturges Company, Meridian, Miss. Filed August 10, 1922. Serial No. 168,079. Published May 1, 1923. Registered September 11, 1923.

172,749. Stock and poultry feed. Thomas-Boyce Direct Feed Company, Attica, N. Y. Filed June 22, 1922. Serial No. 165,895. Published May 1, 1923. Registered September 11, 1923.

172,760. Poultry feed. The Quaker Oats Company, Chicago, Ill. Filed January 22, 1923. Serial No. 174,921. Published June 5, 1923. Registered September 11, 1923.

172,812. Dairy feed. The Albert Dickinson Company, Chicago, Ill. Filed January 25, 1923. Serial No. 175,074. Published June 5, 1923. Registered September 11, 1923.

172,983. Horse feed. The Quaker Oats Company, Chicago, Ill. Filed January 2, 1923. Serial No. 174,104. Published June 5, 1923. Registered September 11, 1923.

173,028. Mixed stock feed. The Quaker Oats Company, Chicago, Ill. Filed January 2, 1923. Serial No. 174,101. Published June 5, 1923. Registered September 11, 1923.

173,029. Horse feed. The Quaker Oats Company, Chicago, Ill. Filed January 2, 1923. Serial No. 174,103. Published June 5, 1923. Registered September 11, 1923.

173,030. Stock feed. The Quaker Oats Company, Chicago, Ill. Filed January 2, 1923. Serial No. 174,105. Published June 5, 1923. Registered September 11, 1923.

173,128. Poultry feed. Black Bros. Flour Mills, Beatrice, Neb. Filed December 1, 1922. Serial No. 172,792. Published June 5, 1923. Registered September 18, 1923.

173,336. Scratch food for fowl. T. W. Wood & Sons, Richmond, Va. Filed August 3, 1922. Serial No. 167,792. Published March 20, 1923. Registered September 25, 1923.

173,492. Horse and mule feed, ox feed, hog feed, scratch feed and dairy feed. John M. Wilson, doing business as Meridian Grain & Elevator Company, Meridian, Miss. Filed February 3, 1923. Serial No. 175,536. Published June 19, 1923. Registered September 25, 1923.

Robert McCulloch has opened a feed store at Rich, Mo.

E. A. Seamans & Sons are erecting a feed mill at East Pembroke, N. Y.

The City Hay & Feed Company, of Winnipeg, Man., has been registered.

A feed and flour store is to be opened at New Ulm, Minn., by Herman Scheman.

The feed mill of Chas. Buchman at Arcade, N. Y., has been bought by R. E. Little.

A feed business is being conducted at Brandenburg, Ky., by Warden C. Bennett.

John W. Sneed has bought the feed business of Grow & Thomas at Conway, Ark.

The Bates Feed Mill and Warehouse at Hawkins, Wis., has been bought by George E. Paulson.

The feed and grocery business of John Allison at Rich Hill, Mo., has been bought by the Wright Bros.

A new feed store building is under course of construction at Eagle River, Wis., for the Ewald Bros.

The capital stock of the Saier Feed Company of Lansing, Mich., has been increased from \$50,000 to \$100,000.

The Poultry Feed Association of Bellingham, Wash., has increased its capital stock from \$20,000 to \$100,000.

The Cooper feed and flour business at Albion, N. Y., has been bought by Harrison Blodgett. Mr. Cooper will retire.

A new warehouse for manufacturing all kinds of feeds is to be erected at Culver City, Calif., for the Culver City Feed & Fuel Company.

The feed store of Ross Fox at Laddonia, Mo., has been sold by him to J. L. Wilkins who has placed John Jenkins in charge of the business.

A new concrete building is to be erected at Arlington, Wash., for Robert Shaw of the Arlington Feed Company. It will replace his wooden structure.

A new feed and flour store has been opened at New Ulm, Minn., by Frank Eckert and John L. Vetter. It will be known as the New Ulm Flour & Feed Store.

Machinery for the manufacture of commercial feeds is to be installed at Clay City, Ind., for the Gaebes Bros. They bought the business from Arthur Maegerlein in January, 1922.

J. W. Halliday is now in the feed and flour business at Middletown, N. Y., as J. W. Halliday, Inc. He was formerly with the Halliday-Barndt Corporation, which went into bankruptcy.

A business has been opened by Herman F. Hyatt at Benton, Ark. He has been in the feed and flour business and will now represent the Oglesby Feed & Elevator Company of Fort Smith, Ark.

Broyles & Davis, composed of W. L. Broyles and W. C. Davis, have discontinued the business. Mr. Davis withdrawing from the firm. They have been conducting a feed and grocery business at Princeton, W. Va.

The Dalles Company of Cokato, Minn., has let the contract to C. A. Weaver & Co. for a complete feed grinding plant. The order includes a No. 4 Monarch Cob Crusher and a 36-inch Monarch Attrition Mill.

The feed warehouse of the Dadmun La Budde Company, North Milwaukee, Wis., has been opened for business. The company will handle mill feed, chicken feed, grain and seeds and has a capacity of 1,500 tons.

A feed brokerage business has been started at Milwaukee, Wis., by Thomas B. Mercer, formerly connected with a well known feed company as Wisconsin representative, with offices at 172 Thirtieth street.

The Brant Feed & Seed Company, Ltd., has been incorporated at Toronto, Ont., and will conduct the business of the Brant County Farmers Co-operative Society. A. L. Smith and R. J. Allen are interested. They have had years of experience in the grain and seed business.

A new building is to be erected at Wheeling, W. Va., replacing the Becker Feed Store, which burned several months ago. The plant is being erected by C. H. Becker, proprietor of the store. It will be four stories, of steel construction with brick facing and stone trimmed.

The plant and business of the Parry Products Company, manufacturers and wholesalers of feeds and feedingstuffs at Milwaukee, Wis., have been taken over by the United Feed Dealers, Inc. Thomas W. Parry is secretary and treasurer and is retained as general manager.

Editor American Grain Trade: Enclosed find check for renewal to the AMERICAN GRAIN TRADE one year. Wish to inform you the Arcanum Farmers' Grain Equity made an assignment: liabilities \$101,000, assets \$85,000. This equity includes four elevators, namely: Arcanum, Verona, Jaysville and Pittsburgh, Darke County, Ohio MILLER & MILLER, R. D. 5, Brookville, Ohio.

