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"THE BILL TO SECURE UNIFORM GRAIN GRADING" IN THIS ISSUE

# THE AMERICAN ELEVATOR AND MILL GRAIN TRADE

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY Mitchell Brothers Publishing Co.

Vol. XXXIII.

CHICAGO, ILLINOIS, FEBRUARY 15, 1915.

No. 8.

One Dollar Per Annum. SINGLE COPIES, TEN CENTS.



### A New Invention The Economy Cracked Corn Separator and Grader

Patented September 29, 1914

In selecting a separator for the purpose of grading cracked corn the greatest care should be exercised as success in marketing your product depends entirely upon the machine. The ECONOMY is the machine you can depend upon—simple—small—takes up little space—large capacity—price of machine small.

Write for printed matter and samples of work to

The J. W. Linkhart Co.  
North Vernon, Ind.

### Did It Ever Occur to You

That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

THE

**STRONG-SCOTT MANUFACTURING CO.**  
MINNEAPOLIS, MINN.

Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors

Consign your Grain and Field Seeds to

## Somers, Jones & Co.

82 Board of Trade, CHICAGO

### The WAGNER

Covers all markets. Ask for the weekly or daily issue. Has the largest circulation of any grain literature. 1915 wheat and provision circulars on request. Investment inquiries in wheat, corn, oats, provisions, cotton securities, cotton oil, answered by mail or wire. Estab. 28 years. E. W. WAGNER & CO., Board of Trade, Chicago.

### LETTER

## COURTEEN SEED CO.

MILWAUKEE, WISCONSIN

CLOVER and TIMOTHY

## SEEDS

SPECIAL PRICES ON GRAIN BAGS

Write Us When Interested

### JAMES E. BENNETT & CO.

Member Chicago Board of Trade

Commission Merchants

GRAIN PROVISIONS  
STOCKS—BONDS

Ship your grain to us.

Chicago—Peoria—St. Louis

Ask for Bids

Postal Telegraph Building  
332 So. La Salle St., Chicago

ST. LOUIS  
211 Merchants Exchange

PEORIA  
11 Board of Trade

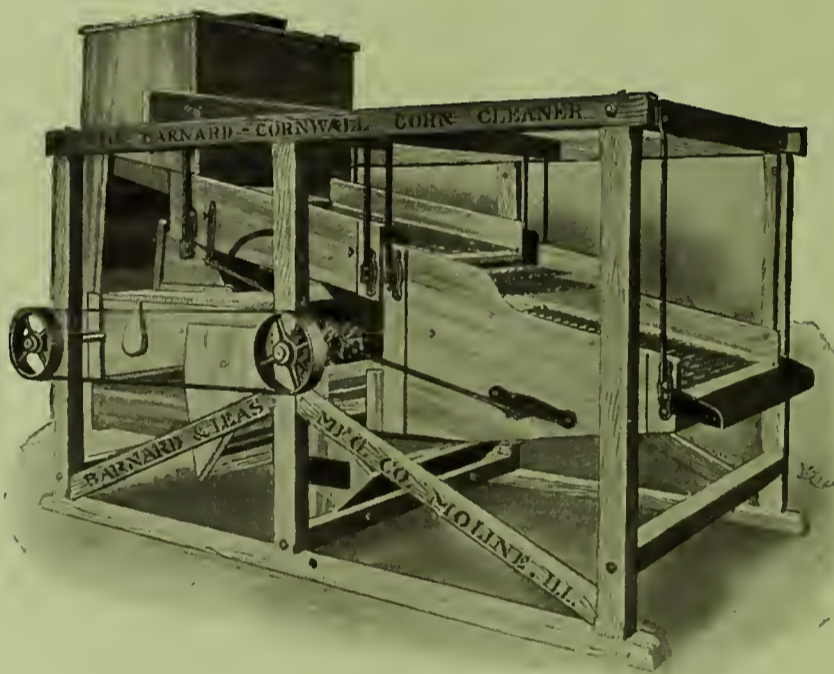
# The Barnard-Cornwall Corn Cleaner

Is practically two machines in one—a corn cleaner and a receiving separator, according to the kind of sieves used.

Will clean wheat, oats and other grain as well as corn.

It has a double row of steel rods for separating the corn from the cobs and husks. Is equipped with our patent finger sieve which cannot clog. Has counterbalanced shaker, two air separations and the latest style feeder.

*The First  
of the  
Sieve  
Corn Cleaners*



*Always  
the Leader  
in Capacity,  
Efficiency  
and Durability*



# The Victor Corn Sheller

Is known wherever corn is grown as the standard sheller. It shells corn economically, efficiently and easily.

Has spiral conveyor feed and is adjustable while running.

Install these machines and be ready for the new crop.

**BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND**

**MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

# If You Should Visit a Hundred

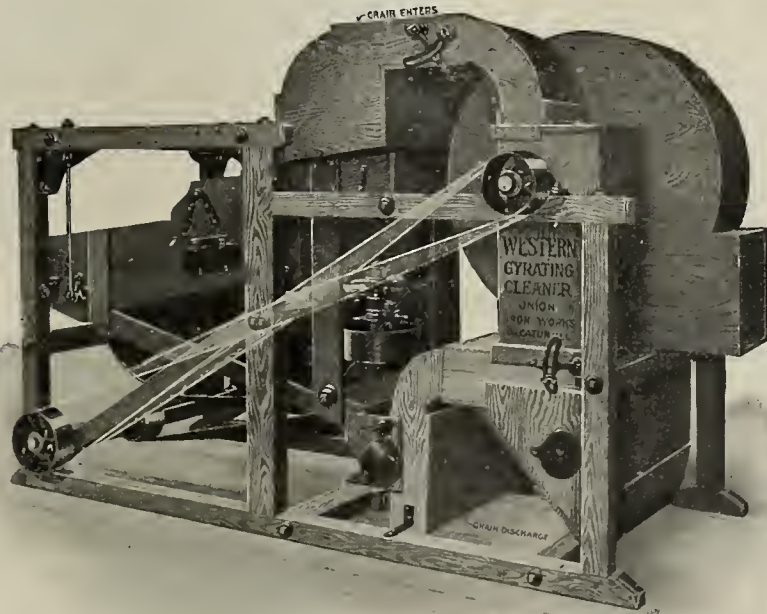
grain elevators in your section of the country you would find more Western Cleaners than any other type of cleaner on the market. And why so many Western Cleaners?

The popularity of the Western is due to its reliability, durability and economy making it the most efficient cleaner on the market today.

Sales on

## Western Gyrating Cleaners

increased 50% in the past five years, being now found in thousands upon thousands of elevators throughout the country. This is an unequalled record for the entire cleaner industry for this period which covers sales in this country as well as abroad.



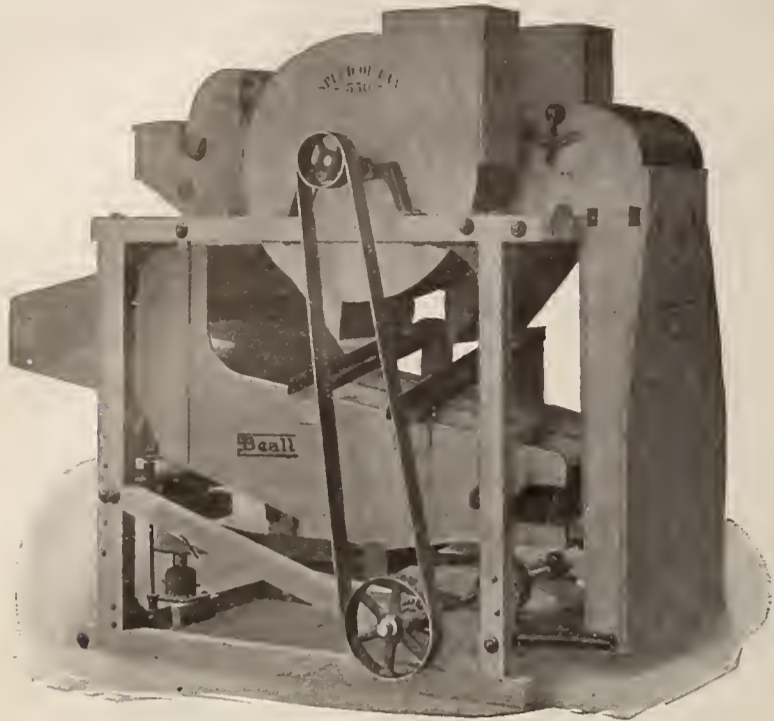
The Western Gyrating Cleaner handles grain of all kinds better and cheaper than any other cleaner of equal capacity. The improved patented adjustable finger screens are non-chokable and are always clean and open, assuring a quick and perfect separation. Special screens for cleaning wheat and other small grains can be easily and quickly adjusted. It is simple, strong, built of best material, is thoroughly braced and will not rack. It takes less room, either in floor space or height of any machine of equal capacity.

The Western Gyrating Cleaner will put your grain in condition to meet the Federal Grain Grades and bring top prices at the primary markets. Be a Western operator and enjoy the satisfaction and prosperity experienced by Western operators everywhere.

**IMPORTANT** Write today for elegant cloth-bound catalogue on the famous Western Shellers and Cleaners and be convinced. Your copy has been laid aside. A postal will do.

## UNION IRON WORKS, Decatur, Ill.

Complete Line of Shellers and Cleaners kept at 1221-23 Union Ave., Kansas City, Mo.



Built in Ten Sizes

*"Never given one minute's trouble. Truly recommended as a good separator that runs easily with no vibration."*

Nov. 15, 1914, Lenox, Iowa.

Gentlemen:

The Beall Rotating Warehouse and Elevator Separator we bought of you has given entire satisfaction. Our machine has never given us one minute's trouble since we had it and can truly recommend it to anyone who wants a good separator that is easy to run with no vibration.

Yours truly,

S. E. WAINWRIGHT.

Grain cleaned with a

**Beall**  
THE MARK OF QUALITY

## New Rotating Warehouse and Elevator Separator

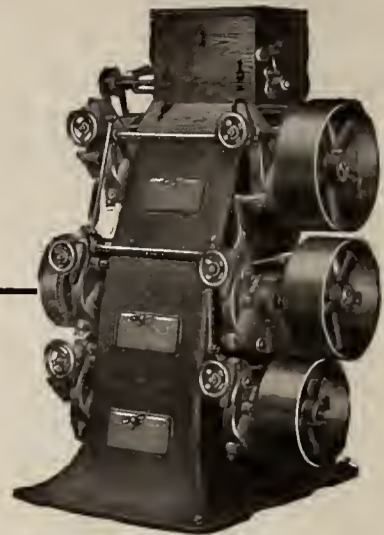
raises its grade making it comply in every respect with the Federal grain grades.

The new Beall is extremely simple in design, built very strong, is thoroughly braced, and will not rack. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

- 1st. It has a rotating motion, slow speed and perfect balance.
- 2nd. It has two fans working independent of each other.
- 3rd. The main screens are large and are guaranteed to handle the capacity represented, which is large for the amount of floor space.
- 4th. It has large sand screens for removing cracked corn, etc.
- 5th. A small amount of horse power is required for operating.

**IMPORTANT** We want every grain elevator operator to write us his cleaning and grading troubles. Also write for further comments on the wonderful work of the Beall Separator. Every Beall operator is a Beall booster.

**The Beall Improvements Co., Inc.**  
DECATUR, ILLINOIS, U. S. A.



N. & M. Three Pair High Roller

## You need this sturdy, capable general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

### N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.


If you haven't got it we will send it on request.

Everything  
for the  
Modern  
Mill

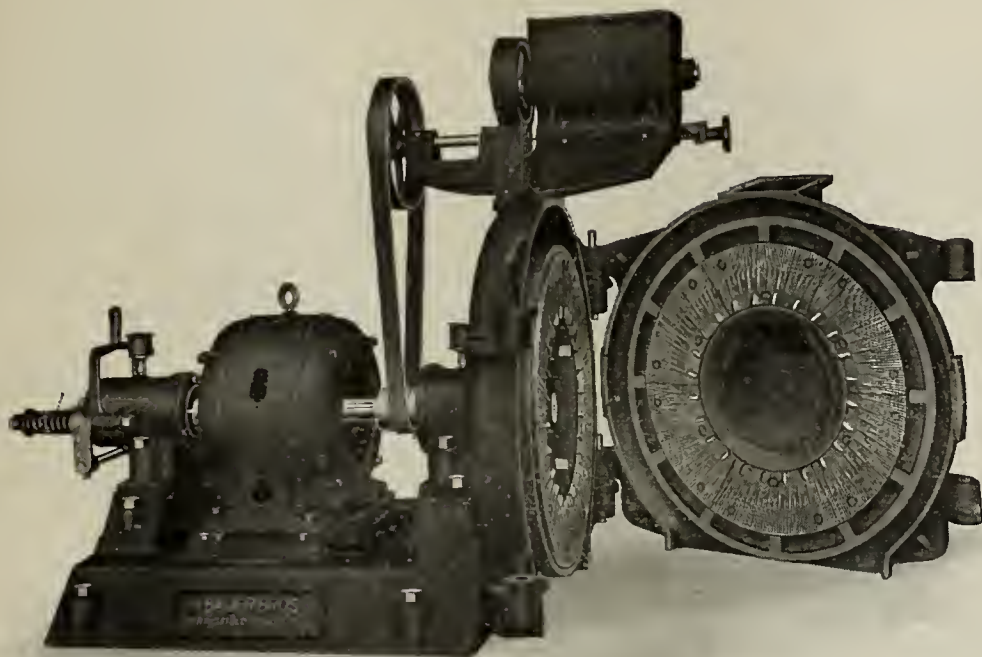
**Nordyke  
& Marmon Co.**  
INDIANAPOLIS, IND.

Established 1851

Ask for  
Catalogs  
on any  
Equipment  
you need

America's Leading Mill Builders 

# Scientific—Supreme BALL-BEARING SINGLE DISC GRINDER



Hinges open like a watch—Requires but a moment to do it.

Plates always in tram—Can be replaced, when worn, in a jiffy.

Bearings dust proof—Insures long life.

Bearings oil tight—Saves 90% of oil bills.

Write for sizes and capacities.

*Investigate* -- Investigation leads to *knowledge*, and knowing a thing leads to profit.

More than 1000 satisfied users.

Furnished with either Right or Left Hand Plates.

Motor or Belt Driven.

A purchase that pays back the cost.

## Pulley and Motor Driven BALL-BEARING ATTRITION MILLS

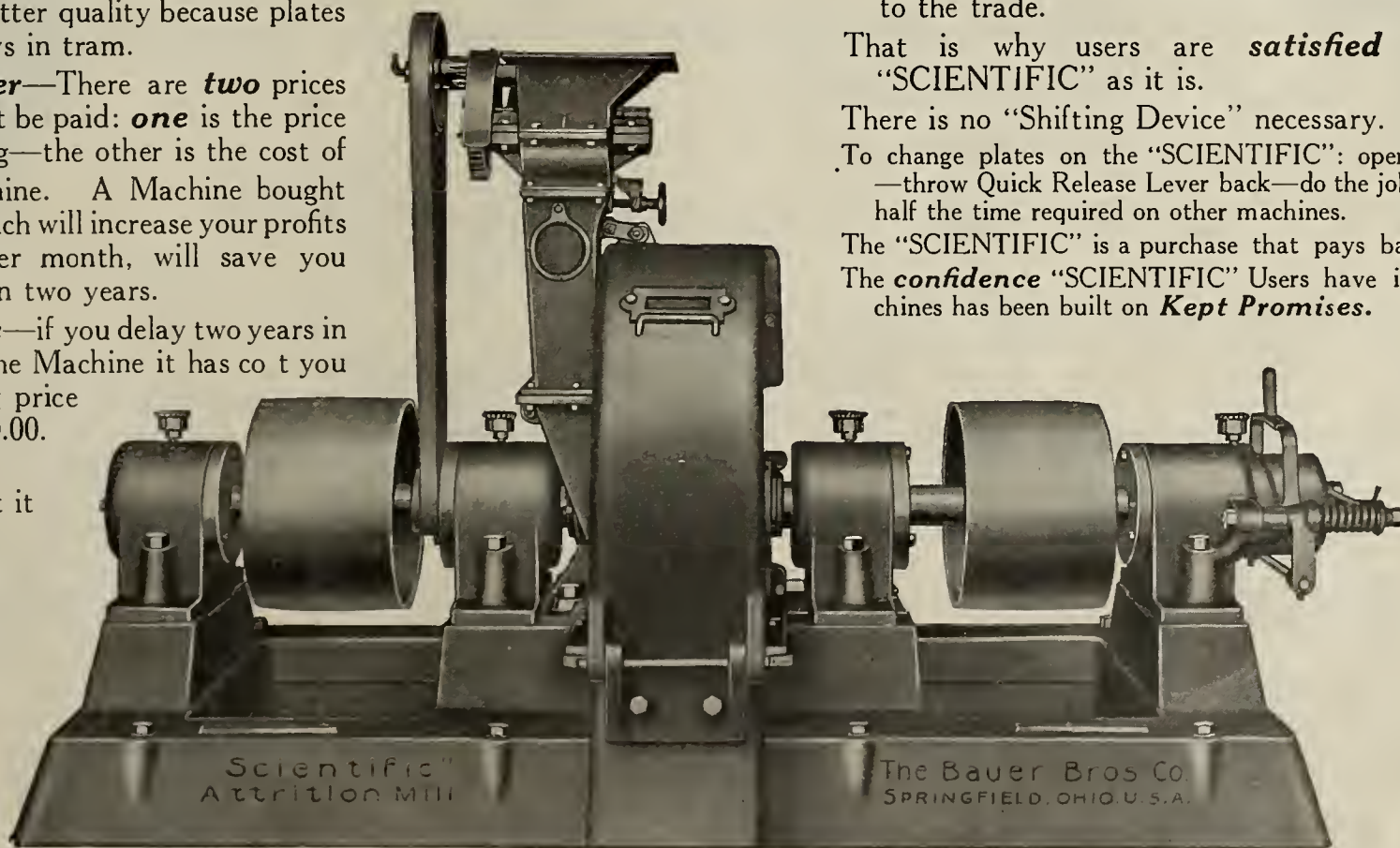
“SCIENTIFIC” Ball-Bearing Mills will grind as much feed for 60 cents as can be ground on other mills for \$1.00.

It grinds better quality because plates are always in tram.

**Remember**—There are *two* prices that must be paid: *one* is the price of waiting—the other is the cost of the Machine. A Machine bought today which will increase your profits \$25.00 per month, will save you \$600.00 in two years.

**Therefore**—if you delay two years in buying the Machine it has cost you its selling price plus \$600.00.

Write about it today.



Designed *right* by men who *know how*. Thoroughly tested in actual practice before being offered to the trade.

That is why users are *satisfied* with the “SCIENTIFIC” as it is.

There is no “Shifting Device” necessary.

To change plates on the “SCIENTIFIC”: open Hinge Case—throw Quick Release Lever back—do the job in less than half the time required on other machines.