**PETERS'**  
**NICKEL-PLATE**  
**CAPCO**  
**BUCKEYE**  
**Atta Boy**  
**LAKE SHORE**  
**POULTRY**  
**A.B.C. FOOD**  
**AIR OLITE**  
**Eastern States**  
**WONDERLAY**  
**MAKES HENS LAY**  
**GROBONE**  
**HUMDINGER**  
**Cod-o-mineral**  
**ARISTOCRAT**

tor Company, Meridian, Miss. Filed April 5, 1923. Serial No. 178,649. Published September 11, 1923.

"BUCKEYE" farinaceous feeds. Quaker Oats Company, Chicago, Ill. Filed January 22, 1923. Serial No. 174,919. Published September 11, 1923.

"ETORA" wheat feed, etc. Dixie Mills, Clarksville, Tenn. Filed December 23, 1922. Serial No. 173,741. Published September 11, 1923.

"GROBONE" hog food. Dixon Cereal & Food Company, Dixon, Ill. Filed November 8, 1922. Serial No. 171,730. Published September 11, 1923.

"ATTA BOY" poultry feeds and mash. American Hominy Company, Chicago, Ill. Filed April 3, 1923. Serial No. 178,489. Published September 18, 1923.

"CAPCO" wheat feeds, shorts, and cornmeal. Cape County Milling Company, Jackson, Mo. Filed April 16, 1923. Serial No. 179,182. Published September 18, 1923.

"LAKE SHORE" animal feeds, namely horse

# FIELD SEEDS

## INDIANA TO CERTIFY ITS SEEDS

The Agricultural Extension Department of the Purdue University through the Indiana Corn Growers' Association is encouraging the certification of Indiana seeds, as regards purity of variety, freedom from disease and foreign substance, such as weeds and dirt.

To be classed as certified, the grower must make application to the certification committee of the corn growers for field inspection. This is done and the field must be 99½ per cent pure, be free of smut and any of the 19 noxious weeds listed under the Indiana seed law. More than 100 fields were inspected the past summer. Then, the grower must send in a threshed sample to Purdue where it is gone over by the certification committee of the corn growers, composed of five expert growers and seedsmen, and tested. These two rigid tests make it necessary that a grain crop be up to par before it can be certified.

Of the 100 or so samples sent in for inspection, but 38 passed the rigid tests given by the committee.

## IDAHO STATE SEED GRAIN TESTS

Dicklow, Turkey Red and Early Baart wheat, Idamine oats and Trebi barley were the most important varieties found in the 170 fields of grain inspected for certification by the Idaho State Department of Agriculture this summer. All of the grains have proven to be well adapted to Idaho conditions. It is estimated that enough seed will be produced to seed between 90,000 and 100,000 acres.

All seed eligible for certification will be inspected at the state seed laboratory this winter and if it meets requirements the grower's product will be certified by the state. When the grower wishes to market the seed, the bags will be inspected, tagged and sealed by the seed department. Growers who have not kept up certification but who have pure seed may send their samples to the state seed laboratory for a purity test. A certificate will be issued if the grain meets requirements. It may be sold as seed under this test. In addition, all growers are entitled to a grade on their wheat, which grade may be secured by sending a 2.2 pound sample to the seed laboratory. No charge is made for the test.

## RYEGRASS CROP FOR 1923

This very interesting report has been sent by McClinton & Co., seed merchants of Belfast, Ireland, under date of September 7, 1923:

Harvesting has been delayed on account of adverse weather conditions and at time of writing a large proportion of the crop is still in the fields. The long spell of cold winds during spring and early summer months has resulted in a thinner plant. The seed ripened under favorable weather and is in general well filled and heavy per bushel. Cutting was retarded by rains until the seed was over-ripe and reports of shedding are common. Until results of threshings are known it is difficult to estimate to what extent these reports are justified, but growers are sometimes disposed to exaggerate crop damage. Since the completion of cutting the crop has suffered from almost uninterrupted rains, and a large proportion will be more or less weather-stained. Bright colored quality will be comparatively scarce. We point out that in northern Ireland rain fell on 30 days during August, and that the total rainfall for that month was 7.14 inches, the average for the past 47 years being 4.26 inches. We consider there is very little change in the total acreage saved for seed.

Perennial hay bulks below the normal. Seed is well ripened and heavy, averaging 26 to 28 pounds per bushel. Color with the exception of the earlier harvested crops will be somewhat darker than usual. We estimate the outturn will approach an average.

Early threshings of Italian indicate fairly satisfactory yields. Bushel weight is heavier than last season, averaging about 22 pounds. Color has suffered to some extent, nevertheless the seed is sound and well awned and will show good germinating capacity.

Mixed ryegrass is not quite such a favorite with growers as formerly, and probably acreage is a little less than in recent years. Seed is heavy and will machine 24 to 26 pounds per bushel.

There is very little old stock carried into the new season, so that it is relatively easy to estimate probable supplies. It is increasingly difficult to forecast what the demand will be, and in the present parlous state of some European exchanges we cannot look forward to a heavy continental trade. Supplies will not move freely for two or three weeks, and it would be premature to anticipate what values

will be when growers are prepared to sell. We look for a reasonable level of prices and trust this will materialize.

There is a larger acreage of crested dogstail saved; we estimate about one-third more than last year.

Growers report smaller yields, quality is good and seed is remarkably well colored despite the weather. Prices will be moderate.

## COMMITTEE ON GRIEVANCES IN SEED ASSOCIATION

The Committee on Grievances of the American Seed Association, Curtis Nye Smith, chairman of the Committee and counsel for the Association, is now ready to assist members of the Association, by investigating and so far as possible attempting to eliminate fraud and misrepresentation of quality of seeds; preventing unfair competition in business of selling seeds; and correcting any errors or abuses in the administration of seed laws or otherwise by administrative officials.

Any Government official, seedsmen, purchaser of seeds, or other interested party having a bona fide complaint may file complaint with the Committee, and such complaint will be acted upon with cost to complainant.

The chairman will investigate all the evidence presented and either by himself or by the help of the committee determine the jurisdiction of the committee in respect to any doubtful case.

If the chairman is unable to correct an established error or wrong he shall refer the case to the members of the committee for decision as to the further method of procedure.

The method of disposing of complaints by the committee in case correction cannot be secured by the chairman as above stated is as follows: In case of mistake or unintentional misrepresentation of quality, correction by private agreement with the seedsmen; report of offender to members of the Association; filing charges for expulsion of member from Association in accordance with the constitution and by-laws of the Association; presentment of the complaint to the Federal Trade Commission; prosecution under the Federal or state seed laws; prosecution under the postal laws; criminal prosecution for common law fraud.

## CONSIDERABLE DECREASE IN CLOVER SEED

There will be a considerable decrease in the 1923 shipments of Red Clover seed, says the United States Bureau of Agricultural Economics. In 1922 the shipments from 299 stations in the principal producing sections of the country were 17,560,000 pounds, this year they will amount to 5,687,000 pounds.

"There has been a large decrease in acreage and production of Medium Red Clover in every important Clover producing state except Idaho," the Bureau's report says. "Steps should be taken at once to economically distribute the small supply available. Good Clover seed is nearly as essential to the Iowa farmer as good seed corn. The farmer who delays buying his Red Clover seed till March will almost certainly be obliged to take imported seed of inferior quality. Seed imported from Chili usually contains seed of a noxious species of fodder. Italian and French grown seed produces plants that lack hardiness. Russian Red Clover seed are desirable when obtainable.

"The decline in production in Red Clover seed was greatest in Indiana, Illinois, Ohio and Michigan. Dry cold weather during April and May retarded the growth of the plants that had survived the rigors of the winter. Then drought after the hay (first) crop was removed completed the series of setbacks that were encountered by hundreds of Red Clover fields in central producing states. But very little of the first crop of Medium Red Clover was harvested for seed. On the whole the Red Clover seed crop seems to have been less subject to insect damage than usual. Drought during the winter rather than winter-killing reduced the crop in Wisconsin. In scattered districts of Iowa, Missouri, and elsewhere it was either too wet or too dry. Alfalfa has replaced much of the Red Clover in northwestern Ohio and southern Michigan. The acreage of Sweet Clover in Ohio, Illinois and less important Red Clover seed producing states was increased greatly during the spring."

## SEEDS LOWER IN PRICE

Under date of October 6, Southworth & Co., of Toledo, Ohio, say:

"Clover ruled lower this week, the decline being in the deferred futures. The distant futures are the most attractive hedging months. Understand

quite a little foreign seed being sold on this advance. Many dealers are hedging cash purchases with sales of the deferred futures. Some investors are also accepting handsome profits. Good demand on the scale down. October strong, increasing its premium over December. Open interest not large. No new prime has been made. Deliveries on contracts will probably be made later in the month. Market appears more two-sided around present levels. The future trade will depend largely upon the movement of the new crop and the volume of imports of foreign seed. Toledo usually acts as host to a large amount of seed. Receipts to date have been very light on account of late movement. Receipts this week, 185 bags; shipments, 832.

"The United States Department of Agriculture states that although prices of Red and Alsike Clover are considerably higher than last year, growers are not inclined to sell at prevailing prices and realizing that the 1923 crop was much smaller than last year anticipate higher prices.

"Large French dealer writes: 'The crop of Clover in France as a whole is very good, except in the southern part where a small crop is expected. A rather active demand is noted from America. The new crop has not yet moved in volume and the prices are not yet well established. However, if America should stop her buying in France, would not be surprised to see lower prices. The French market will be affected by the American market where we have best possibilities to sell our surplus.'

"Alsike—Alsike easier. Cash houses continue to sell futures against purchases of cash seed. Western and Canadian Alsike is of good quality and is being offered freely. Some investment demand on the scale down. Receipts this week, 19 bags; shipments, 255.

"Timothy—Timothy ruled weak and lower on some liquidation by longs. Good demand, especially for the deferred futures on moderate setbacks. Some deliveries on October contracts this week. Baltimore reports exports 187 bags. Receipts this week, 1,344 bags; shipments, 960."

## FALL SEASON ENDS IN NEW YORK SEED MARKET

BY C. K. TRAFTON

There have been some interesting developments in the local seeds market during the month under review, notably in the instances of Alfalfa and Red Clover. There has been a good fall trade in all clover and grass seeds, but at this writing it seems evident that the large bulk of requirements has been covered. At any rate, demand for the majority of varieties has slackened, but as spot supplies have been appreciably reduced in practically all cases, the general tone of the market is firm.

Alfalfa, in a broad sense, has continued as the most active and interesting item on the list and as a rule has remained strong. At one time there were indications of a slight reaction, but subsequently the advance was resumed and spot quotations now range from 19½ to 21 cents, duty-paid; roundly 1 cent higher than a month ago. Although arrivals were materially larger, the month's total being 7,240 bags against 1,650 during August, there was little or no pressure to sell, while demand was generally active. As noted in our previous review, many of the orders came from the West accompanied by reports of disappointing yields. The import situation was also consistently strong, starting the month at about 16 cents duty-paid and ending with sales at 19 cents and some asking 19½ cents. The strength in Argentina was ascribed partly to good buying by France and other European countries, as well as the United States. Advances in exchange and freight rates were also partly responsible. Many claims were heard of depleted stocks in Argentina and some shippers stated that they could offer only poor quality seed, and for this they asked 18 cents duty-paid.

Crimson Clover continued easy early in the month owing to fairly large additional arrivals and with demand inactive the spot price fell as low as 7 cents duty-paid at one time. At the same time foreign shippers reduced their prices to 5¼ cents to 5½ cents duty-paid; resulting in some speculative buying. Subsequently a renewed demand appeared from the South, largely for quick shipment, doubtless based on hopes of a prolonged season because of the warm weather. In the meantime arrivals fell off sharply and hence the spot price was up to 10 cents at one time, later working back to 8½ to 9 cents, or just about where it was a month ago. At the same time, foreign shippers again became firmer in their views, asking from 7¾ to 8 cents duty-paid. Buyers, however, showed little interest believing that prices would go to lower levels owing to the substantial quantities remaining in France and Germany. Total arrivals for the month were about 3,440 bags, compared with 14,050 during August.