The “SCIENTIFIC” is a purchase that pays back the Cost. The *confidence* “SCIENTIFIC” Users have in these Machines has been built on *Kept Promises*.

THE BAUER BROS. CO., (FORMERLY THE FOOS MFG. CO.)  
SPRINGFIELD, OHIO

# SCREENINGS WANTED

"WE ARE IN THE MARKET for screenings now, and for the coming season. Will either contract for your entire output or buy different lots by sample. It will be to your interest to confer with us before making any disposition of your screenings. We will be glad to hear from you."

Did you ever stop to think why such advertisements as the above appear so often in the various grain trade journals? Hasn't it occurred to you that screenings dealers like everyone else are in business to make money? Why should they be so anxious to buy your screenings? It stands to reason that they must see the way clear to big profits if they're willing to purchase stuff by the carload—by the shipload, in fact, in unlimited quantities and pay high prices for it.

Have you any idea what's done with your screenings after you've sold them? No! Well, let's tell you. In the first place, the screenings people provide themselves with specially designed machinery for cleaning, classifying and grading the stock, thereby converting a raw material costing from eight to ten dollars a ton into merchantable grades of corn, wheat, oats, flax, barley, buckwheat and mustard seed of the relative values of 57c, \$1.10, 45c, \$1.45, 50c, 75c, and \$1.50 per bushel. Isn't that going some? You must remember, too, that after all of the good grains have been separated, each kind by itself, there still remains a raft of stuff which can be ground up and sold as a high protein base for cattle feeds at \$15.00 a ton.

If we've told you enough to arouse your curiosity, let's talk the matter over. Our business is that of designing successful by-product disposal plants. Our advice may be worth a lot to you.

A Trade Mark,  
"To Distinguish the  
Best from the Rest"



**THE S. HOWES COMPANY**  
SILVER CREEK, N.Y.

A Trade Mark,  
"To Distinguish the  
Best from the Rest"



REPRESENTATIVES

F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.  
E. A. Pynch, 311 3d Ave. S., Minneapolis, Minn.

J. O. Smythe, 1034 W. 32nd St., Indianapolis, Ind.  
W. M. Mentz, Sinks Grove, W. Va.

Wm. Watson, 703 West. Union Bldg., Chicago  
Geo. S. Boss, Jefferson Hotel, Toledo, Ohio



## Grain Dust is a Fire Hazard

wherever it settles.

**It's a Dangerous Explosive** When Exposed to Ignition by Spark or Spontaneous Combustion.

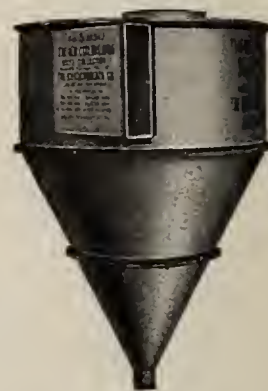
The Sane and Safe Thing to Do Is to Save This Dust With an All Steel-Fireproof

### "Knickerbocker Cyclone" Dust Collector

And Avoid Being "Next" on the Burnt Up-Blown Up List.

**The Knickerbocker Company**

JACKSON, MICHIGAN



Write for Catalog

### Transit Leaks

are unknown to the grain shippers who use

## KENNEDY Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

### The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof. Cheap—Modern—Profitable. Write now for particulars.

THE KENNEDY CAR LINER & BAG CO.  
SHELBYVILLE, INDIANA, U. S. A.

## H. C. LUST AND COMPANY SERVICE

A unique Traffic Service endorsed by many prominent Illinois Manufacturers—Special Weekly Bulletins—Printed Opinions—Traffic Handbooks

\$25.00 a year

Send for Particulars

10 So. La Salle Street Chicago, Ill.

Main 2099

Advertising is unquestionably the chief secret of success in any line of business.

### The Automatic Dump Controller

A machine that is a most useful part of the equipment in hundreds of elevators.

It has control of the dump from the time the trigger is pulled and causes it to settle down easily, without the least jerk or jar.

Perfectly automatic and easily installed.

Let me ship you one on free trial.

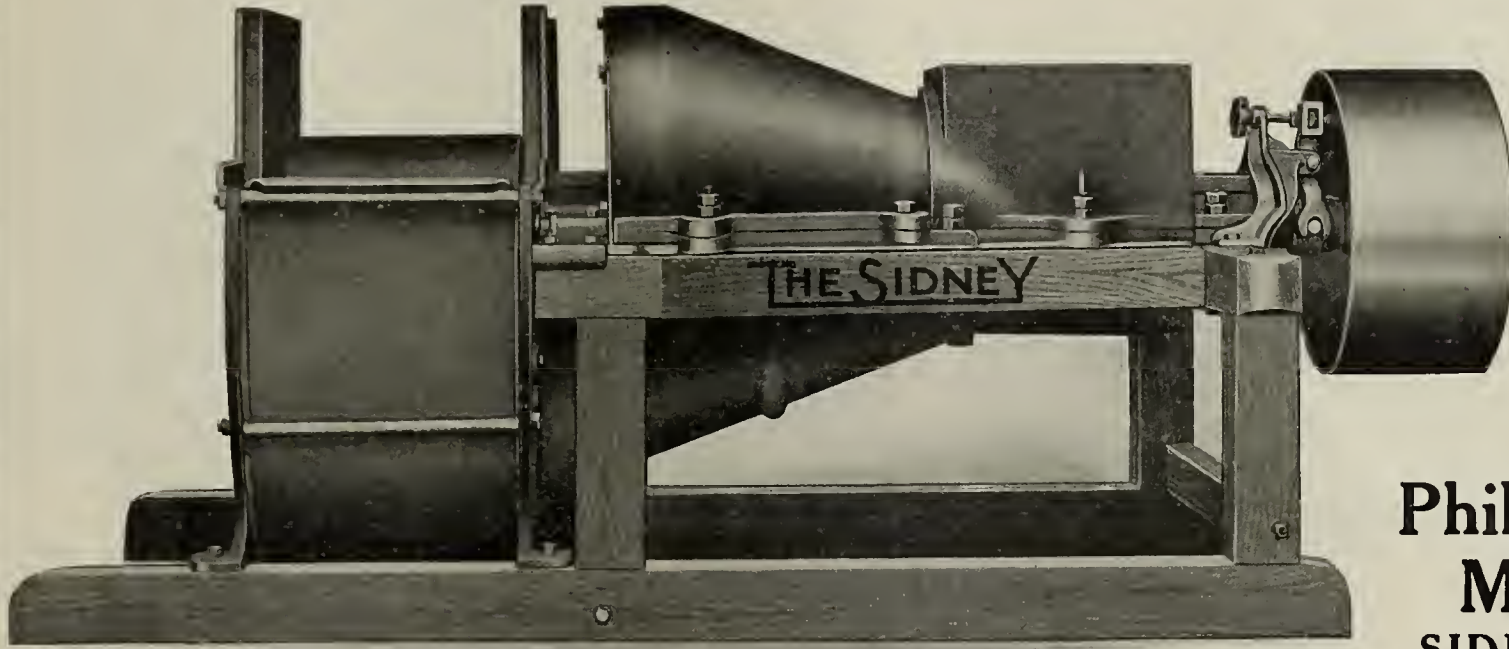
L. J. McMILLIN

Board of Trade Building  
INDIANAPOLIS, IND.



Yes it's a Sidney Sheller from start to finish, backed by over half a century of experience in the manufacture of shellers and cleaners and guaranteeing Sidney service and satisfaction in a Sidney way.

Thousands of Sidney operators will verify all Sidney claims.



*Write for Sidney endorsements, unsolicited comments by Sidney operators.*

*A postal will do.*

**The  
Philip Smith  
Mfg. Co.  
SIDNEY, OHIO**

Western Warehouse:  
ENTERPRISE, KANS.

## The Corn Exchange National Bank

OF CHICAGO

**Capital - - - \$3,000,000.00**  
**Surplus - - - 5,000,000.00**  
**Undivided Profits . . . 1,500,000.00**

### OFFICERS

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| ERNEST A. HAMILL.....President       | FRANK W. SMITH.....Secretary       |
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| D. A. MOULTON.....Vice-President     | LEWIS E. GARY.....Asst. Cashier    |
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### UNITED STATES DEPOSITARY

|                  |                 |                   |
|------------------|-----------------|-------------------|
| Foreign Exchange | Cable Transfers | Letters of Credit |
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Accounts of grain elevator operators and commission men throughout the country respectfully solicited

# UNIVERSAL GRAIN CODE

(and Mill Feed Supplement)

COMPILED FOR USE OF

## Grain and Milling Trades

OF THE

## United States and Canada

This Code meets the present day requirements of the grain and milling trades—is up-to-date in every respect and thoroughly covers the changes in methods and business that have come into use of late years.

The translation expressions and tabulated matter is a great improvement upon any public grain and milling code now in use, and is an assured factor in saving tele-

graph tolls and misunderstandings in telegraphing.

The Universal Grain Code is being used by many hundreds of the most active firms in the country.

A list of Code Users is sent gratis with every copy of the Universal Grain Code, the names and addresses being published free of charge.

Send for a Copy Now. Price \$3.00

## Mitchell Brothers Publishing Co.

431 S. Dearborn Street

CHICAGO, ILL.

**Transfer Elevators  
Terminal Elevators  
Country Elevators**



Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co. at Wingate, Ind. Capacity 60,000 Bushels.

**Macdonald Engineering Co.**

Monadnock Building, CHICAGO, ILL.

Elevator, Feed Mill and Warehouse recently completed for E.W. Conklin & Son, at Binghamton, N. Y.



Fireproof Construction Elevators, Mills and Warehouses. We prepare plans and make lump-sum price for the complete work.

**MONARCH ENGINEERING CO.**

Chamber of Commerce

BUFFALO, N. Y.

When Better Elevators Are Built **BURRELL WILL BUILD THEM**

70 Contracts from January 1st, 1914, to January 1st, 1915.

(All Over the United States)

is a fair indication of maintaining our reputation.

OUR REPRESENTATIVES AT YOUR COMMANDS.

Wire or write us at

1102-1108 Webster Building, CHICAGO,

Hubbell Building, DES MOINES, IOWA.

111 West North Street, INDIANAPOLIS, IND.

**CONCRETE or WOOD**

**BURRELL ENGINEERING & CONSTRUCTION CO.**

**Reliance Construction Company**

Furnish Plans, Estimates and Build  
**COUNTRY GRAIN ELEVATORS**

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.

**Decatur Construction Co.**

Incorporated

Designers and Builders of

**GRAIN ELEVATORS**

Coal Handling Plants, Warehouses, Etc.

Correspondence Solicited

510-512 Wait Bldg.,

Decatur, Ill.



Reinforced Concrete Elevator of the Northwestern Malt & Grain Co., Chicago

Capacity 650,000 Bushels

**The Stephens Engineering Company**

**Engineers and Contractors**

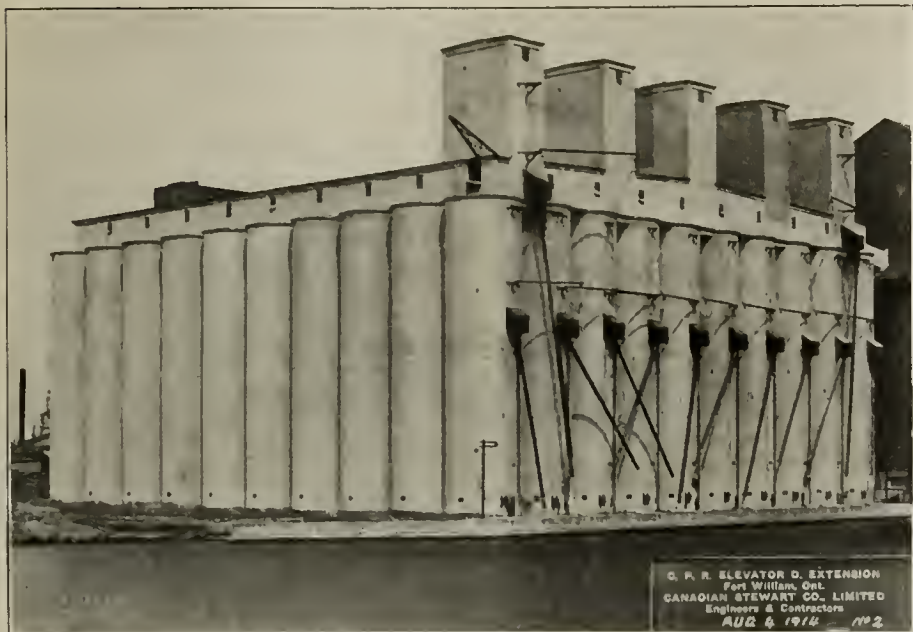
Monadnock Bldg.

CHICAGO, ILL.



**Mobilization in Grain Elevator Construction**

It requires method, order, preparedness to mobilize a force of workmen capable of constructing the 4,000,000 bushel elevator shown in our illustration. We will start a campaign at any time on suspicion, or on receipt of your inquiry. Send us your ultimatum.

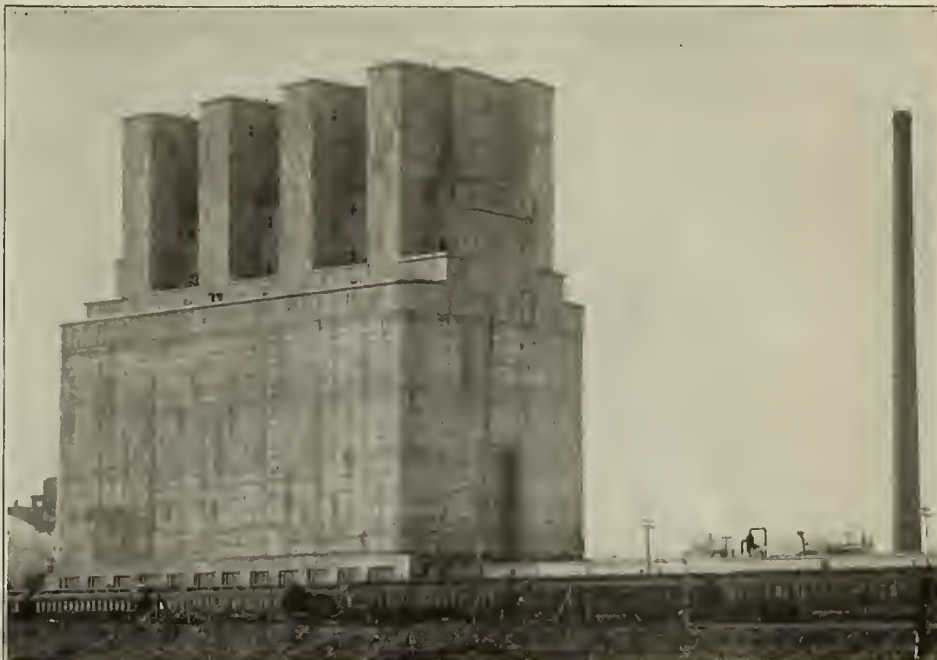


The 100 tank, 4,000,000 bushel capacity Canadian Pacific Railway Elevator D Extension at Fort William, Ontario, Canada

We Build Elevators, any type of construction in any part of the world.  
W. R. SINKS, Manager. R. H. FOLWELL, Engineer.

**JAMES STEWART & CO.**  
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building CHICAGO, ILL.



New 1,000,000-Bushel Terminal Grain Elevator, Built for the Canadian Pacific Railway, West St. John, N. B.

**FOUNDATIONS—WHARVES—POWER PLANTS—RAILWAY BUILDINGS  
TERMINAL AND STORAGE GRAIN ELEVATORS**

**JOHN S. METCALF CO., Limited.**

Engineers and Constructors

CHICAGO MONTREAL

**For Modern Elevators**

Plans, Estimates of Cost, Grain Handling Machinery, Scales and Engines,

Write our MAIN OFFICE at Omaha, Neb.

We Build Elevators That Last Prompt Service—Moderate Prices

Write today

R. M. Van Ness Const. Co.

**GRAIN ELEVATORS**

built from our designs and by our force of workmen are strong, substantial and economical in operation.

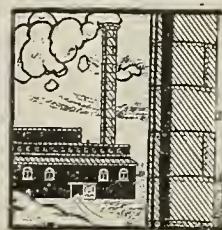
**WOOD OR FIREPROOF**

**T. E. IBBERSON**

**ELEVATOR BUILDER**

Corn Exchange Building - Minneapolis, Minn.

The paint that defies rust and decay.



**Dixon's SILICA GRAPHITE Paint**

Specify it for economy's sake—and yours.

Made in JERSEY CITY, N. J., by the JOSEPH DIXON CRUCIBLE COMPANY ESTABLISHED 1827



**The Barnett & Record Company**  
**GENERAL CONTRACTORS**

Designers and Builders of

**Grain Elevators, Flour Mills and Heavy Structures**

Reinforced Concrete and Steel Ore Dock under construction at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

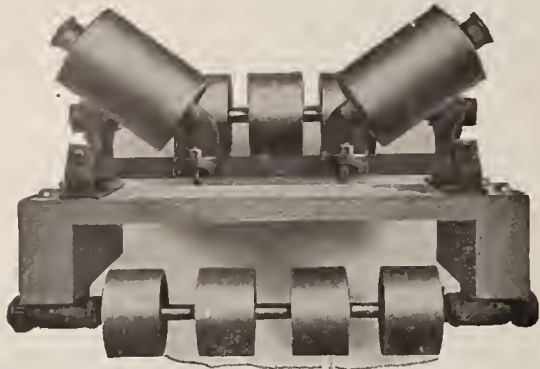
Write for designs and Estimates

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ontario



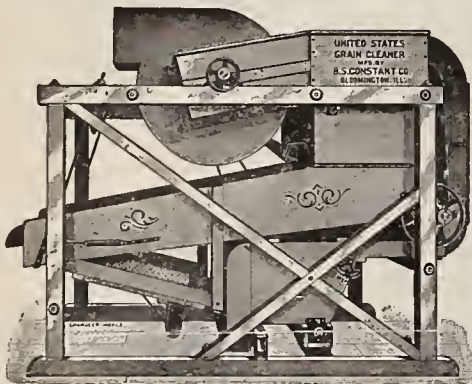
# Improved Belt Conveyor

Carries all kinds of grain and mill products in package or bulk. Gradual, uniform curve of belt secured without complicated parts. Bearings thoroughly lubricated and have adjustment for taking up wear. Tripper substantial and reliable. Entire system economical and satisfactory—nothing to get out of order.

We manufacture a complete line of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for supplies. Send for Catalog 38.

**H. W. Caldwell & Son Co.**  
Chicago, Western Ave., 17th-18th Sts.

NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street



## THE U. S. Grain Cleaner

is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices. Long life machine. Ring or Chain Oiling Bearings. Balanced Eccentric. Five Separations and All the Corn Saved.



## The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made. Easiest and safest. Adjustable Brakes which we guarantee.