Red Clover gradually developed in activity and strength until at one time prices on the spot were over 3 cents higher than they were at the beginning of the month. This was traceable almost wholly to the strength in the interior and the many reports of poor yields, leading to predic-



tions that the crop would be the smallest on record and that large importations would be necessary. As a consequence the foreign seed on spot was quickly moved out, forcing the price from 20 to 24½ cents duty-paid; and in addition, much more interest was shown in foreign offerings. The French offers at 19 cents duty-paid, which had been considered about 5 cents too high in August, suddenly became more attractive. At any rate, European markets reported a big demand from the United States and hence the duty-paid basis for shipment advanced to 20 to 22½ cents, in fact, some asked as high as 24 cents. Subsequently a slightly easier feeling developed, partly in keeping with western advices; talk of a larger use of cheaper substitutes; and a belief that our crop may prove to be better than expected. Moreover, more attention was evidently paid to the advice to go slow about buying in Europe; this suggestion being based on reports of good foreign crops and an idea that after an advance of 5 to 6 cents shippers would become more anxious to sell. The first arrivals in many months—about 500 bags—were reported.

White Clover has declined about 2 cents, being quoted on spot at 52 to 53 cents, as demand has been slow and arrivals slightly larger; about 670 bags, against 400 in August. Moreover, favorable crop advices were received from abroad and shippers offered concessions, resulting in a small business at about 38 to 40 cents duty-paid. In fact, this variety was the weakest on the list.

Sunflower seed continued easy early in the month, both on the spot and for shipment, but later a firmer tone developed, although the month's arrivals were only 590 bags, the market was depressed for a time by the heavy August receipts, roughly 4,460 bags, especially as some of the Argentine seed was of poor quality, and hence was quite a drug on the market. In fact, it is said that even now such seed is probably unsalable at a half-cent concession, or about 4½ cents duty-paid. On the early decline the wholesale quotation on choice spot seed got as low as 4¾ cents, but latterly holders have asked 5 to 5¼ cents and sales of small lots to local roasters have brought 5½ cents. Similarly, after sales at 4¾ cents duty-paid, some Argentine shippers lowered the price to 4½ cents, but subsequently business was done at 4.65 cents to 4.75 cents. Evidently buyers were of the opinion that the 4½ cent basis was a reasonably safe one for operations. This idea was strengthened later by less favorable reports regarding the domestic crop, accompanied by offerings at 5 to 5¼ cents delivered New York, compared with earlier offers at as low as 4¾ cents. Danubian seed has been moving steadily at 5.50 to 5.60 cents on spot and 5¼ to 5½ cents for shipment, both duty-paid. Dutch seed was offered on about the same basis.

Canary seed has been in slow demand on spot, mainly because many buyers were awaiting the new Argentine crop. Hence the spot market eased off somewhat under much larger arrivals, about 8,730 bags, against 1,815 during August. This total included two lots of over 3,000 bags each which arrived from France in one week. A large proportion of the arrivals was said to have been sold ahead, but some lots remained on the market for a time, being finally cleaned up at about 4.70 cents duty-paid, compared with the wholesale quotation last month of 5¼ to 5½ cents. With these lots absorbed holders generally asked 5 cents. Early in the month business was done with Morocco at 4¾ cents duty-paid, with later sales at 5 to 5.10 cents and some shippers asking up to 5½ cents. Business was done with Sicily at 5¼ cents. Dutch shippers asked 5 cents early, later advancing to 5¼ to 5½ cents.

Rapeseed has declined about ¼ cent, to 5½ @ 5¾ cents on spot owing to larger arrivals, about 5,165 bags, against 650 during August. Still, the total included approximately 1,000 bags of bird rape from Argentina and Germany. The tone early in the month was still easier, some Dutch offers being reported as low as 4¼ cents c. i. f. Later the price was advanced to 4½ to 4¾. Japanese seed was offered at 4¾ to 5 cents and French at 4.90 cents. Argentine bird rape was 3.40 to 3.50 cents early, with later sales up to 3.60 cents.

Kentucky Bluegrass is one cent higher at 25½ to 27 cents, but business has been slow, the majority of buyers taking only enough for urgent requirements. About 285 bags were exported.

Orchard Grass has been in better demand, largely because of the high prices asked for Bluegrass. Hence the spot quotation is now 17 to 18 cents, an advance of about 1½ cents. As a consequence sales were made for shipment from Denmark at 17½ cents duty-paid, which had been considered at least a cent too high last month. Indeed, business was done later at 17¾ cents. Arrivals were 1,500 bags, against only 120 during August.

Rye Grass has been in more active demand and hence spot stocks have remained light in spite of larger arrivals, about 1,670 bags, against 1,090 in August. Hence the spot quotation remains unchanged at 10½ cents to 10¾ cents. Import business has also been more active owing to lower

prices named by shippers. Latest duty-paid quotations were 9½ cents for Italian, 10¼ cents for Perennial, and 11 cents for Pacey's; roundly ½ to 1 cent lower than a month ago.

Timothy developed further strength early in the month, being quoted on spot at 8¾ to 9 cents. Although there was some reaction later, the present quotation, 8¼ to 8¾ cents, shows a gain of about ¼ cents for the month. The generally firm tone was ascribed to the strength in Red Clover and to unsatisfactory crop reports, both as to yield and quality. Hence it was claimed that the production would be only 75 per cent of the previous crop. Moreover, exports were larger; close to 1,900 bags, compared with 845 bags sent abroad during August.

Hairy Vetch has been easier owing to slow demand and larger arrivals, about 540 bags. Moreover, expectations of ample crops abroad were confirmed and as buyers here showed no interest at last month's offerings, which ranged from 12 to 16 cents duty-paid, foreign shippers cut the price to 10 cents, but without leading to much business.

Spring Vetch has been dull and largely nominal, Danubian selling at 4 cents duty-paid. Offers for shipment have ranged from 3.90 to 4 cents duty-paid.

Fescue has been firm at 35 to 40 cents duty-paid on spot, the inside price prevailing toward the end owing to cheaper offerings from New Zealand. The long-expected shipments from that country finally arrived, amounting to about 2,600 bags, but as these were promptly distributed local stocks remained meager and the market was unaffected. Moreover, the lateness of the season prompted a little speculative buying for shipment at about 27 cents duty-paid. Subsequently offers were reported at 24.60 cents duty-paid.

Alsike has been quiet and nominally unchanged at 14½ to 17½ cents. Only 200 bags were exported Fancy Redtop has been inactive and about ½ cent lower at 15½ to 16½ cents. Exports were 715 bags. Hempseed has been firm on spot with buyers at 3½ cents and possibly 3¾ cents, but holders of the insignificant stocks were firm at 4 cents or more. Offers for shipment have been scarce, the lowest being at 2.80 cents c. i. f. Atlantic ports, with a possibility that buyers might be found at a fraction less.

China White Peas have been in better demand and with supplies rapidly cleaned up the market has been decidedly strong. Early in the month sales were made at as low as 3½ cents duty-paid, but later some first hands asked 4 to 4¼ cents and some up to 5 cents duty-paid. Japanese new crop was offered at 4 to 4¼ cents duty-paid, but buyers showed little interest, owing to doubts as to quality. Chilean offers at 4¾ to 5 cents also failed to stimulate business.

## MILWAUKEE SEED MARKET

BY C. O. SKINROOD

The official figures on the seed crop of Wisconsin indicate a great shortage of seeds, a far greater decline in production than most of the seed dealers had earlier estimated. It is officially estimated that Wisconsin, one of the most important seed states of the Union, will have 37 per cent less Clover seed than last year. This is due to the smaller yield as well as to the smaller acreage. The dry weather during much of the summer and the short hay crop, which forced many fields to be taken for hay instead of being left for seeds, cut down the Clover seed area from 127,000 acres to 85,000 acres.

As for the actual yield of Clover seed, this is estimated at only 145,000 bushels as compared with 229,000 bushels for the past year. The slump in yield is no less than 84,000 bushels, an enormous cut in the state supply. Some dealers say this means a real Clover seed famine, where every pound of the supply will be snapped up at favorable prices. The thin stand, caused by the dry weather, seems to have had much to do with the small yield.

Reports from growers of Wisconsin Timothy seed show that the acreage was cut more than 50 per cent this year. Necessity for more hay on the part of farmers and the certainty of a small seed yield made many Wisconsin farmers use their Timothy for feed instead of for seed as they normally would. The average yield of Timothy seed is estimated at only four bushels to the acre which would give a total yield for the state of only 17,400 bushels of Timothy seed as compared with a harvest of 40,000 bushels for last year.

The receipts of Timothy seed at Milwaukee for the past month reached a high total with reported figures of 1,338,730 pounds as compared with receipts of 1,254,295 pounds for the corresponding month of last year. The increase over September last year is a little more than 80,000 pounds.

The receipts of Clover seed at Milwaukee for the past month were light with figures given at 88,262 pounds as compared with receipts of 112,285 pounds for the corresponding month of last year. The decline in receipts compared with last year was about 24,000 pounds but offerings were light, both for September, 1923, and for September, 1922, as it is too early yet for Clover seed to be moving on any large scale.

Extraordinary heavy receipts of flaxseed were reported at Milwaukee for the past month with 276,060 bushels as compared with receipts of only 51,450 bushels for the corresponding month of last year. Consequently the receipts for September, 1923, were about five times as large as the offerings for the same month of last year.

Turning to the side of shipments, the figures on Timothy seed for the past month show 570,750 pounds as compared with shipments of 50,608 for the corresponding month of last year. Receipts of

### The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

### North American Seed Co.

Wholesale Grass and Field Seeds

Milwaukee, Wis.

"THE HOUSE OF QUALITY"

COW PEAS SOY BEANS SUDAN  
MILLET CANE

### Agricultural Seed Company

230 Biddle St.,

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Exporters

Importers

### Nungesser-Dickinson Seed Co.

NEW YORK, N. Y.

Wholesale Seed Merchants

Buyers and Sellers

Timothy, Red, White, Alsike and Alfalfa,  
Clovers, Redtop and Millet Seeds

## SEEDS

BETTER SEEDS; BETTER CROPS

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### BUYERS—SELLERS, FIELD SEEDS

ED. F. MANGELSDORF & BRO.

Wholesale Field Seeds

First and Victor Sts., St. Louis, Mo.

## WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants

Correspondence Invited

BUFFALO, N. Y.

Timothy seed for the past month were 1,300,000 pounds as compared with shipments for the same month of approximately 570,000.

Shipments of Clover seed from Milwaukee for the past month were 517,152 pounds as compared with shipments of 138,742 pounds for the corresponding month of last year. Taking figures for the past month alone, Clover seed receipts were about 88,000 pounds while shipments were over 500,000 pounds.

The shipments of flaxseed from Milwaukee for the past month were only 380 bushels as compared with shipments of 2,902 bushels for the corresponding month of last year. Shipments of flaxseed both for September, 1923, and for September, 1922, were therefore practically negligible.

The state department of agriculture at Madison, Wis., has issued a quarantine effective in October against the importation of Alfalfa and other hay and straw from the Rocky Mountain States which are infected with the Alfalfa weevil. The area infected is all of Utah and Wyoming and all of Idaho except a small part of Idaho county and it also includes several counties of Colorado, Nevada, Oregon and California.

Discussing present conditions, the Courteen Seed Company says that the seed trade is in a healthy, normal condition and that supplies of seeds are not excessive in any line. A good, normal trade is being experienced in all varieties, the company states. The Red Clover seed crop proved to be about what was expected, with something like 50 per cent or half of the normal yield. The company believes, however, that this deficiency can easily and will easily be met by importations of good foreign seeds and that such importations will prevent any further advance in the Clover market which has ranged from \$4 to \$5 over quotations earlier in the season.

The Alsike crop is reported as being short and the quality as being inferior. This small yield, however, will be offset by the large crop in Canada which fortunately will also be of fine quality. This situation, it is declared, will take care of the Alsike demand very nicely. The Timothy seed yield of the country is reported by the Courteen company as below normal, but it is believed that this reduction in supply has been fully discounted by the big advance in prices. The rise in Timothy seed prices is given at about \$2 since the opening of the season. As for the Alfalfa yield, it is said to be too early to get a good line on the seed supply.

The Courteen company says there will also be some shortage in White Clover seed, but this deficiency, it is believed, can easily be met by importations from various countries. The Courteen company quotes good country run Clover seed at \$18 to \$23. The Alsike prices are given a range from \$12 to \$17. Timothy seed market is quoted all the way from \$7 to \$7.75. The Alfalfa market is said to be only nominal, but it ranges from \$19 to \$21. The White Clover is given a price range of \$38 to \$45.