State distance between floors and get our **Net Price**

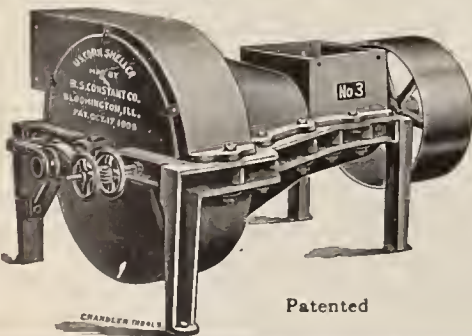
## U. S. Corn Sheller

Fan Discharge, over or under, right or left hand.

Iron or Wood Frame. No Lower Hoppering. Cheapest Installed. Quickest and Cheapest Repaired of any Sheller on the market.

Send for a Catalog.

**B. S. CONSTANT MFG. CO.**  
Bloomington Illinois



# NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

Enables Shippers to Collect Claims

Requires No Repairs

Occupies Small Space

Most Economical to Install

No Bother to Operate

Never Gets Out of Order

Will Not Rust or Wear Out

60 Days' Trial



PORTABLE BAGGER

Write for Catalog.

## National Automatic Scale Co.

West Pullman, Chicago, Illinois

## MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

Established 1878. Alton, Illinois

Insurance on Flour Mills and Elevator Properties.

Grain Insurance for short terms a Specialty.

CASH ASSETS - \$548,396.68

G. A. McKINNEY, Sec'y

Western Department: Rollie Watson, Mgr. 402 Sedgwick Bldg. Wichita, Kansas.



Triumph Power Corn Sheller

C. O. Bartlett & Co. Cleveland, O.

A "WANT AD" in the "AMERICAN ELEVATOR AND GRAIN TRADE" will do the business.

## Mentzer-Nelson Co.

GENERAL CONTRACTORS

Elevator Work a Specialty

Cedar Rapids,

IOWA

If you are contemplating building an elevator we would like to furnish you plans and prices covering elevators complete, including all accessories and taking in your first 100 bushels of grain. We will call on you, give you such and all information as you require and guarantee satisfaction for your elevator complete.

The  
**HESS DRIER**

Illustrated herewith represents  
an investment of

**\$55,000.00**



This is one of six big  
**HESS DRIERS**

Owned by the New York Central  
Lines. The others are in:

**BOSTON  
NEW YORK  
BUFFALO  
CINCINNATI  
& INDIANA  
HARBOR**

making a total investment in HESS  
DRIER equipment of

**\$189,000.00**

The Drier repeatedly chosen by big  
interests is the drier for

**YOU**

**HESS WARMING &  
VENTILATING CO.**

1210 Tacoma Bldg., Chicago

"International Feeds Fill International Needs"

**New Customers**

are easy to secure when you have the exclusive  
agency for a popular line of feeds like ours.  
And the new customers we bring you will buy  
many other things besides our feeds.



**INTERNATIONAL  
Special Dairy Feed**

Famous as the biggest milk-producing grain  
ration the world has ever seen. Lower in  
price than many, but higher in value than  
all others. A single trial will make every  
dairyman in your neighborhood a steady  
customer.

**INTERNATIONAL  
Climax Dairy Feed**

Better than any at the price. Cheaper  
than mill-feeds, makes more milk, and  
gives you a larger profit. Used everywhere  
to take the place of ordinary mill-feeds for  
mixing purposes. Let us tell you about it.



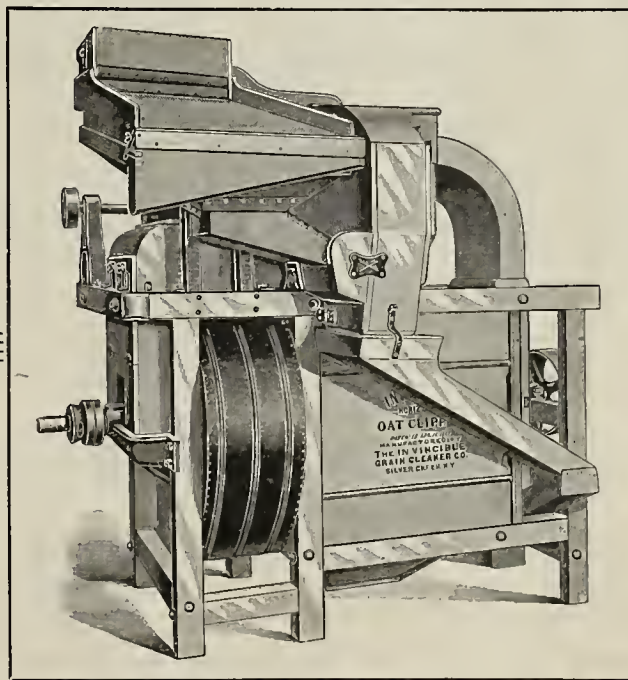
**Just Fill the Orders We Produce**

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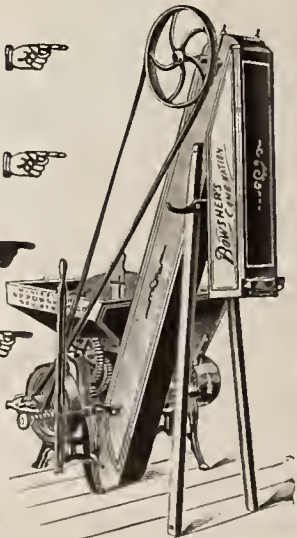
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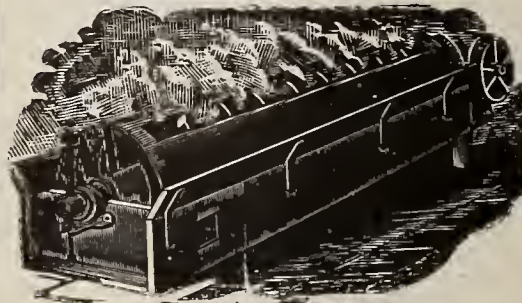
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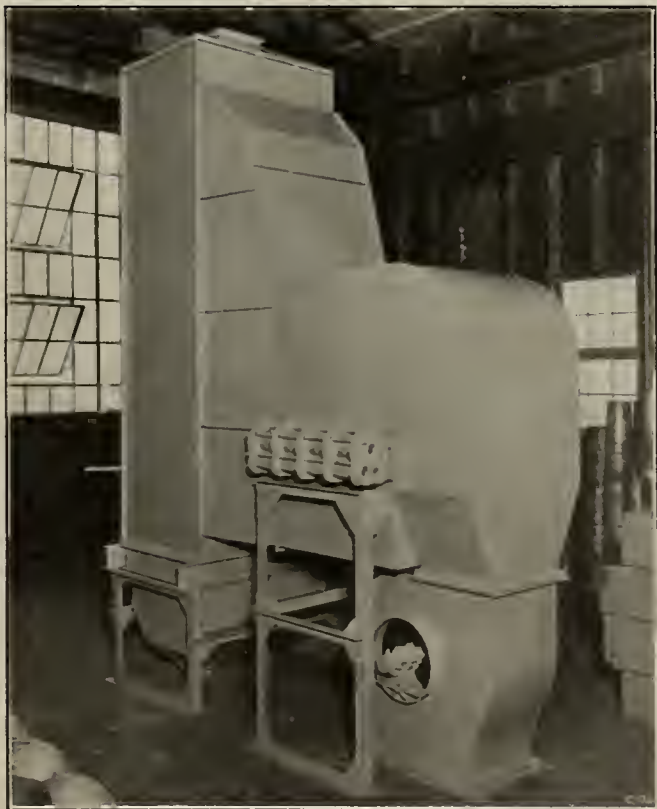
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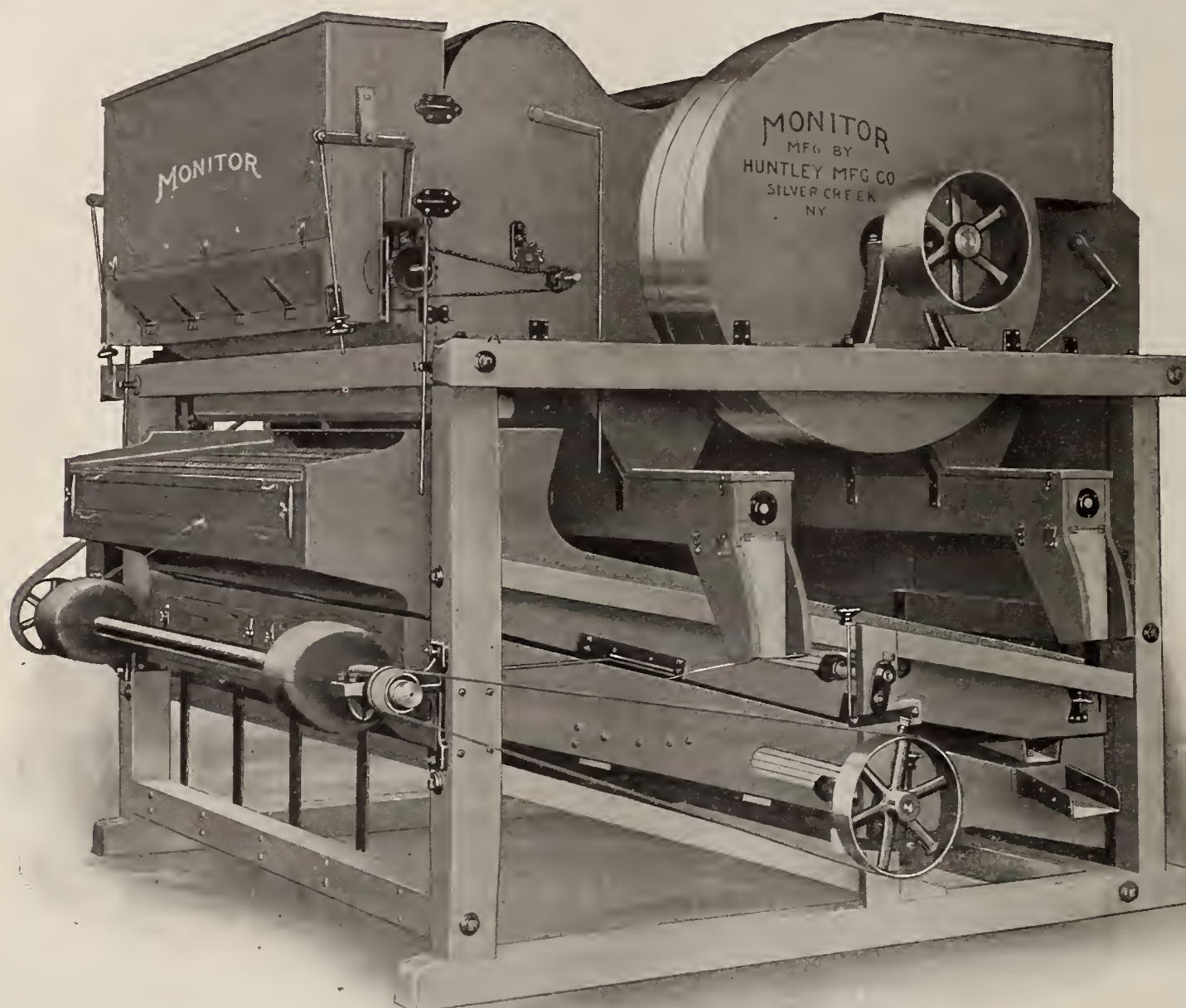
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Established in 1882.



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No. 8.

## A Modern Elevator in the Lone Star State

Reinforced Concrete Grain Storage House Recently Completed at Gainesville with a Number of Meritorious Features—  
All Machinery Electrically Driven and of Latest Design

ONE of the large grain, as well as milling firms of the state of Texas is the Whaley Mill & Elevator Company of Gainesville. Besides the plant at Gainesville the company has an extensive elevator and mill property at Paris, in addition to a line of country elevators strung along lines of railroad bisecting and intersecting the fertile fields of the Lone Star State.

As grain dealers, the firm occupies a front rank, and further indicated its supremacy the past year by building its new reinforced concrete elevator at Gainesville, which is shown in our illustration. It was built by the Macdonald Engineering Company of Chicago and has a capacity of 110,000 bushels in addition to an equipment of electrically operated machinery most conveniently arranged to give economical and minimum handling service.

The elevator covers a ground space of 38 feet 8 inches by 54 feet 8 inches and is divided into 12 bins, each 12 feet and 10 inches in diameter with a depth of 90 feet. The total height of the elevator is 120 feet. It is a storage and cleaning house, receiving grain from both cars and wagons and shipping by cars. Above the car tracks is a steel car shed covered with galvanized iron and there is also a steel awning over the drive way and wagon dump scale.

The working floor is located 4 feet above the railway track and extends upwards a height of 12 feet. It contains a Buffalo Hopper Scale and Buffalo Wagon Dump Scale. A pair of Clark Shovels is provided for unloading cars, and grain so unloaded is delivered to a receiving leg which dis-



NEW ELEVATOR OF THE WHALEY MILL & ELEVATOR COMPANY, GAINESVILLE, TEXAS  
Designed and Constructed by the Macdonald Engineering Company, Chicago, Ill.

charges over the hopper scale. After being weighed the grain is carried by the lofter leg to the cupola where it may be distributed to any bin or spouted to the old steel tanks, cars or the mill.

In the case of shipment, an 8-inch well casing spout from the lofter leg in the cupola connects with a flexible loader for delivering to cars, and rapid loading is a feature of the plant.

Almost midway between the first floor and the cupola is a second floor which bisects three of

the bins. On this floor is a No. 8 Invincible Compound Shake Double Receiving Separator connected with an Invincible Blow Pipe Co. Dust Collector. This second floor arrangement is especially convenient as it saves one elevation. After the grain is cleaned it is spouted to the bins below and to the mill by way of the mill elevator leg.

Grain from wagons is taken from the wagon dump scale on a belt conveyor to the mill leg by which means it is elevated to the cupola and discharged into storage bins or spouted to the mill. A Humphrey Employees' Elevator runs from the basement to the top of the bins. It is operated by a 3-horse power motor and is under the control of the passenger at any point.

All machinery is electrically driven. A 35-horsepower motor located in the basement operates the power shovels, the receiving elevator leg, and line of conveyors. A 10-horsepower motor on the cleaner floor drives the separator and a 35-horsepower motor in the cupola furnishes power for the lofter leg and the mill leg. The work on the elevator started June 1, 1914, and was completed October the past year,

since which time it has been operated steadily and has demonstrated its superiority as a modern grain storage and handling elevator in all points, and one of which the owners may well feel very proud.

The completion of this plant also serves to call to general attention the fact that the Lone Star State is making considerable progress in providing adequate facilities for grain storage and handling modernizing its present elevators so that the ever increasing grain crops may be well taken care of.

## The Bill to Secure Uniform Grain Grading

An Interview with Congressman Moss Whose Bill Has Already Passed the House But Is Now Held Up in the Senate by the Filibuster on the Ship Purchase Bill—Its Ultimate Passage Appears Certain—Some General Facts of Interest and Detailed Estimates of How the Appropriation Will Be Expended

By WALDON FAWCETT

Washington Correspondent of the "American Grain Trade"

"If my bill to fix grain grades does not pass the Senate at this session of Congress it assuredly will go through at the next session," said Congressman Moss of Indiana to the representative of the "American Grain Trade" in a recent interview. It is admitted that the opposition to this bill, which means so much to the grain trade, is no more formidable in the Senate than it was in the House of Representatives, but the trouble is that owing to the filibuster on the Ship Purchase Bill there is such a "jam" in the legislative hopper of the upper house of Congress that supporters of the measure could see no prospect, the first week in February, that the grain bill could be brought to a vote in the Senate by March 4 when this Congress must of necessity adjourn.

Should the Grain Grades Bill not be passed by the Senate during the few remaining weeks of the session it will, of course, be necessary to begin all over again, so to speak. With the close of the session the present Congress passes out of existence and a new legislative body comes on the stage—made up of the lawmakers elected throughout the country last November. Thus the Moss Bill, although it has already passed the House of Representatives by an overwhelming majority, will have to be resubmitted to that body, and, if duly passed there a second time, will then go to the reorganized Senate.

There is, in the minds of Representative Moss and other supporters of the bill, no doubt but that it will pass the next Congress as readily as it would have gone through this Congress could a vote be obtained in the Senate, but a result of the delay will be that new rules will not be in force for the next corn crop unless President Wilson should decide to call the new Congress in extra session this Spring. Otherwise the measure cannot be taken up until the regular session which convenes in next December. The complexion of Congress will be changed considerably as a result of the last election, but advocates of the proposed new system of grain

grades are inclined to believe that both branches of the new Congress will sanction the project without going through the formality of conducting further public hearings or indulging in other procedure that would involve undue delay.

As the matter stands today the opposition to the

with grain handling that it has been endorsed by the Grain Dealers' National Association, the Millers' National Federation, innumerable Boards of Trade, Chambers of Commerce, etc. One of the two remaining opposing factors is found in certain grain export interests at North Atlantic ports. The exporters at New Orleans, Galveston and other Southern ports are supporting the bill, but there is vigorous opposition from the exporters at New York, Philadelphia, Baltimore and Boston. The second line of opposition originates with men who for one reason or another seem to fear that the Federal grain grading organization will ultimately if not immediately supplant the machinery that has been created in certain states for a similar function.

However, it should be pointed out that of the 17 votes that were recorded in the House of Representatives against the Moss Bill (as compared with



NEW BUILDING OF THE DEPARTMENT OF AGRICULTURE [WEST WING] AT WASHINGTON, D. C.  
Where the Headquarters of the Federal Grain Grading System Will be Located.

legislation for Federal grain grades seems to have narrowed down to that from two sources. The proposition in its original form, it may be remembered, provoked quite a little opposition from various quarters, but the bill has been rewritten several times and as a result of these revisions has been made so acceptable to the interests identified

220 votes in favor of the bill) not more than half were inspired by the two forces of opposition above mentioned. Fully half of the votes against the Moss Bill were cast by members who believe in the principle of the new project but who simply felt that in view of the state of finances of the country the present is not a proper time to inaugurate any new projects, and especially one that would involve such expenditure as \$375,000, the sum which it is estimated would be required to carry into effect the provisions of the Moss Bill. In the Senate the friends of Federal grain grades have been unable to find any members who are actively and unalterably opposed to the plan and it is predicted that a vote in the Senate either at this session or the next would disclose no more than five or six adverse votes. Senator Reed of Missouri and Senator Nelson of Minnesota have been cited (with what authority is not known) as opponents of the bill on the score of a suspicion of interference with state grain inspection, but both of these senators have within the past few days intimated to sponsors of the bill in the House of Representatives that they believe it will be a simple matter to "get together" on the subject when the time comes.

The bill providing for the uniform grading of grain has not at this writing (February 10) been reported from the Senate Committee on Agriculture, but it is the expectation that the committee in question will within a week or two report the bill to the Senate with a recommendation for its passage. Up to this time the members of the Senate Committee have been busily engaged in going over the revised and corrected testimony which resulted from the hearings on this bill which were held before the Senate Committee the latter part of January and the detailed record of which has just been placed in the hands of every senator who is interested. Certain contradictory statements in these recent hear-



A TYPICAL LABORATORY OF THE U. S. DEPT. OF AGRICULTURE  
One of These Will Probably Be Located in Every Important Grain Market.



ings as compared with the testimony submitted at the corresponding hearings before the Agricultural Committee of the House of Representatives, are calculated to arouse quite as much interest among grain men as among legislators.

Witnesses before the Senate's Subcommittee on Grain Grades Legislation at the hearings lately ended, included Charles M. Elmquist, of Rush City, Minn., a member of the Railroad and Warehouse Commission of Minnesota; O. P. B. Jacobson, of the Minnesota State Commission; L. W. Forbell, grain commission merchant of New York City; L. G. Graff, president of the Commercial Exchange of Philadelphia; C. B. Pierce, of Chicago, president of the Bartlett-Frazier Company; Eugene Blackford, president of the Baltimore Chamber of Commerce; Charles Quinn, of Toledo, Ohio, secretary of the Grain Dealers' National Association; Fred J. Lingham, chairman of the Millers' National Federation Committee on Grain Standardization and Inspection; W. O. Timmerman, grain commission merchant, of Minneapolis, Minn.; B. F. Benson, grain commission merchant, of Minneapolis, Minn.; Elmer E. Dawson, of Boston, dealer in flour and feeds; and Dr. J. W. T. Duvel, Crop Technologist in charge of the Grain Standardization Bureau of the U. S. Department of Agriculture.

Mr. Elmquist told the Senate Committee that he and his co-workers in the Northwest desired to have a hearing before the House Committee, but that through a misunderstanding the hearings were closed and the bill reported without opportunity being given to the Minnesota officials. In his protest against the Moss Bill Mr. Elmquist said: "The inspectors in our service, who are very competent men, have had some experience with the corn grades that have been made by the Federal government; they are of the opinion that those grades are wholly in favor of the buyer and against the interests of the producer; and they fear that if no greater judgment were exercised by the Federal government in adopting rules for the standardization of all other kinds of grain you would have a system that would favor the miller and the buyer and injure the producer. The grades would be inelastic and might be made up to suit the miller."

Mr. Jacobson said: "I object to the standardization by the Federal government because I was a member of the State Board of Grain Appeals when we adopted the corn grades under the rules given out by the Agricultural Department, and having been a country buyer myself and having handled considerable grain it did not take me long to see that the rules given out by the Department are not practical." Mr. Jacobson admitted that it might be possible for the Federal government to establish uniform grades throughout the country "if it was done by practical men," but, he added, "I am afraid that these people that would go into it are theorists and a good many grades would be established."

Representatives of the exporting interests at the hearings made their chief plea that there should be a difference as to moisture content of corn for export between North Atlantic seaboard and the Gulf ports because of the shorter journey from North Atlantic ports and more favorable climatic conditions. Mr. Forbell of New York urged that especially was the present no time to interfere with the exporting of grain when all conditions are abnormal owing to the war. Mr. King of Philadelphia feared that it would require a long time to educate the people abroad to

vided they could induce the foreigners to accept this grain. The rub would come in the matter of certification. Presumably the foreign purchaser would not purchase grain not certified in a manner calculated to satisfy him and such certification might be difficult if the grain did not conform to Federal standards.

The charge that the new grades would benefit the millers rather than the producers was answered by Mr. Lingham, who said: "As a matter of fact the millers believe that when these new rules are put into effect we will pay more for No. 1 Northern wheat, for instance, than we pay today, but we believe we will get more. Our opposition to the present inspection is that we do not know what we are going to get from different markets. I do not know of a single grain man, from producer to miller, who understands this bill, who has given it even a reasonable amount of study, who opposes this legislation."

Secretary Quinn told the senators: "The Grain Dealers' National Association is, in effect, the father of uniform grades. From the St. Louis convention in 1908 until the present this Association has worked most zealously to bring to a concrete realization its dream of complete uniformity in grain grading, its conception as to what should be done in the way of unifying the grades. Comparatively little fault has been found with the Association's uniform rules. The trouble has been in the lack of uniformity that characterized their application. It was, it must be understood, not the rules themselves that caused the agitation in Congress for Government grain grades, Federal supervision or Federal inspection, but the inability of the Grain Dealers' National Association, a voluntary trade organization, to enforce them. Not being able to impose a penalty either for the violation of the rules or for failure to apply them uniformly, the Association was finally forced to acknowledge that the power of the National Government was required to bring about that which the grain men themselves were apparently unable to accomplish. Our Association is opposed to the McCumber Bill. It is opposed to Federal inspection because it feels that Federal inspection would be cumbersome and unwieldy and involves too much red tape. The Grain Dealers' National Association stands behind the bill here under discussion. Its whole record in reference to the grading of grain has been one prolonged struggle for uniformity."

Of the \$375,000 which it is estimated will be required to place the new Federal grading system on its feet it is figured that \$200,000 will be necessary to supervise the inspection and grading of corn on the basis of the grades already established and that \$175,000 will be required for investigations relating to the handling, transporting and grading of the other grains so that standards may be fixed therefor at the earliest possible date. About \$75,000 of this amount will be necessary in connection with wheat



HON. RALPH W. MOSS  
Author of the Grain Grades Bill.

the new grades, especially in view of the competition from other countries.

Incidentally it may be mentioned that the supporters of the Moss Bill claim that the present extraordinary activity of export interests in opposition to the bill is due to the fact that England, France and other countries, for all that they are engrossed with the war, have taken occasion since the Moss Bill passed the House to send advices to the United States to the effect that they heartily approve the proposed system and that if it is put into effect they will henceforth buy no American grain except in conformity with the established Federal grades duly certified. Of course, our readers will understand that under this new law there would be nothing to prevent exporters from continuing to send abroad what is now rated, for instance, as No. 2 corn pro-



A Big Sailing Vessel Carrying a Cargo of Grain Leaving Port  
in Tow of a Tug.



Interior of a Great Lakes Grain Carrier in Process of Construction, Showing the  
Capacious Hold.

THE EXPORTING INTERESTS ARE OPPOSED TO THE MOSS BILL

and oat investigations, \$50,000 for Kaffir, rice, flax and other grains of less importance, the remaining \$50,000 to be used for the maintenance of the Washington office from which all the work must necessarily be directed.

In order to facilitate the supervision and provide for prompt appeals from inspections it is proposed to establish branch laboratories at the important grain receiving markets throughout the United States as rapidly as men properly qualified can be secured to take charge of such laboratories. From these laboratories it is also proposed to carry on the investigations leading to the fixing of standards for the other grains. The laboratories at Chicago, Minneapolis and Buffalo will each be allowed an

expenditure of about \$20,000 a year. An average of \$12,000 per annum will be expended in each instance upon laboratories located at Duluth, St. Louis, New York and Kansas City. The group third in importance will comprise the laboratories at Milwaukee, Omaha, Peoria, Baltimore, Philadelphia, Indianapolis, Louisville and Cincinnati, each of which will be allowed an expenditure of about \$9,000 per year. Finally there will be fifteen smaller laboratories maintained at a cost of \$7,000 per year each in grain markets that in no instance receive more than 20,000,000 bushels annually and a considerable sum will be devoted to investigations of Kaffir corn in Oklahoma and on wheat and oats in Montana and adjacent states where there are no large markets.

## Recording Weights

The Importance of Calling Every Weight by Its Right Name—Memory Not an Accurate Register—Systematic Campaign Necessary to Correct Evils of Faulty Records

By F. C. MAEGLY\*

Assistant General Freight Agent, Santa Fe Railroad

ALL of us who have given weighing matters a good deal of thought know there are innumerable methods of recording weights, the range being from the sublime to the ridiculous. To anyone who underestimates the value of accurate means of recording weights, let him try to carry the information around in his hat for awhile, before recording it, and then, by any practical method of testing his accuracy, see how many mistakes will result. Yet, there are some who, apparently, are willing to have us believe that such method of recording weights, after carrying them around in our hats for the time being, is both reliable and accurate. In fact, that broad statement was affirmatively made, at a recent conference of delegates, representing carriers and shippers, the conference being for the purpose of locating and tabulating causes of excessive discrepancies in the weights, and developing plans, and suggestions as to practical means for their prevention.

One of the primary causes of weight discrepancies is the failure of the weigher to have, or to utilize a reliable recording device.

A great many of the checking and recording systems are valuable safeguards against mental error, or transposition of figures. Every weigher can do much to safeguard his company by giving constant attention to this feature.

The record of first entry of weights recorded should be held as sacred and permanent, and under no circumstances should the weigher or other person destroy the weight record of first entry, however crude it may be, and substitute therefor copied scale tickets, or copied weight record, even if the weight record of first entry has been blurred, or if error therein exists. The weigher should retain the record, making suitable and complete notation thereon, thereby establishing positive evidence of the integrity and completeness of his record. In our efforts to operate and supervise the operation of scales these simple safeguards should be observed and insisted upon.

In recording weights the record should show all circumstances which are essential to the full knowledge of the condition and manner in which the weights were determined. There should be a record so complete as to leave no room for doubt, and it should identify each weight with the particular transaction, or vehicle, to which it belongs. For example, at a recent annual convention of an extensive trade shipping organization a member took the floor and lamented the fact that public weighers' weights so frequently were unreliable, because the weighers who were called upon to furnish affidavits of their weights could not, from their own knowledge, say whether the weights certified to by them, had in every instance reached the particular car or vehicle intended. So it is essential also in the case

of every other weight that is taken; my point being that as members of a national organization like yours, you can, in your individual capacities, make a constant study of practical methods and means of safeguarding both the accuracy of the recorded weight and its identification with the transaction to which it belongs.

If everyone who is in attendance would make it a part of his business to study the habits of customers and see how every weigher with whom he comes in contact, weighs, and records, and transmits, and applies his weights, with an eye single to guiding and encouraging accurate methods, the wholesome effect would soon be noticeable. On the railroads every local agent should become interested through your efforts so that he in turn may labor with the customers of the railroad for weighings betterments.

The strict attention to the detail of recording weights is one of the main reasons why the Chicago Board of Trade Weighing Department has attained such high standing for the prevailing accuracy of its weights.

Simultaneously with the campaign for improved accuracy wherever needed in the recording, and transmission, and application of weights, there should be started another campaign entitled "Calling every weight by its right name."

Whenever a weight is not called by its right name, be assured there is some underlying cause for hiding the identity of the weight. The primary reason for calling any weight by other than its right name is deception. With apologies to Coco-Cola's advertising agent, "Nicknames are signs of substitutions."

(1) If Bill Jones, the individual, weighs a commodity for purchase, sale, or transportation, dignify that weight by letting it be known and by designating it as "Bill Jones' weight."

(2) If Bill Jones, the employe of a firm or industry, performs a like weighing service, let such weight be known as that firm or industry's weight, per Bill Jones.

(3) If Bill Jones is hired as the accredited weigher of goods, sold, purchased, or transported, for individuals, firms or corporations, let that weight be designated as the weight of the institution whose bona fide employe Bill Jones is, and let the institution employing Bill Jones be in position to show what positive control it has of the scales used, of the weighing conditions, care, operation, and maintenance of scales, and of any equipment used between scales and cars or receptacles, with which such weights are identified.

(4) If Bill Jones is employed by an impartial tally check weighing department, let such weight be known and designated as that "Impartial tally check-weighing institution's weight, per Bill Jones," tally check-weighman; so that others at a distance, interested in the particular transaction, may be in a position to judge as to the character and quality of the weight recorded and transmitted.

Why should the weight of a shipper or receiver of freight by rail be designated as a railroad weighing association weight, or as a board of trade weight, if in fact it is the weight of the shipper or receiver? My point is, the record of first entry and likewise any record that is transmitted or reported, should show the original, true, and real author thereof, and responsibility therefor. I am prompted to dwell upon this subject, because in the minds of many shippers and receivers of freight, where shipper's weights are represented to them as carrier's weighing association weights, or as state weights, or as board of trade weights, they are apt to form the erroneous conclusion that the weights were in fact determined by impartial weighers instead of the employes of the interested shippers or receivers, as the case may be. By this we do not infer that the weights, as determined by many individual shippers, or receivers, are not as accurate and trustworthy as impartially obtained weights. My sole point is that every weight should stand squarely upon its own bottom, and not be allowed to sail under false colors.

Coincident with such a campaign, should we not all co-operate, and insist upon a prompt and specific declaration of any weights thus represented to be the actual, where such weight is opposed to other weights taken for the same article, commodity, or consignment, whether such weight be the weight of the seller, or buyer, impartial weighing department, or transportation company. In practically every commercial transaction, there is an agreed, controlling basis, as between buyer and seller of commodities, sold by weight. Either the seller's weight, or the buyer's weight, or the weight of some weighing department is the weight upon which the commodity is bought and sold. Where the seller parts with his commodity on the basis of the buyer's weight, or the weights of others, he, naturally, is anxious to have the controlling weight basis protected by every reasonable safeguard. Where the transaction involves a commodity thus shipped, the buyers and sellers are usually situated considerable distance from one another, so that they must, in a measure, depend upon such co-operation as may be reasonably employed, to insure the accuracy and integrity of the service performed. As a business precaution, many shippers prefer not to disclose their weights under such circumstances, until their customers have determined the controlling weights. Many of these, however, are willing to furnish their weights if same are not disclosed until after the controlling weights are of record. Certain shipping organizations are now conducting a campaign, calling upon their membership for closer attention to the scales used, and a prompt written declaration or certificate of weight, at the time cars are loaded, so that the same may be used by the destination agent when delivery is made, and the controlling weight reported by the consignee. The importance of calling every weight by its right name cannot be too strongly emphasized. A large proportion of the men who are members of The National Association of Scale Experts will, I am sure, perform a large and important part in the co-operative scheme of bringing about approved methods of recording weights, and calling every weight by its right name, and letting everyone bear his proper share of the responsibility, and letting the blame fall where it may.

The grain production in the state of Sao Paulo, Brazil, in 1912 amounted to 31,458,757 bushels and in 1913 to 27,872,049 bushels. It is believed that southern Brazil will soon outrival Argentina as a grain exporting territory.

The Minister of Agriculture of Argentina recently held a conference with the railroad officials of that country, relative to the better protection of corn awaiting shipment. The type made of corrugated iron appears to be most in favor.

The Canadian Government has set aside \$1,000,000 to provide seed grain for settlers in those districts of southern Alberta and Saskatchewan where crops were a failure this year. Owing to the drought in those parts, the crops were a total loss, and as the districts have been recently settled, \$150,000 was appropriated to provide for their immediate wants.

\*Address delivered before the National Association of Scale Experts, February 3, at Chicago.

**SUCCESS WITH GENERAL PRODUCE**

When Bert and Lee Post built their elevator at Orleans, Mich., about eight years ago, they secured ground enough to provide for considerable expansion. That this was a wise provision can be seen by the accompanying illustration of the plant, for the firm has branched out considerably from the

scheme, preventing competitive bids and contrary to the provisions of the Sherman Anti-Trust Law.

The call rule was exhibited and the utmost frankness was shown in the testimony as to its operation. Shippers and elevator proprietors may go on the "Call" and make such bids as market conditions justify; and at the close it is the custom for buyers to inform the receivers what amounts and grades of

on a steadier market and with smaller margins. The average price to farmers was higher under the call rule than before, and it gave the rural dealer an even chance with the city broker."

Thus, instead of restricting trade the "Call" rule was shown to materially increase the opportunity of all and on an equitable basis.

The world position of grain is so well known to all grain men and farmers, that it seems odd that anyone who pretended to have given the subject thought, should attempt to fix the blame on any man or set of men. The high prices are simply answering to the inevitable law of supply and demand, and while America is blessed with an unprecedented wheat crop, the rest of the world is correspondingly short, and Russia, the greatest exporter next to the United States, is shut off from the world market. We are called upon to supply a demand which is usually filled by Argentine, Australia, Russia, and central Europe, and at a time when there is an extraordinary foreign demand, thus producing high levels.

**A LITTLE CORNER OF THE GRAIN WORLD**

BY J. M. CUMMINGS.

One of the most mountainous provinces of Austria is the little strip along the Adriatic Sea. It is called Dalmatia. For the most part the inhabitants derive their living from the sea, but in the lower valleys are found agricultural districts which have many interesting features. Only about one-tenth of the total area of the province is under cultivation so that the greater part of the harvest is used by the farmers themselves, or is sold to their near neighbors, the fishermen.

There are no large farms in the country, and the small holdings permit of no extensive or modern farming apparatus. Everything is done in the most primitive way, hand labor being used almost entirely in the several processes of cultivation and harvesting. Few of the farms are owned by the farmers themselves, for, despite the decadence of



POST BROTHERS' ELEVATOR, ORLEANS, MICH.

grain business and now handles beans, potatoes, and all other farm produce, flour, feed, coal, cement, and other supplies demanded by the farmer trade. The healthy and substantial growth of the business of the firm is a good indication of the businesslike methods and fair dealing of the firm, for they have the good will of the community—and money in the bank.

The elevator proper is 100 feet long and 24 feet wide, with a capacity of 25,000 bushels. On one side is the driveway and scales and on the other a spur track from the railroad. Coal sheds and storage buildings have been built from time to time so that the entire plant now covers considerable ground. The capital stock of the firm is \$50,000 and is owned entirely by the two partners.

**THE GOVERNMENT INVESTIGATIONS**

The enthusiasm with which District Attorney Cline and his assistant, M. L. Davies, started their investigation of the Chicago Board of Trade with the determination of obtaining information which would warrant indictments, has somewhat abated if we may judge of the newspaper reports of the hearings. The veiled threats that were made at the beginning have ceased, and the very papers which clamored loudest for vengeance on the manipulators who were causing the high prices, are now silent, apparently satisfied (or disappointed) that the testimony has brought out no illegal or unfair practices by the members of the Exchange.

The suit started by the Government under the Sherman Law, against the Board of Trade some months ago, is also bringing out testimony which is disappointing, from the Government standpoint.

Many of the most prominent members of the Board and several shippers and officers of Grain Dealers' Associations have been examined, the books of large operators have been inspected, and, while the Government has made no statements of results, there is little fear expressed on the floor of the Board of Trade that there will be any result but entire exoneration from blame.

One of the chief points of inquiry by Judge K. M. Landis has been the operation of the "Call" rule. From the importance which was given to this rule it was clear that it was supposed to be a price-fixing

grain they are willing to take at the "Call" prices. This gives the receivers an opportunity to bid the country shippers overnight, which was impossible without great risk, before the "Call" rule was instituted, and is a distinct advantage to the country shippers and farmers. This was testified to by



WINNOWING GRAIN IN DALMATIA

Edward G. Dunn, formerly secretary of the Iowa Association of Farmers Co-operative Grain Dealers, with which 65,000 farmers were associated, and other men, representing outside interests.