The L. Teweles Seed Company reports that the Clover seed supply may prove better than expected. The shortage talk in this line is said to be overdone. The company believes that the supply of Red Clover will go around and meet the demand, though it may be necessary to get some seed from foreign countries. The Timothy market is reported by the Teweles company as firm with a real shortage in sight. The supply is considered ample for the present buying, but later on in the season it is believed that the shortage will be more clearly manifest. The Timothy seed crop is estimated by the company as about two-thirds of normal.

The Alsike market is reported to be dragging along in the same old rut with not much sign of buying on any scale. The buying of Alsike from year to year is said to be falling off to some extent and this crop is not as popular as it used to be. The Alfalfa seed market is reported as very firm. The buyers of Alfalfa are said to be very active and this is helping to make a strong competitive market. The strength in Clover seed and in Timothy seed prices is also making a firm tone in Alfalfa. The White Clover market is unchanged for some time, the Teweles company says. It is believed that there will be enough to go around for the entire demand and that no great shortage is likely to manifest itself. In a general way, a strong and active trade in seeds is looked for this fall and winter. As for further price advances after the big gains in Clover and Timothy, the company is doubtful, the price trend in the future not being clearly evident. The Teweles company quotes the following scale of prices: Good Red Clover sells at \$22 to \$24; Timothy market is ruling from \$7.50 to \$8; quotations on Alsike are running from \$12 to \$15; Alfalfa is rated from \$20 to \$22, and the White Clover rules from \$40 to \$45.

The Kellogg Seed Company declares that the Red Clover seed crop is no doubt short, in fact the yield is estimated at about half of that of normal. On the other hand, the company believes that the shortage has been pretty well discounted by the big advance in the market. The Timothy crop is also believed to be short quite a good deal, in fact, the company believes that the Timothy price advances quite accurately reflect the degree of shortage in the Timothy supply and that present prices are justified by the conditions. As for the Alfalfa yield,

the Government says the yield is better than last year, but the Kellogg company says it is not informed on this phase of the seed situation as Alfalfa is not grown in this territory.

The White Clover seed supply is believed to be equal to that of last year. In general the Kellogg company says the seed trade has started out auspiciously in October and there is no reason in sight why there should not be a strong consumptive demand and a vigorous seed trade in practically all lines. The Kellogg company quotes Red Clover at \$18 to \$23, the Timothy seed ranges from \$7 to \$8.25, the Alsike rules from \$9 to \$15, the Alfalfa is quoted as a nominal market and White Clover ranges from \$32 to \$42.

A seed business is to be conducted at Gibson City, Ill., by the Noble Bros., with Mr. Oxley as sales manager.

The Producers Supply Agency of Salisbury, Md., has changed its name to the Shields Seed & Feed Store, and will handle field and garden seeds and  
[Continued on next page.]

## For Sale

### ELEVATORS AND MILLS

#### FOR SALE

Wisconsin 15,000-bushel cribbed elevator, iron clad; warehouse; coal shed; electric power. Good grain, feed, flour, coal and grinding business. No competition. WISCONSIN, Box 8, care AMERICAN ELEVATOR AND GRAIN TRADE, 431 S. Dearborn St., Chicago, Ill.

### MACHINERY

#### OIL ENGINES FOR SALE

Fifteen-horse Y type; 10-horse Y type. Ready for delivery. A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

#### FOR SALE

One 12-h.p. type N B Fairbanks-Morse Engine. In good condition and can be bought reasonable. Write S. L. MUN, Secy., Farmers Grain & Supply Co., Galva, Kan.

#### FOR SALE

Pulleys, 1,000; all sizes, solid cast iron, wood and steel split. Elevator belts and buckets and supplies. STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

#### OIL ENGINES FOR SALE

60-horsepower Fairbanks-Morse.  
50-horsepower Otto.  
25-horsepower Fairbanks-Morse.  
50 other sizes.

A. H. McDONALD, 547 W. Monroe St., Chicago, Ill.

#### Hunt Coupling for Controlling the Stretch of Manila Transmission Ropes



Ask for Descriptive Catalog M-17-1

C. W. Hunt Co., Inc., West New Brighton, N. Y.

#### FOR SALE

One new Dederick upright horsepower hay press with capstan complete, to make bales 22x44 inches using 7-foot 3-inch bale ties, with about 8 feet filling capacity in the clear. For full information, address C. M. WOULF, 7 United States Hotel, Boston, Mass.

#### FOR SALE

Steel elevator, capacity 19,000 bushels, with power shovel elevator grain cleaning machine. Building in first-class condition, five years old, to be dismantled to make room for larger building. For further information, write JOHN NONN, 1215 37th St., Milwaukee, Wis.

#### FOR SALE

One 24-inch Monarch Belt Drive Double Disk Attrition Mill, \$135.

One No. 8 Bowsher Grinder, \$80.

One No. 6 Monitor Warehouse Separator, \$225.

One 9x18 three-high feed roll, \$275.

Metal lined wood hoppers, 5x5, \$17 a piece.

Elevator buckets, 8x5, belting, boots, head pulleys, sprockets, hangers and pulleys.

JOHN NONN, 1215 37th St., Milwaukee, Wis.

### BAGS

#### FOR SALE

Two thousand second-hand cotton grain bags, 16-oz., 20 cents each, f.o.b. St. Louis. Large or small lots. FOELL & CO., 123 Market St., St. Louis, Mo.

## Miscellaneous Notices

#### WANTED

To hear from owner having elevator, mill or other property for sale. Give cash price and particulars. JOHN J. BLACK, Chippewa Falls, Wis.

#### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

## Corrugated Sheets

### FOR ROOFING AND SIDING

All Gauges, Standard Widths & Lengths

We specialize in furnishing and erecting complete.

Fabricated steel products for grain elevators.

### THE SYKES COMPANY

2280 W. 58th Street

CHICAGO, ILL.

## BONCAR THE WEEVIL KILLER

*Harmless and absolutely safe to use*

10 gal. cylinder—\$2.60 gal. Cylinder extra and returnable.

*Write for circular.*

Henry Heil Chemical Company

St. Louis, Mo.

poultry and stock feeds. J. F. Shields is sole proprietor.