"Before the adoption of the 'Call' rule permitting options on the next day's prices," said Mr. Dunn, "no bids on grain came to the organization after the Board closed for the day. The Call Committee began to operate, the farmers received the call prices just as Chicago brokers bid, and this permitted buying

the household community, or *Zadruga*, the tenure of the land and the privilege of using the communal domain still appertain to the family as a whole. These communal holdings have to be parceled out to a great number of families so each one has barely enough to support its members.

After the wheat is harvested and threshed by hand the men winnow it in the manner shown in the accompanying illustration. At the present time, however, every available man in the com-

munity has been called to the front and this, as well as all other labor, is performed by the women and children. There are many parts of Europe today of which this little scene is typical.

## A PROSPEROUS BUSINESS IN THE NORTHWEST

About 25 miles south of Minneapolis, on two of the numerous branches of the Chicago, Milwaukee & St. Paul Railroad, is Farmington. Dakota County, of which this is the county seat, many years ago made its enviable reputation as a grain growing center, and the years have only added to its productiveness, as corn is now a source of profit, as well as the small grains which first made the community prosperous.

One of the most progressive of the grain firms who serve this community is P. H. Feely & Son, who operate an elevator, coal yard, and farm implement



THE P. H. FEELY & SON PLANT, FARMINGTON, MINN.

establishment. The coal shed has a capacity of 500 tons and a thriving business is done in that commodity. But the principal business of this firm is grain, although feed, hay and seed in considerable quantities are also sold.

The elevator which is shown in the accompanying illustration is of 50,000 bushels capacity. A seed warehouse in addition, 24x48 feet in size, is on the north end of the elevator and cannot be seen in the picture. Both elevator and warehouse are equipped with cleaning machinery, and the house has a dump scale and hopper scales for shipping. The office is arranged with the scale beam in the wall, so that the weighing can be done when the operator is either inside or out.

The power of the plant is derived from a 10-horsepower gasoline engine, but Mr. Feely believes that economy can be secured if electric power is used, so that motors are to be installed for all the power required.

The Bureau of Agriculture in the Philippine Islands has undertaken a campaign for the increased production of food crops, mainly rice and corn, made necessary by the rise in prices consequent upon the European war. An effort is being made to enlist the co-operation of the recently formed agricultural societies in the project.

## Why the Lightning Rod?

Lightning an Ever-present Danger in the Elevator—Some Account of the Damage from This Source and the Means of Preventing It.

By G. D. CRAIN, Jr.

AS THE "American Grain Trade" well said in its January issue, the lightning rod has come into its own again. Although for years rods were considered as obsolete as hoop-skirts, the facts which have been accumulated have been more than sufficient to overcome prejudice, and rods are now heartily recommended. Not only does lay opinion favor them, but the people whose chances for observation and analysis have been most extensive—the fire underwriters—have strongly endorsed the use of lightning rods. Expert opinion has been getting more and

more on buildings equipped with rods have occurred in Indiana. In these instances, where an examination was made, it was found that the rods were not properly placed, or that, as in one instance, they had been in service thirty years without repair. In Germany the government examines lightning rods every Spring.

"Two farmers' mutuals in this state make a reduction of 20 per cent in the rate on buildings properly equipped with rods. This step has been taken after keeping careful records of the losses from lightning on both rodded and unrodded risks. Several mutuals in other states refuse to insure buildings not provided with this protection."

While special attention was paid in this report to rural losses, owing to the fact that 75 per cent of the losses occur outside of incorporated towns and cities, the reason for this is one which applies particularly to the grain elevator—that is, comparative isolation and fair height. A tall elevator, set off from other property, makes an excellent mark for the lightning, and the statistics show that it hits it rather frequently.

As suggested in the remarks quoted above, a number of farmers' mutuals give rate reductions for the use of lightning rods. As far as the writer has been able to learn, however, none of the stock companies writing grain elevators give a credit for such installations, although there is developing a strong sentiment in this direction. In view of the fact that the companies have found their losses reduced through this means, it seems reasonable that they should encourage the use of rods on all risks which are exposed to lightning, by making a reduction in the rate for this improvement. It is to their interest as well as that of the assured. A good many elevators and flour mills are insured in the mutuals, or carry their own risks, of course, so that protection of the property is the main desideratum. However, it is certain that in time the insurance companies will find it good policy to give a specific credit for the use of lightning rods.

The National Board of Fire Underwriters, an insurance organization, has issued a booklet covering the matter of lightning protection, in which the use of rods of one kind or another is strongly urged. In its introduction to the subject, the Board says:

"Protection against lightning is usually advisable on country buildings, on isolated buildings, and on all buildings wherever located having elevated features such as tall chimneys, steeples, high peaked or gable roofs and flag-poles.

"Since the amount of protection which any building should have will depend upon its location, construction, nature of its occupancy, and the value of the building as compared with the expense necessary to provide the protection, definite rules cannot be laid down for the installation of lightning conductors, but the following general suggestions should, if carried out, give under most conditions reasonable protection:

"The ordinary condition causing a lightning discharge is a cloud charged with electricity at a greatly different potential from that of the earth. The difference of potential is finally sufficient to 'break down' the stratum of air between earth and cloud, and an electrical discharge takes place. The resistance of the air stratum being generally less between cloud and tops of buildings and other structures than between cloud and earth, such high points take the discharge, and unless some resistive path is provided from these points to the ground other than the structure to be protected, the lightning will follow the next best course to earth, generally causing damage to the structure and frequently starting a fire.

"It is also of importance to note that the discharge leaves a column of heated air between

more definite along this line, and now it is a universally accepted fact that rods do prevent fire losses from lightning. The recorded losses in the days of the lightning rod "fake" may be set down almost entirely to ignorance of correct installation.

Before going into the elevator field specifically, it may be well to take a glance at some general findings. The writer recently had occasion to look over the annual report of the state fire marshal of Indiana for 1913, and was astounded to note that the property damage due to lightning aggregated \$852,103, and that there were 917 fires from this cause in the rural districts. Of the 917 losses reported, but fourteen risks carried rods. In other words, the percentage of rodded buildings which were injured by lightning was about 1½. While full information as to lack of rods was not available regarding some of the other 98½ per cent, the vast majority were known to be without rods.

In his report the Indiana fire marshal said:

"There has been much discussion of the value of the lightning rod. The statistics compiled by this and other departments and the known experience of farmers' mutuals in this and other states furnish evidence that the lightning rod, properly placed, is certain protection from lightning. Thomas A. Edison endorses the lightning rod in unqualified terms. But three or four total losses

earth and cloud. This hot air column may be blown in one or another direction and very likely becomes the path of a second discharge since it has less resistance than the surrounding cooler air. This may account for lightning striking a structure below the high points. It is therefore desirable so to locate the conductors forming the lightning protection that the lightning will strike these and be carried to earth instead of tearing through the structure on its way to ground. Such an arrangement of conductors suggests an enclosing cage with the bars of course considerably separated. The idea of protection is therefore a metallic cage with air terminal protections at the high points of the structure and the whole protecting cage thoroughly grounded. Just what material is employed is not of great importance, provided it has good electrical carrying capacity, is strong, can be bent and jointed readily and is not liable to be seriously affected by corrosion. Undoubtedly copper in tape or rope form or ordinary galvanized iron pipe best meet these conditions.

"Just how far apart the conductors should be will depend very considerably upon conditions, and no general rule can be given for the number of square feet of ground area protected by one rod which will safely cover all cases. Since in addition to the high points the most exposed parts of a structure are the outposts and projections, extra protection is needed here, while a much wider spacing of rods might be sufficient along the sides of the structure."

These remarks are sufficiently strong to show how far the companies have gone in putting their O. K. on the use of lightning rods. The National Board of Fire Underwriters is composed of engineers maintained by the fire insurance companies for the purpose of studying conditions affecting the fire hazard, and when they decide in favor of a proposition it is only after long and careful study. The opinion of such experts is entitled to great weight, and their suggestions regarding the use of conductors, or rods, for the purpose of conveying the electrical discharge from the air to the ground without harm to the elevator or other buildings, are certainly to be considered as coming from an authoritative source.

Within recent years there has arisen a small school of scientists with decidedly radical views about lightning rods. It is claimed by them that the rod does not serve the function of conducting electricity to the ground, but has the reverse effect in relieving the electrical stress of a charged building by causing it to discharge into the air. It is admitted unanimously that in many cases there does occur what is termed a "brush" discharge, but the majority of scientists still take the more tenable view of the positive electricity of the air passing into the earth, which nearly always is charged negatively.

One must remember that lightning is merely static electricity on a gigantic scale. There is no steady flow of current as we understand flow in electric lighting mains for instance. But there is a rapid discontinuous discharge which tends to take the shortest possible path, in other words the path of least resistance, to effect a union of the positive and negative forms of static electricity.

In any event from the layman's point of view it is important only to remember that both classes of scientists concur in the lightning rod as an effective method of preventing disasters from lightning.

In connection with the conductors themselves, it has been noted that either copper or iron is satisfactory material, one advantage of iron being its higher fusing point. However, iron should not be used in locations difficult of access, where corrosion is likely, owing to the necessity of frequent repainting. Copper cables used in this connection should weigh not less than six ounces per foot, with a minimum thickness of half an inch. Iron conductors should be in the form of heavy tape or pipe. It should be galvanized, and painting is also recommended. Conductors should have as few joints as possible, and these should be protected from corrosion, in addition to being mechanically and electrically secured. A poor joint minimizes or nullifies the advantages of the rod. The conduc-

tors should never be insulated. They should be fastened securely in place, and should be carried a sufficient distance from the wall to avoid sharp bends around projecting masonry or brick work. They should be run as far as possible from interior piping. If they are run too near the interior pipe, there is danger that the discharge may jump from the conductors to the pipe, thus starting a fire.

The air terminals should extend not less than 24 inches, and preferably more, above the point protected, and on elevators should be not less than  $\frac{3}{4}$  inch in diameter. They should be solid.

All exterior metal work, such as metal rods, gutters, ventilators, railings, chimney hoods, etc., should be connected with the lightning rod system below the line of the metal work itself, or

The lightning rod has made good as a fire preventer, and it is up to the elevator trade to make use of it.

## A MODEL HOUSE IN ILLINOIS

Piper City, Ill., is one of the first grain shipping points in the state, and the Montelius Grain Company handles the bulk of it. Nearly 50 years ago the firm was organized by Piper & Montelius, the former of the family for whom the town was named, and the latter a shrewd man of affairs. During the progress of the years the firm name has been C. Montelius & Son, George D. Montelius & Co., and finally the Montelius Grain Company, the last change taking place in 1913 when J. A. Montelius,



NEW ELEVATOR OF THE MONTELIUS GRAIN COMPANY, PIPER CITY, ILL.

else separately grounded by regular conductors. This plan is recommended to prevent the discharge jumping from the conductor to the metal work, possibly setting fire to intervening combustible material. All interior metal, including girders, beams, water piping and structural iron and steel, should be securely connected to the conducting system at their highest and lowest points, the regular conductor providing the connecting bonds. Gas pipes should, of course, not be connected.

The best grounding can be established by connection to underground metallic piping. When this is impracticable, metallic plates or driven pipes are recommended. The connection with the piping is usually made by soldering the conductor into a brass plug and forcibly screwing the plug into the pipe fitting, or, when the pipes are cast iron, into a hole tapped into the pipe itself. Another method is sweating the conductor into a lug attached to an approved clamp, and firmly bolting the clamp to the pipe after the rust and scales have been removed.

Sr., retired and J. K. Montelius became a member of the firm.

The business of the company has prospered through all the changes and last year it became necessary to increase the capacity of the plant in a material manner. It was decided to build entirely anew, so plans were made for a structure which would represent the last word in elevator construction. The new house was completed late in the fall, and the business has already justified the improvement in equipment.

The plant consists of a cluster of nine tanks, 12 feet inside diameter and 65 feet high, together with a driveway, and storage bins over the same 30 feet long and 65 feet high. This portion is divided into two stories, the first 12 feet forming the driveway and the balance being utilized as bins. On top of this is surmounted a cupola of 36x37 feet, 15 feet high, and on top of this a similar cupola 9x18 feet and 5 feet high. In the formation of this structure there are also made two diamond and four V-shaped bins the entire height of the building. The building

rests on a solid foundation of concrete, about three feet in thickness, reinforced with steel bars. All the walls also are of concrete, reinforced with steel. There are two dumps, fitted with self-locking safety set dump irons and concrete dump sinks. Two stands of elevators fitted with 7x12 V-shaped cups to carry the grain, and the handling capacity of the house is 6,000 bushels per hour—100 bushels a minute. The total storage capacity is 85,000 bushels. The building is equipped with a 3,000 bushel automatic scale and a Eureka Cleaner. Electric power is used, but there is also connection with the company's steam plant for use should the necessity arise.

## GOVERNMENT WARNS OATS SHIPPERS

The Bureau of Chemistry of the Department of Agriculture has recently taken a hand in the grading of grain. Under authority of the Food and Drugs Act, Department officials recently seized oats bound for export at Baltimore. Alleged adulteration by the admixture of feed barley and water served as the warrant for the act, and the Government has sent out the following notice:

"Seventy-five carloads of oats intended for export have recently been seized by the Federal authorities because they were found to be adulterated within the meaning of the Food and Drugs Act. The adulteration charged is the addition of feed barley or water or both. Under certain circumstances adulteration in these ways may be so profitable that it is believed to be at times a common practice among grain shippers. The Government, however, is determined that the practice shall cease at once, and field representatives are instructed to exercise the utmost vigilance in detecting future shipments adulterated in this way.

"Low grade barley which is known to the trade as 'feed barley' is sometimes mixed with oats when there is sufficient difference between the prices of the two grains to make this profitable. This 'feed barley' is the product which remains after the best grade of the grain has been separated and removed for malting purposes. It contains material percentages of weed seeds, foreign grains and dust, and the addition to oats of such a product is held to be a violation of the Food and Drugs Act. The addition of water to oats arises from the fact that the grain is sold by weight. Investigations of the Department of Agriculture have revealed the fact that water is sometimes added in the amount of from 2 to 4 per cent.

"In the opinion of the Government officials there is no reason why either of these practices should be tolerated. Grain shippers and dealers, therefore, are being warned that the prevalence of the custom in the past will not affect the legal proceedings against future shipments found to be adulterated in this way."

## INDIANA'S MONSTER STRAW-STACK

BY FELIX J. KOCH.

Some wind-blown army aviator, headed for the Canadas and driven from his course by unfavorable breezes, who should happen to look down on the little town of Vincennes, Ind., best known as the scenes of the story of "Alice of Old Vincennes,"



UNLOADING THE STRAW

might well imagine the peasants of some European countryside to be erecting barricades, from their barns and their stables below—for on the outskirts of Vincennes one finds, every autumn, one of the largest straw stacks in the world.

As matter of fact, this huge accumulation of baled straw has been gathered here for the use of



THE SHEDS

a large paper factory. There are monster sheds, filled with the straw, and, beyond these, two long rows of wagons stand, heavy laden with a fresh arrival, waiting to be baled. Where this first row of wagons ends, another such begins; five wagons to a row, three rows set abreast.

The straw board industry in the last decade has

increased by leaps and bounds. Enormous amounts of capital have become interested in the business and profitable factories have sprung up in many states. The industry has been a boon to the grain farmers, as a ready market can always be found for any amount of straw, for the demand for the board is more than keeping pace with the output. As a matter of fact, wood boxes have almost disappeared in the shipping departments of all industries except for the transportation of the heaviest articles. Commodities which a few years ago were always packed in wood are now regularly shipped in straw boards. The time had come when the scarcity of timber made the use of some substitute imperative, for the increased cost of packing had cut into the profits of manufactures in a serious manner. The possibilities of straw as a substitute had not been guessed at, for up to this time pasteboard had been used only in small and flimsy cartons, or for such light commodities as milliners' supplies and novelty goods of various kinds. Now the straw boards which are put upon the market are only slightly less substantial than wood and their adaptability is still in its infancy.

Continuing, the real vastness of the straw accumulated here at Vincennes comes home to you. Brookville, Ind., has a strawboard plant that has a goodly display of straw, but that appears diminutive when measured with the long array of bales down here at Vincennes. The straw, in fact, stands six tiers high and fifty bales across, in each of the several stacks. Mechanical raisers and inclines to convey the straw to the manufactory are round about. Just the piles of wire, removed from the bundles of the straw and to be sold anew, make a pyramid that would do a junk-dealer's heart good—and that spell a tale of use of straw that surprises the layman at its magnitude.

## SORGHUMS IN KANSAS

In Kansas interest in grain sorghums is growing rapidly and it is believed that the largest acreage of Kaffir, milo and feterita the state has ever had will be planted next spring. The figures of the State Board of Agriculture reveal that Kansas grew 136,000 acres of feterita the past season. During a 12 year period, 1901 to 1913, Kaffir and milo made a much better showing than corn as far as value goes. The difference between the acre value of corn as compared with Kaffir and milo during that period is \$2.47, or 28 per cent in favor of Kaffir and milo for the entire state. For the western part of Kansas for the same period, the difference in the value an acre is \$2.97. During 1913 the acre value for corn was only \$2.01 as compared with \$8.78 for Kaffir. During the past few years the yields of Kaffir have been decreasing simply because the farmer failed to maintain the early maturity and high-yielding qualities and the seed supply ran out.



THE BALED STRAW COVERS A BIG AREA



A BULWARK OF STRAW

## Indiana Grain Men in Annual Session

The Fourteenth Yearly Meeting Brings an Excellent Crowd to Indianapolis and Much Enthusiasm Is Manifested in the Association's Work, Present and Future

ONE year from its crystal anniversary finds the Indiana Grain Dealers' Association in an advanced or golden state of prosperity. The fourteenth annual convention of the Association was held at the Board of Trade assembly hall, Indianapolis, January 27 and 28, with a representative attendance, an excellent program and an unusually strong interest in Association work on the part of members.

### PRESIDENT'S ADDRESS

President H. H. Deam of Bluffton called the first session to order at 2:30 p. m. January 27 and, after an invocation had been pronounced by Dr. Frederick E. Taylor of Indianapolis, read his annual address, as follows:

In presenting this, my annual report, I desire to call attention to some of the things your Association, through its officers, has been attempting during the past year to accomplish, as well as some of the things it is hoping to accomplish during the year we are just entering upon. The past year has been an unusual one to the grain trade for several reasons, one of which, the agitation and final adoption of the new grades on corn, which seemed at first quite a problem to the country dealer, but when once the grades were adopted the trade, as a whole, seemed to fall in line, and everything moves as of old.

Never in the history of the grain trade have there been such conditions as have prevailed during the past six months, by reason of the European war. The grain trade of Indiana experienced an unusual business at harvest time, grain moving freely, but before the movement was over the exportation of grain was disturbed, not only on account of lack of proper ocean transportation and foreign exchange, but by reason of the advance in prices incident to the declaration of war. Then followed a period of watchful waiting. Finally when exportation was opened up the supplies began moving so rapidly that we attained the present high prices, attracting the attention of the government at Washington, which threatened investigation and embargo in further shipments.

### No Justification for Prohibiting Exports.

The question of preventing further exportation is one of most serious concern, not only political and commercial, but possibly moral, since the Christian nations of the world need the surplus to sustain the innocent as well as the belligerents. It is a question as to our moral right, as to whether we can do anything less than divide with them the necessities of life during this, their greatest misfortune. The producers of this country would resent the interference by the government of their rights to sell grain at whatever price buyers might be able to pay. This country has yet a surplus of more than one hundred millions of bushels of wheat, after setting aside the amount necessary for home consumption, therefore no serious trouble menaces our people, besides which we have a very large crop of growing wheat in fine condition, and the spring wheat states will supplement that with the largest acreage ever planted. So, all in all, there seems to be no justification for even the threat to prohibit the exportation of wheat and flour.

The hope of all is that the extreme depression in business generally in this country will gradually be relieved. Factories will begin taking on new men and each recurring month may be looked forward to for

improved business conditions. Thus the consumers of food in this country will from day to day be the better prepared to bear their share of the burden of advanced prices for bread.

### Railroad Rates.

The general slowing down of business during the past eighteen months has affected the earning capacity of all carriers, and the pressing demand for more money with which to better equip themselves to care for business has been taken advantage of to the fullest extent. This resulted finally in President Wilson joining in the crusade for higher rates, which has been realized to the extent of an average of over 5 per cent, and other increases demanded and in prospect. The grain trade can come as near protecting itself against



HOOSIER ELEVATORS WILL PROFIT BY THE RECENT EDUCATIONAL CAMPAIGN

loss from such increased rates as can any department of commerce, since the burden can be passed on to the producer and consumer.

It has been the grain dealers of this country who have resisted advancing rates for years, actuated by a spirit of patriotic devotion to their customers. However, many have embraced the idea that the carriers should have an opportunity to make good, and it remains to be seen what the final outcome will be.

One of the things our Association, through our secretary, Mr. Riley, did last Fall was the arranging and successful carrying out of an itinerary over the state, in which meetings were held in most of the larger cities and towns, at which meetings addresses were delivered by Dr. J. W. T. Duvel of the Department of Agriculture of Washington, D. C., and Profs. G. I. Christie and Thomas A. Coleman of Purdue University. These meetings were attended not only by grain men but by large numbers of farmers and business men as well. The addresses by these men in a large degree helped to prepare the way for the adoption of the new corn grades as well as being instructive and educational in the matter of growing better grain. We continue to hear of these meetings, wherever they were held, by discussions that frequently arise among the farmers with reference to the betterment of conditions. These meetings could not have been possible were it not for the careful and successful planning of

our worthy secretary, Mr. Riley. And in every instance the meetings held in the name of the State Grain Dealers' Association the impression was created that the Association was not an organization merely for the benefit of the grain dealer, but that the Association was organized on a broader plane—that it was seeking the betterment in conditions in the matter of raising more and better grain, and thus increasing the wealth of the community at large.

We have arrived at a time in our existence when we are known beyond the borders of our state by our aggressive way of handling matters pertaining to the grain trade. Our secretary has upon different occasions attended the National and state meetings of other associations and has frequently had a place on the program of the same. He has always shown a willingness to co-operate. Especially do I desire to mention the Grain Dealers' National Association, with which we are affiliated and in which our Association has always felt a deep interest for its success.

We are highly honored by having present with us the president of the Grain Dealers' National Association, Mr. Lee G. Metcalf, who will address us at our evening session, and we do esteem it an honor to have associated with him on the program this evening

Warren T. McCray of Kentland, Ind., who has the distinction of being the first president of the Grain Dealers' National Association.

### Membership.

I desire to call your attention to the matter of membership in the Association, as that is the thing that concerns us all. The past year has not been conducive to an increased membership, besides which the members generally seemed to proceed on the theory that it was not their business to try to secure new members.

The secretary can do much, and in fact has done practically all that has been done in that line, but in other organizations of which I have an acquaintance I know the members have contributed to this service very greatly, and I feel that we can each do something this year along that line if we will. The Booster Committee of the National Association was instrumental during the past year in securing many new members to the National Association. I desire to impress upon your minds at this time that we owe an allegiance, first, to our immediate family—the State Association; and, second, to the large family, of which we are a part—the National Association. Our slogan, "Every Grain Dealer Within the State of Indiana, a Member of the Indiana Grain Dealers' Association."

During the present session of the Legislature there are likely to be presented different measures in which the grain trade of the state is very much interested. It is not only our privilege but our duty to study carefully these bills and seek as far as possible, by all honorable means, to persuade our lawmakers to enact such laws as will not be injurious to the grain trade as a whole, but, on the contrary, laws that will better conditions generally.

### Co-operation With Secretary.

Our secretary, being situated here in the city, is always alert when matters pertaining to legislation are presented and will be very glad indeed to receive suggestions from time to time from any of our membership. And I bespeak for him your hearty support and co-operation in going before your representative or senator, should it become necessary at any time to do so, in order to get the proper legislation.

### Improved Equipment.

We, as grain shippers, must learn the importance, under the new grades, of properly preparing our grain for the markets. A very large percentage of country dealers have poor equipment for the proper cleaning of grain, and as a consequence very much of it goes to the market in bad condition, causing loss and dissatisfaction.

The more care we take in preparing our grain before shipment, keeping at home the screenings, where

it is as valuable for feed as at the other end of the line, thus making it harder for the scoop-shoveler, who has no means of cleaning his grain, but must load it just as it comes from the threshing machine and of necessity must stand a discount, and if the margin is close he is likely to drop out sooner than he otherwise would. Our grain being clean, we receive a better price, and because of this can pay more than he can afford to pay.

#### Terminal Markets.

During the past two years much effort has been expended by the State Association to get the terminal markets of the country to provide for the inspection of cars upon arrival, as to their physical condition, like-

bad and indifferent, and when thus filed they would be pushed by the bureau, with the prestige of the Association behind them.

The Association has an arrangement for the services of a firm of attorneys, Weyl & Jewett, to handle such claims as are deemed advisable to present through that channel. That feature would be valuable in connection with the bureau suggested.

If practically all the members of the Association would identify themselves with the bureau, on a reasonable basis of compensation, enough revenue would be derived to support the bureau, possibly to the end that a special man, skilled in the handling of claims, could be employed, thus getting complete service and

asked for contributions, the sum needed to defray the expense of this publication being from \$1,500 to \$2,000. It is suggested that our Association might make a contribution of \$100, and in view of the important relation that this Association bears to the grain trade of the state I would therefore recommend that we make such appropriation.

In conclusion, I desire to express my appreciation to the Board of Managers, to our secretary and treasurer, and to the entire membership for their hearty co-operation in the management of the affairs of our Association during the past year.

The chair then appointed the following committees:

**RESOLUTIONS**—Elmer Hutchinson, A. C. Watkins, E. K. Sowash, S. B. Harting, E. M. Wasmuth.

**NOMINATIONS**—Charles Ashpaugh, Wm. Nading, Cloyd Loughry, Frank A. Witt, Geo. L. Arnold.

**AUDITING**—W. B. Wells, E. K. Shepperd.

#### PROFIT AND LOSS

Frank A. Witt, Indianapolis, read the following paper on the subject, "Profit and Loss":

From my observations of the grain business, principally as conducted by the operators of country elevators, during a period of fifteen years, one feature which is vital to the successful conduct of the business has, while appearances are to the contrary, received from a majority of dealers very little real consideration and very little serious thought. This feature can be best expressed, I believe, in the one word, "Compensation."

In the average town which receives more grain than it consumes the elevator owner is a man of considerable importance in the community. His business brings him in direct contact with probably the most important class of people in his immediate vicinity, in that he not only buys the farmer's grain, but in many localities sells the farmer many things which he in turn needs to carry on his business. He is expected to, and in many cases does, take an active interest in or is the leader in many of the civic organizations and activities in the town, and thus comes in close contact with all the citizens of his community, and not infrequently at the expenditure of considerable time and money.

The nature of the business and the fact that he comes in contact with so great a number of people in his community makes it imperative that he be not only scrupulously honest, but in many cases even generous in his dealings, not to the point of financial injury, but at the same time at considerable expense in various ways. As a result of all this the successful grain man, and I am glad to say grain men are almost without exception successful, conducts his business on a high moral plane. He has neither the inclination nor finds the necessity to resort to sharp practices which might



#### PART OF THE COMMITTEE ON RESOLUTIONS

Lest to Right—E. K. Sowash, E. Hutchinson, S. B. Harting and Prof. G. I. Christie.

wise as to seal, records, etc. I am glad to note that most of them are now performing that service to a greater or less degree of efficiency. It is not my desire to single out any market, as we hope all will realize the justice of this demand for more efficient service in the interest of the seller, who cannot be present to see about his car, and since he has favored the market with his grain, upon the theory that all his rights and interests will be safeguarded, that there will be no miscarriage. The question of loss of grade and loss of weight in grain is the one that determines the question of profit or loss on the year's business, and the terminal market dealer should under all conditions do his utmost to assist the shipper to fix the responsibility for his losses when they occur.

Some shippers doubtless do not do their duty by the receiver, and for them we make no apology. We think it is the duty of the shipper to religiously keep his contract, ship the kind of grain contracted, and within the time and conditions provided for in the contract. We also think the shipper can greatly advance his interest and lessen his liability to loss from failures to grade if he will clean and condition his grain properly; not only can he do that, but the time is not far distant when he will find that he will incur the penalties of the law for his failure to put his grain in merchantable condition according to contract.

#### Claim Department.

The Claim Department of the Association has filed 752 claims up to January 20, 1915, of which 534 have been paid, 119 have been refused and 99 remain under investigation. A review of the names of parties filing claims reveals but a small per cent of our membership. Some have used the department for all their claims, others a part, frequently the hard ones, some of which had previously been rejected before filing them with us.

It is the desire of this administration to make this department valuable to the entire membership, but such a small per cent now avail themselves of it, the question arises, "What shall be done" or "What can be done" to make it more valuable to all? Each claimant now pays a commission on all claims collected as compensation for the service, and out of that the department is maintained.

The suggestion has been made that possibly a different method of handling the Claims Department could be advised, thus the better to serve the entire membership. Suppose a Claims Bureau be created, in which members of the Association would become members on a stipulated and fixed fee for the whole year; or in other words, membership in the Association would entitle them to membership in this bureau, upon a payment of dues or fixed sum per annum to the bureau. That would entitle the member to have his claims handled without further cost, or in other words no commission would be charged such members. There are some features of advantage in this. The member would probably file all claims with the bureau, good,

relieving the secretary from the close application of time and energy to that service, thereby enabling him to give more time to the field work of the Association.

I should like to have these recommendations considered, and, if at all agreeable to you, authority to appoint a committee to further consider the suggestions and report to the Board of Managers with recommendation. It will take some time to develop a



#### A ST. LOUIS GRAIN TRIO

Left to Right—T. A. Bryant, Geo. C. Martin, Jr., and R. F. Scott.

workable plan if you should by vote express your approval of the suggestion and a desire to have it considered by a committee.

#### Indiana Agricultural Exhibit.

I desire to briefly mention an item of interest to the entire state of Indiana in general and to the grain trade in particular. The state of Indiana, through its committee, Hon. Chas. W. Fairbanks, Hon. Will R. Wood, Hon. J. M. Duncan, supplemented by Prof. G. I. Christie and W. Q. Fitch of Purdue University, have asked the Grain Dealers' Association for a contribution to assist in the publication of a booklet setting for the industries of the state, free distribution of the same to be made at the Panama-Pacific International Exposition. Other associations over the state are being

prevail in some lines of business to earn his livelihood and a competent return on his investment.

Consumers of various products, principally from the farm, have had much said to them during the last few years regarding the middleman and the fact that he is adding a useless cost to many of our necessities. The elevator operator is a middleman, it is true, but in almost every business, including the handling of grain, middlemen are necessary, and most certainly the country elevator owners perform a very necessary function in the movement from producer to consumer. Each business day in the year his place of business is open to offer the farmer a market for whatever quantity of grain, from one bushel up, he may want to sell. He is a cash market and by reason of his facilities he is



able to improve and condition, in many cases, what the farmer brings him to such an extent that he pays the producer more for it than the producer would have received had he shipped it direct to a market or a consumer, as a result of the various functions performed. The elevator man, while a middleman, pays his way, so to speak.

#### Government Investigations.

Our Government during the last few years has spent some time and much money investigating and in some cases punishing combinations formed for various purposes, in some cases to restrain trade and gain exorbitant profits from necessities. The grain business, especially as conducted in markets, has been investigated, and I am told the result of the investigation was entirely satisfactory to both the investigators and the investigated. The very nature of the business, the varied sources of supply and the wide demand, makes such an unlawful combination impossible. Can you imagine any elevator operator refusing to buy from his farmers in order to limit shipments and thus keeping prices up, or refusing to buy when he could do so at a reasonable profit, simply because his competitor could not or would not pay the price? The grain business is governed as nearly by the supply and demand as any business could be. The Government has formulated, and has been successful in getting adopted by many markets, grades for corn which make corn of a certain grade about uniform, whether it comes from a market in the Far West, Central States or the East. As a result, Mr. Corn Consumer keeps in touch with all markets, buying from the one offering the best terms, or if more favorable terms are offered he may go to Argentina, Canada or possibly India for his supplies, as is now possible under our tariff. To turn the proposition, the buyers cannot combine to force prices lower. Buyers in some other sections of our own or some foreign countries are constantly watching prices here, and the moment they are forced below a certain level they step in, absorbing all available supplies, and the situation is once more a question of supply and demand.

The same condition holds as regards country dealers. By reason of the great number engaged in the business a combination of all of them is manifestly impossible. The dealers in a comparatively small territory, however, might combine to secure more than a legitimate profit, but what of the result? The moment prices are put below a certain level the dealer on the outer edge of the circle sees his trade going to the dealer outside the combination, and he is compelled to meet the competition or do less business than is necessary to pay his expenses.

#### Two Sources of New Money.

The local banker in most any town in a grain-producing territory will tell you that there are but two sources of new money for his institution. One, that distributed by the live stock buyer, and the other, that distributed by the grain buyer. In most cases he will say that the grain man distributes by far the greater part. To go back of all this, we are told that there are but two sources of new wealth in the world, both of which come from the earth—one in the shape of natural resources, the other that which grows.

In our own country I think I am safe in saying the combined value of the wheat, corn, oats and rye crops, all of which are grown extensively in Indiana, will

compare favorably with the value of any other product, whether natural resources or not. The country grain dealer is engaged in the handling of this new wealth, as he is the one who exchanges money for it, and his function is important.

Public service corporations and public servants are of considerable importance in this country of ours; in fact, of such importance that in many states, Indiana included, we have public service commissions with power to regulate their business, and as a part of this regulation to see that they operate at a profit commensurate with their investment and the work they do. In his community the elevator operator is in fact



PRESIDENT H. H. DEAM  
Bluffton.

a public servant. In these days of intensive as well as extensive farming it is necessary for the farmer to have access to the most up-to-date and best improved plants at which to market his surplus grain.

Plants where he can market any variety at times when conditions are most favorable for marketing, as well as plants where the poorer qualities can be handled at the minimum discount.

In an agricultural community the prosperity of the entire people depends largely upon the prosperity of the farmer, and the elevator operator plays no small part in the working out of this scheme. If the farmer is prosperous the elevator man shares the general prosperity, as the farmer under these conditions puts out larger crops, has better facilities for maturing them, and as a consequence has a greater surplus for the elevator man to handle. The elevator operator who

does not keep his plant up to date, equip it with the most modern facilities and put himself in the best possible position to care for his trade cannot long expect to continue without new and strong competition. The entire community, farmers included, demands it, and as a public servant the elevator owner should furnish it.

#### Entitled to Just Compensation.

Surely any man who performs such functions as the elevator operator is entitled to a just and reasonable compensation for his efforts and his investment.

He is, as stated, from the position he holds in his community, a man of considerable importance to the community. He conducts his business on high moral plane and in strict accordance with both the spirit and letter of the law, both from necessity and choice. He is engaged in the highly honorable business of converting the surplus grain in his territory into cash and probably distributes more new money than any other class of men in the grain-producing states. He performs a real service in his community, is in fact a public servant, has no apologies to make for the position he fills as a grain handler, as he gives value received for every dollar he gets or should get out of it.

As a result of all this, is it just or right that he should conduct his business solely for the benefit of his patrons or his community? Should he deprive himself, those dependent on him, and indirectly his neighbor dealer, of the return which in larger business the state says must be conducted at a profit, and which businesses are no more public service than the country elevator operator? I say "No" in answer to both questions, and down in your hearts each of you agrees with me.

No law will probably be enacted in your time or mine which will legislate you into a profit. From the very nature of your business you cannot enter into a combine which will guarantee you a profit, whether such combine be lawful or unlawful. The responsibility rests with you, Mr. Dealer, no one else. I cannot advocate too great a profit, as the attendant results would be as disastrous as no profit, but I do want to emphasize the fact that you are entitled to a reasonable profit, that you have no excuses to make to your customer for buying his grain on a profitable basis and that you are the man who must have the moral courage to do it. Do business on a reasonable margin or don't do it.

R. B. Hargis, traffic manager of the Indianapolis Board of Trade, discussed the subject of "Recent Developments in Transportation."

Chas. W. Jewett, attorney for Claims Department of the Association, Indianapolis, who was on the program for an address on this department of work, was unavoidably absent and his place was taken by his partner, Mr. Weyl. Mr. Weyl stated that it was the general aim of the railroads to delay the consideration of claims as long as possible and that the quicker suit was started to secure payments, the better. As representatives of the grain dealers in the matter of claims they acted on that principle and forced the issue on all occasions.

Hon. E. H. Wolcott, member of the State Tax



A VIEW OF THE GRAIN MEN IN SESSION AT THE BOARD OF TRADE, INDIANAPOLIS.

Board, Indianapolis, Ind., first president of the Indiana Grain Dealers' Association, made an address on the "Indiana Tax Law," with special reference to the tax rate in Indiana and its tendency. The citizens of Indiana had found the present system of taxation more and more onerous, said Mr. Wolcott, and such changes should be made to bring about a greater equity to all in fixing the taxes.

Jas. Goodrich of Winchester followed by saying that the tax laws in Indiana needed revision, yet it might be well to look at the other end of the line and see if the public monies were wisely and honestly expended. He had recently attended the short course in agriculture at Purdue and was surprised at the wonderful possibilities in regard to the ultimate natural resources of Indiana. The wealth of the state could be easily increased by the corn crop alone by \$25,000,000 annually. He told what they had done in Randolph County to increase the yield of corn, and this could be done over the entire state.

One of the special features of the meeting was the presence of several ex-presidents of the Association, who made short addresses.

E. M. Wasmuth of Roanoke expressed his pleasure at being present but said he was not as active in the grain business as formerly. He paid a compliment to the grain trade of Indiana generally, saying that dealers were all high-grade men.

P. E. Goodrich of Winchester spoke of his first acquaintance with the grain business, when he drove a blind horse around the power shaft at his father's elevator. He felt that the Indiana Association did a real service to the grain dealers of the state and he did not see how they could get along without it.