C. C. Morse & Co., of San Francisco, Calif., have opened a new retail seed store with L. C. Holmes as manager.

W. D. Fraser is no longer with the Aggeler & Musser Seed Company of Los Angeles, Calif., as sales manager.

To deal in seeds, plants, etc., the East St. Louis Seed Company was incorporated to operate at East St. Louis, Ill. John A. Rau, H. C. Beare and J. C. Carstens are interested.

The Spokane Seed Company of Spokane, Wash., has been reorganized and George S. Reid is general manager, replacing L. C. Barrett, who resigned. C.

Curtis Whealy is assistant manager and will also have direct charge of the wholesale department. Management of the retail department and florist's supply will be taken over by Ralph W. Neville.

The retail branch of the Wedge Seed Company of Albert Lea, Minn., has been bought by Louis H. Ehrhardt. The company will continue in the wholesale business.

The seed and grain business of R. E. Sherrillavay at Haskell, Texas, has been taken over by the Haskell Mill Seed Company. The firm will add a feed plant to the business.

A building in Faribault, Minn., has been leased from the Faribault Seed Company by Frank Ebel and R. C. Peters, who will conduct a retail store, carrying seeds, feed, groceries and fruit.

price are paramount in all export negotiations today. The American export situation has arrived at a point where either a reduction in miners' wages or a cut in railroad rates is imperative for increased trading.

Glen Wilcox & Sons have bought the feed mill of G. C. Barton at Edea, N. Y.

A feed and flour business has been opened at Randolph, Neb., by J. A. Bruner & Sons.

The H. H. Wegener coal and grain business at Walters, Okla., has been bought by W. H. Schweder.

A new coal storage shed of five bins has been completed at Donnelly, Minn., by the National Elevator Company.

The Vesta Grain & Fuel Company at Vesta, Minn., has been bought by T. R. Foster, E. W. Swoffer and W. A. Swoffer.

The retail coal and grain business of George P. Sexauer & Son at Lake Norden, S. D., has been bought by C. W. Derr & Co. of Mitchell.

The retail coal business and grain elevator of Greig & Zeeman at Dunnell, Minn., has been bought by the Farmers Co-operative Elevator Company.

A retail coal, grain and feed business is to be conducted at Shelbina, Mo., by C. W. Young. He sold the place some time ago but will open at a new place in the near future.

The retail coal business which Joseph P. Smith conducted at Mason, Mich., has been bought by the Mason Elevator Company. The sheds will be torn down and a modern coal handling plant will be erected.

The retail coal, grain and feed business of Sumner White at Orient, Iowa, has been bought by John Johnson, Lloyd Johnson and O. A. Tuttle. They will operate as Johnson & Tuttle with Mr. Tuttle in charge as manager.

The interests of Fred C. Betts in B. B. Yates & Co., at Williamsport, Ohio, has been bought by Webb Hunsiker, who will change the name of the firm to C. W. Hunsiker & Co., and deal in grain, coal and implements.

An addition of 100,000 bushels' capacity has been completed at St. Joseph, Mo., by the Excello Feed Milling Company.

William A. Huey, one of the oldest receivers of hay, straw and feed in Philadelphia, on October 1 moved into new quarters at 3120 Chestnut street.

A complete line of mixed feeds, under the name of Sweet & Pure, is now being manufactured by the Rea-Patterson Milling Company of Coffeyville, Kan., in the feed mixing plant at Republic, Mo.

J. A. Renwick, M. S. Crawford and James A. Crawford have incorporated at Mt. Upton, N. Y., as the Unadilla Valley Feed Corporation, capitalized at \$30,000. The firm will conduct a feed and flour business.

An office has been opened at Galion, Ohio, by Montgomery & Martin, hay dealers, for shipping hay and straw. E. G. Montgomery has been in the hay business at Alexandria there for a number of years. J. H. Martin was formerly with G. C. Beucler of Cincinnati.

## COAL

### IS COAL MINING COMMERCE?

A case has recently come up in the Court of Appeals of the District of Columbia which brings up the question of whether coal mining can be classed as commerce. The attorneys for the Maynard Coal Company in its case against the Federal Trade Commission say that coal mining is not commerce and that therefore the Commission has no right to demand price data on production and sales.

The Commission avers that where a corporate producer disposes of part of its product in such a manner as to cause interstate shipment, Congress has the power to compel that producer to furnish a sworn report of every detail of its business and to maintain its books and records open for Federal inspection and in such a way as to permit easy comparison with other specified forms.

The plaintiff seeks to uphold the decree of a lower court enjoining the coal concern to furnish the Commission certain reports.

### EMBARGO ON COAL

A proposal has been made by Representative John Jacob Rogers of Massachusetts, that Congress place an embargo against the exportation of anthracite in order to conserve the supply and keep down the price in this country. It has been announced from Washington that President Coolidge is not as yet prepared to give his approval to the suggestion and that he probably will not assist Representative Rogers in any effort he may make to have Congress adopt it.

It was stated that the president was not certain just what effect such action would have on the domestic situation and he also believed there might be international complications which would require careful consideration. The impression was conveyed that the plan was regarded as impracticable in its present state.

### ANTHRACITE RATE HEARINGS

To afford all interested parties full opportunity to appear and present their grievances, the Interstate Commerce Commission will continue its investigation of anthracite coal rates at hearings scheduled as follows: Augusta, Maine, October 29; Montpelier, Vt., October 31; Boston, November 2; Albany, November 5; Rochester, November 7; New York City, November 9, and Philadelphia, November 13.

Announcing this schedule on October 9, the Commission pointed out that its inquiry had been undertaken at the recommendation of the United States Coal Commission. A preliminary hearing was held last month at Pittsburgh.

"The Commission cannot gain accurate information of the grievances of shippers and consumers unless they appear at the hearings and fully inform the Commission," a statement said.

"There appears to be a general feeling among the users of anthracite coal that the prices are too high. If this is the fact, the Commission desires to be informed how and to what extent, if at all, the rates and practices of the anthracite carrying roads contribute to this result."

### ASKS ASSISTANCE OF COAL MEN

The co-operation and assistance is asked of those engaged in the coal industry by F. R. Wadleigh, chief of the Coal Division of the Department of Commerce, to make the Department of the greatest possible use to the industry. He believes that valuable suggestions may be made regarding both the domestic and foreign markets.

In a letter being sent out to representatives of the coal industry on the subject, Mr. Wadleigh says:

"Particularly, I should like to have your opinion on the advisability and value of the appointment of an advisory committee to be made up not only of operators, but also of representatives of the wholesalers and of the retail dealers. It seems to me that such a committee, properly constituted,

would be of considerable value to the industry and, through the wide ramifications of the Department of Commerce together with the technical activities of the United States Bureau of Mines, with which I am also connected, could be made of great service, in the way of securing and making available a fund of information, both economic and technical, and could also formulate and put into effect plans for closer relations with the railroads and the general public, as well as between the various branches of the industry itself.

"My unofficial position as connecting link between the American Railway Association, the individual railroads and the Department of Commerce, should give the means of keeping the industry in closer contact with the railroads."

### COAL MARKET LOW

The *Black Diamond* in a recent letter said: The coal market in general is in the doldrums; and prices on bituminous coal are soft and, in many instances, getting softer. Producers, in most fields, and distributors in all the principal markets, are discouraged at the lack of interest in fuel being displayed by domestic consumers, and the persisting tendency of industrials to buy from hand to mouth and take what supplies they actually need at ruinous prices. Overproduction in various producing fields has piled more coal on operators' and distributors' hands than they have shipping instructions for and distress lots are more in evidence universally than they have been for some time. All in all, demand both inland and from oversea is poorer than it has been so far this year.

Although inquiries for American coal continue fairly numerous, there are no urgent demands for overseas shipments at the moment. The inquiries coming in, furthermore, call for keen figuring on a price basis and make suitable coal, coupled with a suitable ship charter, the requisites. Quality and



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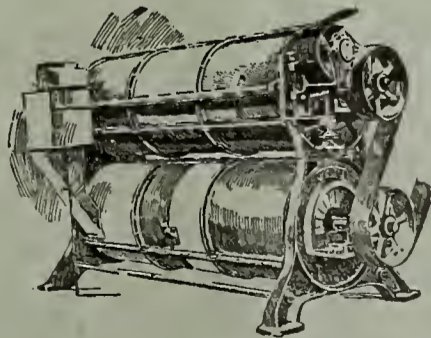
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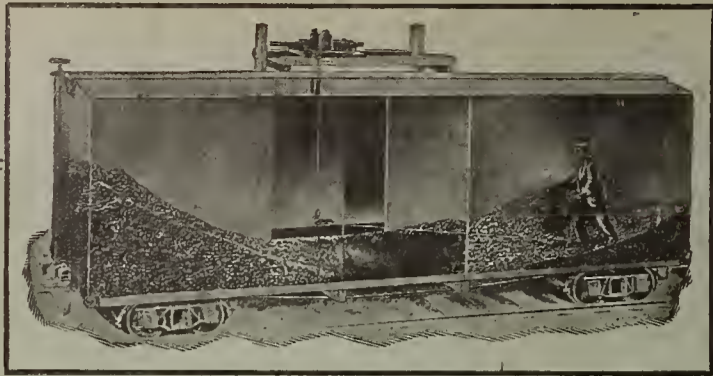
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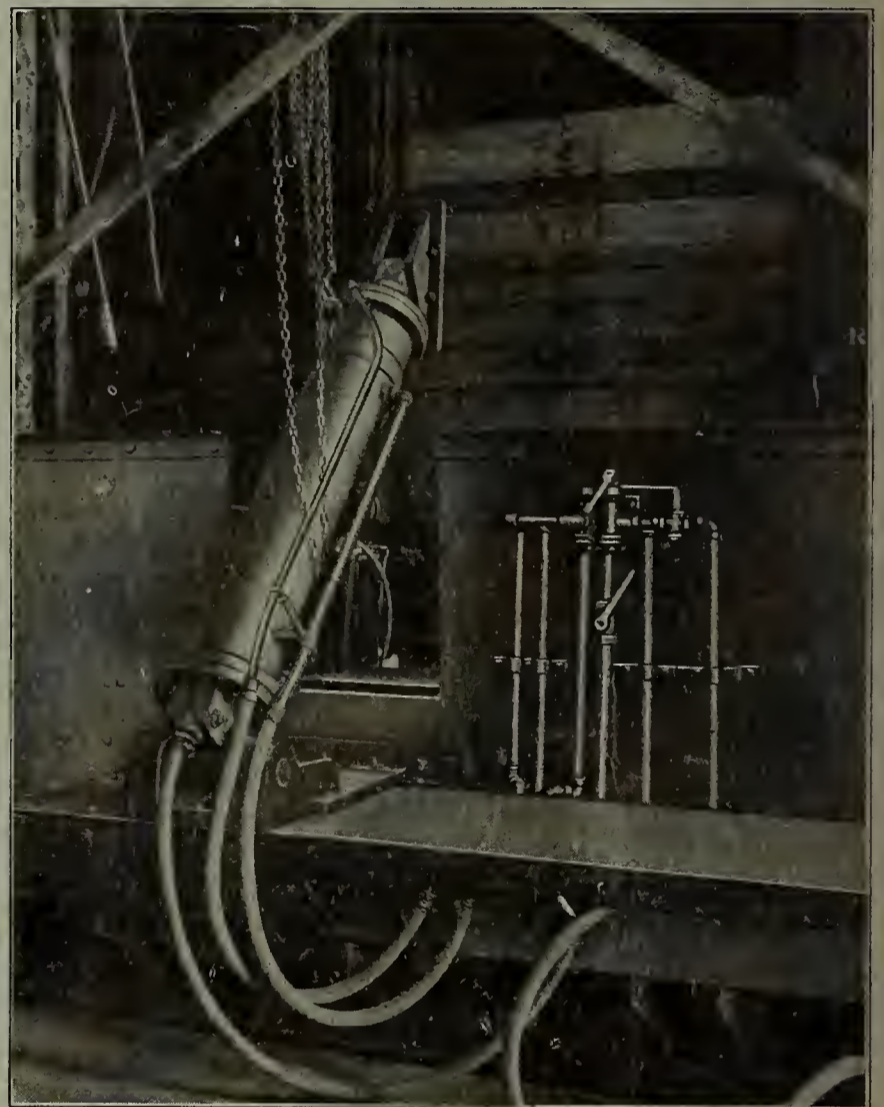
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