Chas. A. Ashpaugh of Frankfort also spoke of the value of the educational features of association work and said it certainly paid everyone to come to the meetings.

W. B. Foreman of LaFayette said he had been out of the grain business for some time but expected soon to be back among his grain friends again.

P. S. Goodman of Chicago was called upon to address the meeting. He said he had formed the habit of coming to the Indiana meetings and did not see how he could shake it off. He had come this time for information. They seemed to have reached the time when the consumer was complaining about the grain man. As far as he was concerned he was not alarmed over the country losing its wheat crop to the foreigners. He had no fear of government investigation. While the question of foodstuffs was a delicate one, yet grain was handled at less cost than anything else.

Jas. R. Gill of Medarysville said he had enjoyed the speeches and that he was in perfect harmony with the Association. He had very little grievance with the railroads. He said that today the grain dealer was the man who was expected to carry the grain seller along, and that was the Jonah under which the average grain dealer had to struggle. The farmers were well off, had rural delivery, telephone service, rapid means of information and communication and were more prosperous than ever.

B. F. Crabbs of Crawfordsville, one of the older members of the organization, said in his opinion that grain affairs in Indiana were moving along in fairly good shape and in much better condition than they were 20 years ago. It was his opinion there was a promising future before the grain trade.

An adjournment was then taken until the following morning.

## THE EVENING MEETING

The evening session was a pot-pourri of instruction, entertainment and thrills provided by the local committee, consisting of E. K. Shepperd, Wm. C. Hayward and Bert A. Boyd. In the first place there were two speakers on the program of national reputation in the grain trade, Lee G. Metcalf of Illiopolis, Ill., president of the Grain Dealers' National Association, and Warren T. McCray of Kentland, Ind., the first president of the Grain Dealers' National Association.

At 7:30 p. m. the meeting was called to order by President Deam and Mr. Metcalf was introduced, who made a very forceful address on present con-

ditions in the grain trade, with especial reference to the influence and beneficial aid lent by the National Association. His speech was interspersed with timely stories and illustrations and convinced his audience that not only did the "man from Illinois" have a message worth delivering but also that the grain trade was to be congratulated that it had men of such high caliber available for its most important offices.

Mr. McCray is an Indianian, well known in the state, who was recently honored by being elected member of the State Board of Agriculture from his district. Mr. McCray told what was being done to promote the agricultural interests of the state and predicted a greater future prosperity both for the agriculturists and the grain dealers by reason of the various activities now at work to benefit them.

Following the speeches the committee took charge



CHARLES KNOX AND WILL CUMMINGS, WHO HAIL FROM TOLEDO

of the meeting and there were given some excellent vaudeville and musical numbers, concluding with a "bite to eat and bit to drink," which prolonged the social evening to a late hour.

## THURSDAY MORNING SESSION

Immediately following the call to order by President Deam for the final session, Geo. L. Stebbins of Chicago was asked to give a report on the Chicago market. Mr. Stebbins said there was little there in conditions that were not known to all, with the exception of a meeting held recently at the Board of Trade at the request of various state grain organizations in regard to the inspection of the physical condition of cars. In order to facilitate payment of claims by railroads it had been helpful to keep a tabulation of the physical condition of cars on arrival. There had been evidence, Mr. Stebbins stated, that it frequently happened that ears which had been leaking when they reached the yards would be patched up by the railroad interests before they reached the elevator. The plan was being outlined to have the inspection of cars take place at the yards by Weighmaster Foss instead of later at the elevator.

Mr. Goodrich thought this service of outer yard inspection would be worth 25 cents per car to the

shipper. He moved that the resolution committee bring in a resolution favoring the adoption of a plan of outer inspection of physical condition of cars in all markets as outlined in Chicago. The motion carried.

Charles Knox, speaking for Toledo, said they had had less complaints on weights and grades the past year than any time in their history.

Mr. Hall of the Passenger Department of the G. L. & W. Railway spoke of the needed increased revenue of the railroads and asked, if the Association could consistently do so, to bring in a resolution favoring an increased passenger rate in the state.

A talk on agricultural extension work was given by Professor G. I. Christie of Purdue University. Professor Christie stated that a closer relationship was constantly springing up between the Grain Dealers' Association and the university. The farmers and the grain dealers were brought closer together by the recent campaign made by Secretary Riley and the college, in eastern counties. It was being continually brought to him that the farmer and the grain dealer were getting on a better basis.

It had been found by careful investigation, that in the case of the Kansas farmer receiving 87 cents per bushel for his wheat, whereas the ultimate consumer paid \$1.16, the farmer got all his grain was worth. It was found also that the grain dealer received only a reasonable fee for the service which he performed in the passing of the grain to the final consumer. Harmony is essential, according to Prof. Christie, between the man who raises the grain and the man who sells it.

A good illustration of the importance of our agricultural supremacy," continued Prof. Christie, "occurred last August when instead of paying our foreign debt with gold we liquidated it with our wheat, corn and flour. If we are to meet the demands of our rapidly increasing population we would have to raise more grain. In Indiana they have raised an average of 36 bushels of corn per acre during the past 10 years. In Randolph County the past year one man raised 110 bushels per acre. This showed what farmers could do if they would try."

## COST OF PRODUCING A BUSHEL OF CORN

Professor Christie supplemented his remarks with the following table showing the cost of producing a bushel of corn:

|                                      | Yield<br>per<br>acre. | Cost<br>per<br>acre. | Cost<br>per bu.<br>cts. |
|--------------------------------------|-----------------------|----------------------|-------------------------|
| Average of 238 men in 12 counties... | 72.4                  | \$13.52              | 18.6                    |
| Highest man in each 12 counties...   | 99.63                 | 14.33                | 14.3                    |
| Lowest man in each 12 counties...    | 57.51                 | 13.64                | 23.7                    |

Lee G. Metcalf, in commenting upon Professor Christie's talk said that he was obsessed with the possibilities of the farmer and grain dealer by which they could be more useful. Their work together meant more money, happier homes and a better citizenship. He spoke of the Grain Dealers' National Association and its desire to be of service to the Indiana dealers whenever possible. He praised the work of Secretary Riley and other officers of the state organization and said he had greatly enjoyed his visit with them.

## REPORT OF SECRETARY

Secretary C. B. Riley gave his report as follows:

The year just closed has been one of some importance to the grain trade of Indiana. Many dealers have made money while others complain of the partial failure of the oats and corn crops, cutting them short on the year's business and profits.

The one feature of the year's business has been the quality and condition of the grain handled. Perhaps no crop of wheat or corn ever came to the market in better condition, hence very little trouble resulting from discounts.

The Government Corn Grades were looked forward to as a possible source of trouble and confusion, while the reverse has been realized. The campaign of education conducted in October last, when 2,000 people of the state, interested as producers, handlers and educators, did much to prepare the trade for what has followed.

It is due Profs. George I. Christie and Thos. A. Coleman of Purdue and Dr. J. W. T. Duvel of Washington, to say their work in this state in conducting the campaign of education made lasting impressions on all that had to do with corn growing and marketing, and doubtless to this campaign much credit is due for

the ease and freedom following the establishment of the new grades.

If the same favorable results are to follow the establishment of the Government grades for wheat and oats, we are justified in exerting every energy and effort to hasten their consummation.

#### Legislative Matters.

The question of grades and their administration being dependent, to a very great extent on legislation by Congress, we should bestir ourselves to bring that about as quickly as possible.

The Grain Grades Act, known as the Moss Bill is still before the Committee on Agriculture of the Senate and seems to be stuck there, not so much from opposition, though there is much of that from the Atlantic seaboard markets, and the farmer elevator interests of the northwest, but principally because of the great amount of business pending before the senate in these closing days, including some administration measures that the President is insisting upon.

The same condition obtains with reference to the Pomerene Bill of Lading measure, so that in all these matters it will be well for each grain dealer to write Senators Shively and Kern to use their efforts to expedite their movement through Congress.

While considering legislative matters, it might be well to refer to some measures that have been introduced in the State Legislature, one of which, H. B. 45, known as the Engineer's Bill, has found its grave and has been buried for the rest of this session.

When this measure was presented, the attention of the trade was called to it, and what they did in the matter of advising, by letter and otherwise, their Representatives, as to their views on the subject, was sufficient to fully inform them that there was no sentiment favorable to such legislation, but that there was much opposition. The bill came out of the committee last Friday, with unanimous recommendation that it should be indefinitely postponed. The recommendations were likewise unanimously adopted, and the bill followed in the wake of others of same character that have been presented every session for ten years.

Another measure has made its appearance, the purpose of which is to give the threshing machine men a lien on grain and seed threshed, for their service charges. This measure in substance made its appearance last session of the General Assembly, but was killed in committee of the Senate, after passing the House.

It is not my purpose to discuss this measure in this report, but simply to bring it to your attention and

ship, which I believe indispensable if we are ever to make the growth we should. Practically all the new members received come through the efforts of the secretary, unaided by the members, and with the ever-changing conditions of business houses, the shrinkage cannot more than be compensated for through the secretary's efforts. But few men that continue in business, ever drop out of the Association, after they have once been members, but the shrinkage goes on as the result of consolidation, liquidation, selling out and death. May we not hope that the year 1915 will find the membership more generally engaged in the effort to build up the Association than any previous year.

#### Finance.

We shall say but little about the question of finance, as the president has discussed it, however, we feel that we may be pardoned for indulging a little consolation and pride at the financial condition of the Association, which is really better than it has ever been at any time in its history, as the year '14 when closed, with all bills paid, left a net balance of over \$600 in the treasury, that didn't belong to the years to follow. That is to say, after paying all obligations, and deducting from the cash on hand, such part of it as belonged to this year, by reason of the payment of advance dues, we had the balance indicated. This is about equal to the profits on our advertising account and the net results of our Claims Department; the dues collected being about sufficient to meet the expenses of the Association.

#### TREASURER'S REPORT

Bert A. Boyd, treasurer, presented his report. It showed cash on hand January 15, 1914, \$1,499.78, which together with receipts to January 14, 1915, made a total of \$8,463.37.

Disbursements for the year were \$6,754.77, leaving a balance on hand January 14, 1915, of \$1,707.60.

#### REPORT OF COMMITTEE ON RESOLUTIONS

The report of the Committee on Resolutions was read by Elmer Hutchinson and adopted as follows:

Resolved, that we are pleased to note the excellent financial condition of our Association, and we recognize the efficient work of the officers in handling its affairs.

Resolved, we recognize the efficient work of our legislative Committee and especially the untiring efforts of the chairman thereof, Mr. A. E. Reynolds, for the sacrifices he has made and is making in behalf of the Association.

Resolved, that we recognize the value derived by the

efficient and economical handling of such traffic, for which reason any increase in the charge for this privilege will probably affect the grain trade to a greater extent than any other one class of traffic; and

Whereas, this burden, in addition to the recent increases in rates will materially enhance the transportation cost of commodities that form the very basis of the food supply of the nation, thus vitally affecting the people as a whole; and

Whereas, it is reported that numerous organizations and associations of shippers throughout the country



P. E. GOODRICH OF WINCHESTER  
Elected to Board of Managers.

have filed petitions with the Interstate Commerce Commission, protesting against this increase, and asking that the tariffs be suspended pending investigation as to their reasonableness; therefore, be it

Resolved, that it is the sentiment of this convention that the shippers should be given an opportunity to be heard in opposition to this increase, that the tariffs should not be permitted to become effective until the carriers have justified them, and that this Association place itself on record in support of the petitions that have been filed with the Interstate Commerce Commission, and be it further

Resolved, that a copy of these resolutions be forwarded to the Interstate Commerce Commission and the Public Service Commission of Indiana at once.

Whereas, we are advised that the railroads of this territory are considering the increase of the present car load minimum on oats from 48,000; and

Whereas, the detriment to shippers would be so great, by reason of a disturbing and breaking down of trade customs well established on a basis of 1,500 bushels for a commercial car of oats; therefore be it

Resolved, that we earnestly protest against the contemplated action and ask the secretary of the Grain Dealers' National Association, the secretary of this Association and the secretaries of all other grain dealers' associations, to confer with the proper officials and use their best efforts to prevent this change.

Resolved, that a copy of this resolution be sent to the Chairman of the Official Classification Committee at New York City.

Resolved, that it is the sense of this Association that all shippers of bulk grain should put the actual weights on cards with dates of the loading, likewise the kind of scales on which weights are obtained, and post such cards in a conspicuous place in the car or on the grain doors thereof. Such cards should likewise have placed thereon a correct record of the seals attached to such car.

Resolved, that this Association recommend to the Chicago Board of Trade that the Weighing Department thereof be requested to inspect conditions of all cars upon their first arrival, inside of the inspection districts, and issue certificates as to the condition of such cars, together with a correct record of the seals found on each door.

Resolved, that said service, if it cannot be performed at current price, that the same be performed at the expense of the owner not to exceed 25 cents per car.

Resolved, that we recommend and urge all shippers to make correct record on the bills of lading of all seals placed on such cars and to call the attention of the consignees to such record, with request that the report of the seals found on such cars be made by such consignees as a part of the settlement papers.

Whereas, the mutual fire insurance laws of this state date back to 1852, and are not adapted to modern conditions or practices; and

Whereas, there is no statute whatever at the present time providing for mutual casualty insurance companies; and

Whereas, by reason of the obsolete laws on one hand



PART OF THE MACHINERY CONTINGENT  
Left to Right—C. L. Hogle, H. E. Williams and C. E. Flora.

urge you to consider it, and if you disapprove of it, take the necessary steps to let your representatives understand your views on the subject.

#### Membership.

The past year has added a great many new members to our list, but hardly enough to balance off those that have dropped out. The facts are, many changes in ownership of plants have resulted in our net loss of a few members, while the number of elevators, including additional stations, is practically the same as last year. There has been but little disturbance of trade conditions through the state, which has also contributed to the loss of interest in the Association in some localities, for strange as it may seem, some dealers that enjoy perfect tranquillity in their business relations, conclude the Association is no longer needed by them, when, as a matter of fact, these conditions should be conducive to increased interest in Association work.

The question of increasing the membership is always one of importance, but no systematic scheme has developed that insures the co-operation of the member-

workings of the County Agent Law as now on our statute books and that Section 12 be left intact, and we do not favor an amendment proposed by Representative Coons, which will impair the value and workings of this law; and

Resolved, that the secretary be instructed to place a copy of this resolution in the hands of each member of the General Assembly of Indiana, and that the members of this Association be urged to take this matter up with their representatives.

Whereas, a number of the common carriers operating in what is known as the Central Freight Association and Trunk Line Association Territories have filed tariffs, many of which are indicated to become effective February 1, 1915, and some soon after that date, which provide for a material increase in the charge for reconsigning carload freight, either in transit or after reaching destination; and

Whereas, the commercial conditions surrounding the transportation of grain are such as to render the privilege of reconsignment peculiarly necessary to the effi-

and the entire absence of legislation on the other, we and other employers, together with the entire insuring public of the State are being deprived of the benefits and savings of mutual insurance; therefore, be it

Resolved, that we, the Indiana Grain Dealers' Association, hereby declare ourselves in favor of a comprehensive mutual insurance act, which will provide for the organization and admission of all classes of mutual fire and mutual casualty insurance companies. The secretary of the association and the members of the executive committee are hereby instructed to use their best efforts to secure the passage of such an act, and be it further

Resolved, that the individual members of this Association use their personal influence with the representatives of the Legislature, from their districts in support of such an act.

Whereas, Indiana is to have an agricultural exhibit in the Palace of Agriculture at the Panama-Pacific exposition; and

Whereas, Indiana is one of the leading agricultural States of the Union; therefore be it

Resolved, that this Association contribute the sum of \$100 toward the publication of a booklet setting forth the industries and the agricultural and horticultural advantages of the State, to be distributed free at the Panama-Pacific Exposition under the direction of the Committee of the State of Indiana.

Whereas, the Claims Department of this Association has been a very valuable aid in the collection of claims, for the members that have availed themselves of it; therefore be it

Resolved, that the president of this Association appoint a committee to formulate a plan for the establishment of a claim bureau.

Resolved, that the thanks of the members of the Indiana Grain Dealers' Association be extended to each of the speakers who have contributed so much to the success of the meeting.

Resolved, that the thanks of this Association be tendered to the Indianapolis Board of Trade for the use of their rooms for the meetings and especially do we thank the Grain Committee of the Board of Trade in making the meeting a success and for the splendid entertainment provided for the evening of the 27th.

#### ELECTION OF OFFICERS

The report of the Committee on Nominations was read by Chas. A. Ashpaugh. The report was accepted and the committee discharged. Officers for the coming year are: H. H. Deam, president, Bluffton; D. C. Moore, vice-president, Waynetown; Bert A. Boyd, treasurer, Indianapolis.

Board of Managers to fill vacancies—J. M. Couch-er, Bennetts Switch; P. E. Goodrich, Winchester.

After short addresses by the incoming officers the meeting adjourned *sine die*.

#### HOOSIERDOM GRAIN NOTES

Percy Goodrich is certain that Randolph County is the best in the state of Indiana.

There came from Cincinnati J. B. Woodin, Dan B. Granger, L. McLaughlin, Pliny M. Gale.

T. W. Swift and J. A. Jossman of Caughey-Swift Company, represented the Detroit market.

The visitors from Illinois were Lee G. Metcalf, Illiopolis, president of the Grain Dealers' National Association, and Frank Jones of Ridge Farm.

There could be seen almost any time the following from Toledo: E. L. Southworth, John W. Luscombe, Jesse W. Young, Charles Knox, Will Cummings.

Fred E. Pond, secretary of the Buffalo Corn Exchange, was present from that market with C. A. Harton, and Pittsburgh was represented by J. A. A. Geidel.

E. M. Wolcott said he had to leave the grain trade to get the prefix "Honorable" attached to his name. As Shakespeare and the grain trade might say, "but what's in a prefix?"

"Two kinds of punch will be served," said Bert A. Boyd, at the close of the program Wednesday evening. "the H. H. Deam favorite, and the Tom Morrison delight. You can take your choice."

From the Chicago market there were E. F. Thompson with Lamson Bros. & Co.; R. J. Sullivan with Logan & Bryan; G. L. Stebbins of Sawers Grain Company; H. C. Swanson, with Albert Dickinson Company.

Prominent in the social events were A. S. Garman, representing Huntley Manufacturing Company, Silver Creek, N. Y.; C. E. Flora of Reliance Construction Company, Indianapolis, Ind.; L. J. McMillin, Indianapolis, Ind.; C. L. Hogle, representing Invincible Grain Cleaner Company, Silver Creek, N.

Y.; N. C. Webster and G. H. Baxter with Richardson Scale Company, Passaic, N. J.

An important delegation arrived from St. Louis consisting of R. F. Scott, with Picker & Beardsley; Geo. C. Martin Jr., with Goffe & Carkener Company; T. A. Bryant, secretary of the Missouri Grain Dealers' Association.

Charles Knox, speaking at the meeting for Toledo said that market of late, had been so deeply immersed beneath fragrant bouquets of honeyed commendation, that its inspection, weights, etc., must be all right. Some bouquets!

Many expressions of regret were heard that A. E. Reynolds of Crawfordsville could not have been on the program as among the honored ex-presidents, but Mr. Reynolds was looking after the grain trade's interests at the time, in Washington.

Grain dealers who attended the meeting were:

H. H. Deam, Bluffton; C. B. Riley, B. B. Minor, C. S. Reed, Indianapolis; Jos. Hughes, Brooklyn; M. Y. Castle, Dayton; H. B. Seaward, Galveston; A. P. Watkins,



J. M. COUCH OF BENNETTS' SWITCH  
Elected to Board of Managers.

Lincoln; Bert A. Boyd, L. L. Fellows, Indianapolis; E. K. Sowash, Middletown; E. G. Davis, Tipton; J. C. Jordan, S. A. Holder, Indianapolis; C. F. Seaward, Kokomo; J. C. Batchelor, Shayneville; J. M. Couch, Bennetts; W. A. Peacock, M. R. Maney, L. H. Jordan, J. T. Gehring, Indianapolis; C. F. Wahl, Liston; H. Earl Campbell, Stockwell; O. N. Blackman, Greensburg; W. B. Wells, Indianapolis; H. G. Wolf, Morris-town; W. H. Leisure, Gynnville; J. F. Good, Warren; W. H. Eisenhour, Fountaintown; Edgar Thompson, Brownsbury; W. C. Hayward, Indianapolis; C. A. Stevenson, Frankfort; Wm. Nading, Shelbyville; E. E. Elliott, Muney; A. J. Meyer, Indianapolis; Jas. H. Sample, Kicklin; Chas. Myers, St. Louis Crossing; J. S. Huffer, Yorktown; P. E. Goodrich, Winchester; N. E. Williams, Fairland; H. W. Reismann, Greensburg; J. H. Morrow, Wabash; J. A. Gill, Medersville; A. B. Cohee, Frankfort; W. W. Pearson, Upland; F. B. Wilkinson, Knightstown; Chas. S. Anderson, Stockwell; Chas. N. Clark, Whitestown; Bennett Taylor, Lafayette; R. W. Baker, Crawfordsville; W. M. Bosley, Milroy; G. L. Arnold, Bluffton; John J. Puttman, Newport; O. J. Thompson, Kokomo; J. B. Price and A. H. Flannigan, Crawfordsville; Thos. Morrison, Kokomo; E. M. Wasmuth, Roanoke; E. E. Van Steenburgh, Manson; A. B. Hinshaw, Nora; J. G. Fox, Manilla; Fred Wood, Kokomo; C. S. Pierce, Union City; F. M. Montgomery, T. P. Tompkins and N. W. Miller, Indianapolis; W. W. Wilson and S. W. Gauntt, Earl Park; R. F. Cohee, Frankfort; Cloyd Loughry, Monticello; W. A. Gray, Kirkpatrick; I. N. Gordon, Summittville; A. E. Betts, Frankfort; J. W. Witt, Lebanon; W. J. Kemp, Indianapolis; C. S. Patten, Morristown; Wm. Frank, Frankfort; Henry Holt, Indianapolis; W. H. Aimann, Pendleton; D. L. Brookie, Frankfort; C. Heywood and Fred L. Hunt, New Richmond; A. D. Shirley, Lebanon; B. E. Thornburgh, Martinsville; A. Heise, Orleans; Walter D. Wilhelm, Elwood; Frank Kelley, Remington; Fred Heinmuller, Lafayette; Elmer Hutchinson, Arlington; T. O. Stanley, Lyons Station; F. H. Farnsworth, Kokomo; Leroy Winston, Indianapolis; J. F. Hamill and

W. B. Toresman, LaFayette; E. K. Shepherd and V. L. Wright, Indianapolis; H. G. Harting, Elwood; John Howell, Cammack; B. F. Crabbs, Crawfordsville; G. M. Molsbarry, Darlington; J. J. Kellerher, Frankfort; Frank A. Witt, Indianapolis; C. L. Northlone, Union City; W. T. McCroy, Kentland; Chas. Sharp, McGrawsville; Hans Stolley, West Lebanon; W. R. Owens, Liberty Center; O. M. Thomas, Marion; A. J. McFadden, New Waverley; E. H. Wolcott, Indianapolis; F. A. Dorthy, Columbus; D. A. Skinner, Stockwell; A. Gardiner, Cottage Grove; Chas. A. Ashpaugh, Frankfort; W. D. Springer, Fortville; W. O. Neuenschwander, Berne; H. C. Clark, Shirley; Otto Lefforge, Rossville; Geo. W. Sowerwine, and Paul J. Masters, Wilkinson; W. M. Moore, Covington; J. S. Hazlerigg, Cambridge City; Sam Anderson, Rushville; H. C. Teeter, Hagerstown; L. N. Sandlin, Max; J. P. Shoemaker, Daleville; Robt. Alexander and J. T. Higgins, LaFayette; J. P. Allen, Sullivan; Wm. Schrolucke, Indianapolis; J. F. Crowder, Macy.

#### THE WAR-GRAIN COMPANY OF GERMANY

[Specially compiled and translated for *Milling*, Liverpool, from German newspapers.]

The limited liability company called the War-Grain Company, which has been founded by the Government with the assistance of leading merchants and local authorities, and having its headquarters in Berlin, commenced operations a short time ago and has already acquired from land owners, dealers and millers large quantities of grain. The object of the company is, as already announced, to form a stock of 2,000,000 tons of grain (9,000,000 quarters), which it will purchase and hold in warehouse until the end of the season. It is obvious that all the grain will not be held until that date, and in fact sales will be made from the 15th of May next, but not before that date. The greater part of the grain of which the grain company will obtain possession will be handed over to the millers for storage.

For this purpose the millers of Germany have made a contract with the War Company, according to which they will undertake the storing of the grain, while the War-Grain Company, for its part, will undertake to furnish the mills, as far as possible, with necessary grist until the new harvest is reaped. As compensation for the work of obtaining the grain the War Company will charge millers a commission of 24 cents per 280 pounds for all grain furnished to them. Until its delivery the mill owners undertake the storage of the grain which may be handed to them, and for this they receive no payment. Until the complete delivery of the grain from the miller's warehouse it remains the property of the War Company, which alone has the right to dispose of it, and on this account this grain must be kept separate from other goods. The miller undertakes the insurance and the working of the grain, and he is obliged to take the necessary steps to ensure that the grain entrusted to him does not deteriorate while in store. The War Company has the right to mortgage the grain which has been handed to millers for storage, the mortgages will be carried out with those firms who furnish the capital of the company, and these will be large establishments only. The miller is to be held responsible for any claims made by the mortgagee, and in case of any dispute either with regard to the delivery of the grain or to the fulfillment of the contract the matter shall be settled by arbitration.

The mills obtain compensation for the trouble of warehousing the grain and the expenses arising from the same by having assured prospects that they will be provided with grist during the summer of 1915, and in addition the War Company takes the risk of any price reduction. The grain held by the War Company will, from the 15th of May onward, be handed over to millers against payment of cost price. This price is to be the official maximum legally in force at the time of the sale, including the premium (official increase). Should, at the time of the sale to the mills, maximum prices for flour be established which will not permit the mills to pay the maximum price for grain except by sacrificing their legitimate profit, then the price of the grain is to be reduced so that the millers shall be able to obtain a fair profit. If the maximum prices

for grain should be prematurely abolished, then for the still unsold quantities such price must be paid which is in accordance with the market situation at the time of the purchase. If the War Company should find that any mill, in consequence of purchases made elsewhere, has proportionately more grist than other mills, the company has the right to exclude a corresponding quantity of grain from the sale made to the mill, and to put this grain at the disposal of other mills. In this case also the first mill receives no compensation for storing grain which is eventually sold to others. The War Com-

pany has the right at any time to demand from the mill the flour obtained from the grain handed to it, and payment for the flour will be made. For these payments wheat flour shall be reckoned at \$10.64 per 280 pounds, if the wheat price is \$13.28 per 480 pounds; and the price of rye meal shall be 36/7 per 280 lbs., when the price for rye is \$11.20 per 480 pounds. Mills which receive grain from the Grain Company for storage are obliged to furnish security up to 20 per cent in the form of bank guarantee or by the deposit of valuable share certificate bonds or other securities.

in the bill were suggested which, it was believed, would make it more reasonable and practicable, as it seemed nothing could be gained in flatly opposing its passage. The provisions of the bill make it optional as to whether the grain trade shall operate warehouses legally bonded and licensed by the Government; so that, in the absence of any action by this Council, your secretary did not attempt to represent you as either for or against the bill and this, we believe, is the attitude of the Grain Dealers' National Association relative to the Warehousing Act.

It may be said that there is a great field for educational work and we are not so sure that the progressive age in which we are living does not demand that more of it be done. In fact, it is becoming apparent that the business men of this country, particularly in the grain industry, owe a certain amount of their time and energy to educational work, especially since we are dealing in a commodity which is of primary importance to every man, woman and child in the country, if not in the world. The grain trade gets into the public limelight most frequently because of the character of its operations and the loose manner of writing about it by many of those who are employed by the newspapers. If the reporters would consider the business as a business affair and not be so prone to regard it as an institution for speculators, there would be less of the clamor from the consumer when the prices are high and less from the producer when prices are low.

This thing is certain, too, that public opinion is changing in its attitude toward the exchanges. Public opinion is beginning to understand that the most valuable members of the exchanges are opposed to the assumption of risks by those who are not financially or educationally qualified to speculate. On the other hand, it was most edifying as well as quite amusing to your secretary to talk with Honorable Dudley Doolittle of Kansas at Washington two weeks ago.

It will be remembered that Mr. Doolittle introduced a Resolution in Congress asking for the investigation of the low prices said to be paid to the farmers in Kansas for their wheat compared with the high prices which the foreign importers seemed to be paying for the same wheat. Investigation was made by the Bureau of Markets, with which you are doubtless familiar, in the report of which it was stated that "the farmers seem to be getting all that their wheat is worth"; and when we asked Mr. Doolittle, two weeks ago, what he thought of the high prices of wheat now, he replied that it was most absurd to think that manipulation or speculation had anything to do with the present prices. Even the Departments of the Government are helping very materially in our educational work.

The Council of Grain Exchanges deemed it advisable to join the Chamber of Commerce of the United States of America, because the dues are only \$15 per year for us, based upon our present fixed income, and the information which we have secured from this organization has been of much greater value than the sum expended for membership.

#### Amendment of Constitution.

C. A. Brown, of Minneapolis, notified the delegates at the last meeting of the Council that he would introduce a resolution at this January meeting, asking for an amendment to our Constitution and By-Laws. The exchanges were duly notified as required by our By-Laws.

The Lake Carriers' Association, representing the vessel owners of the Great Lakes, met with the grain shippers representing the exporters of the various grain exchanges of the United States and Canada at Detroit, on January 6th, to consider a proposed change in the bill of lading of the lake carriers which relieved them of the responsibility for shrinkage or losses of more than one-fourth bushel per thousand. A compromise was reached whereby the lake carriers agreed to allow 15 pounds per thousand shortage on every thousand bushels of grain transported on the Great Lakes, whether there is a shortage or not, with the understanding that the grain exporters would, within about thirty days from date of the meeting, attempt to organize an association or a corporation to take care of the overages and the shortages and to assume the losses involved in transporting lake grain, thus maintaining the integrity of the bill of lading.

#### REPORT OF THE TREASURER

John W. Snyder of Baltimore read the treasurer's report, which showed a very satisfactory financial condition. The General Fund Balance was \$685.46 and the Crop Improvement Fund Balance was \$5,422.99, making a total of \$6,108.45 in the treasury.

The report was referred to the Auditing Committee—C. F. MacDonald and C. A. Brown—who at the next session reported favorably upon it and moved the adoption of the report, which was carried.

#### REPORT OF THE EDUCATIONAL COMMITTEE

In presenting the report of the Educational Committee, J. C. F. Merrill, chairman, gave a brief summary of the history of this committee and the work it had accomplished during the last four years. A great many articles were prepared and published in the farm journals and many addresses were made, principally by the secretary, both cam-

## Council of Grain Exchanges at Chicago

Reports of Committees and Other Routine Business Take Up Most of the Time but Several Interesting Addresses Hold the Attention of All Delegates—  
New Officers Elected

WHEN President James C. Murray called to order the sixth annual meeting of the Council of Grain Exchanges at Chicago, January 21, all of the constituent Exchanges were represented except those of Toledo, San Francisco, Memphis and Cincinnati. C. H. Canby, president of the Chicago Board of Trade, welcomed the delegates in a few well chosen words in which he pointed out that while all the Exchanges had their individual problems, there were many that all shared in common, and to the adjustment of these the work of the Council was chiefly and successfully engaged.

#### REPORT OF THE SECRETARY

Secretary J. Ralph Pickell read his report covering the activities of the Council during the past year which was in greater part as follows:

Legislatively and educationally speaking, the past year has been the most active for the Council of Grain Exchanges since its organization. There never has been a period of time since 1909, the year the Council was organized, when so much Federal legislation has had to be considered, or when so much educational work was needed to be done. Therefore, it may be said without further elaboration, that the fiscal year of the Council, which brings us to this, the sixth annual meeting, finds much of actual good accomplished, and a comfortable balance in the treasury, of both the General Fund and the Crop Improvement Fund.

The Buffalo mid-summer meeting in June authorized your president to appoint a committee of five to confer with the Legislative Committee of the Grain Dealers' National Association concerning the Lever "Grain Grades Act," H. R. 14,493, "with a view to obtaining more definite legislation for Federal supervision of grain inspection."

The delegates attending the June convention were imbued with the belief, as record of the meeting shows, that the Grain Grades Act Bill then pending was not a Federal supervision bill, but rather a Federal inspection bill. President Murray accordingly appointed the following committee to confer with the National Association Committee: Geo. H. Davis, Kansas City, chairman; Charles Kennedy, Buffalo; H. N. Sager, Chicago; L. W. Forbell, New York; John L. Messmore, St. Louis.

#### The Moss Bill.

Immediately following the Council meeting at Buffalo, however, Hon. Ralph W. Moss introduced another bill, H. R. 17,971, which has been approved by the Grain Dealers' National Association, and which is generally regarded by the grain trade as a bill for the Federal supervision of grain inspection. This bill (No. H. R. 17,971) passed the House of Representatives on January 4, and is now pending in the Senate, having been referred to the Senate Committee on Agriculture and Forestry, and hearings are now being held on the bill.

The committee appointed by your president was asked to approve or disapprove the bill. The chairman of the committee, Mr. Davis, however, reported to your secretary that the committee was evenly divided in its attitude toward the bill, two favoring the Moss Bill and two being against it, the position of the chairman being this:

"While the Moss Bill is not entirely what we want, if the majority of the committee, without the chairman, would vote for it, he would vote to endorse it; but he hesitates to cast the deciding vote, as recommendation by a bare majority is not very effective. Under the circumstances, it would seem to the writer the wisest thing to do is to take no action toward endorsing the bill."

Therefore this Council of Grain Exchanges is not on record as either approving or disapproving the present Grain Grades Act Bill, now pending in the 63rd Congress, with perhaps a reasonable change for its passage at this short session.

As your president has pointed out, the action which was taken by the Council at Buffalo was misunderstood

by some of the delegates who participated in the debate on the preliminary bill introduced by Mr. Moss, but the misunderstanding was removed by the introduction of the last bill, after the Council meeting. The Council, then, at this meeting, has an opportunity to go on record either for or against the present Grain Grades Act Bill, or to remain neutral, as it seems to be at present.

#### Relieving Congestion at Buffalo.

A resolution was adopted at the Buffalo meeting calling attention to the congestion in the handling of grain through the port of Buffalo and, as requested, your sec-



PRESIDENT LOWELL HOIT  
Chicago, Ill.

retary sent copies of this resolution to the officials of the Buffalo Corn Exchange, to the officials of the Western Elevating Association, and to each of the individual elevator operators in Buffalo. The large majority of those individual elevators responding to our communication concerning the cited condition, agreed it was highly desirable that something should be done to relieve the congestion at the port; and since the June meeting steps have been taken leading to this end. Elevators are being worked longer hours and new elevators have been and are to be built. In only one instance was any exception taken to the resolution by an elevator operator.

#### Legislation.

The number of bills now pending in Congress which bear directly or indirectly on the grain trade is legion. There is little likelihood of the passage of any of the bills relating to the prohibition of future trading during the present short session. Senate bill 6266, an Act to authorize the Secretary of Agriculture to license cotton warehouses and for other purposes, passed the House of Representatives December 22.

When this bill was first brought forward for consideration by the Agricultural Committee of the House, your secretary received a telegram from the Chairman of the Legislative Committee of the Grain Dealers' National Association, Mr. A. E. Reynolds, asking that your secretary meet him in Washington to consider the text of the bill. The Chairman and your secretary went into conference with the attorneys of the Agricultural Committee and Representative Moss, and some changes

paigns being highly successful in their results, as was proved by a number of letters received from various parts of the country. Much work has also been done in Congress and state legislatures, converting many erstwhile opponents into friends of the Exchanges. At no time has the appropriation for this work been over \$500 per year, and of this the committee has used only about one-third.

#### REPORT OF BILL OF LADING COMMITTEE

As Charles England, chairman of the Bill of Lading Committee, was unavoidably absent, Herbert Sheridan of Baltimore gave a short verbal report, in which he expressed the regret of Mr. England that he could not be present and then told of the peaceful rest of the Pomerene Bill, which the Council had endorsed, in the Committee of Interstate and Foreign Commerce of the House of Representatives, presided over by Mr. Adamson who had a bill of lading bill of his own which he was determined to have acted upon before the Pomerene Bill was reported out of committee.

George Davis of Kansas City, chairman of the Committee on Transportation, reported by letter that nothing had been referred to his committee during the year, and E. A. James of Chicago, chairman of the Committee on Uniform Rules, made a similar report for his committee, adding that further work along that line appeared almost hopeless.

President Murray then introduced Clifford Thorne, chairman of the Iowa Railway Commission. Mr. Thorne gave an interesting talk of some length in which he told of his fight for the shippers of Iowa and of the whole country against the increase in rates recently granted by the Interstate Commerce Commission. The data upon which Mr. Thorne based most of his arguments before the Commission were taken from the statement of the railroads themselves, and in some respects bore out the argument which Senator LaFollette used when he presented his bill to nullify the decision of the Commission.

#### REPORT OF CROP IMPROVEMENT COMMITTEE

In the absence of Chairman Frank B. Rice, Mr. Wegner of Chicago presented the report of the Crop Improvement Committee which was read by the secretary as follows:

The Crop Improvement Committee feels that the work done during the past year has been satisfactory along the lines of publicity given to our efforts through our newspaper, *The County Agent*, as well as through speakers at various meetings in country districts and in addition all the farm journals and newspapers generally, have given space to this department.

Our Committee has spent \$700 for traveling purposes, in addition to about an equal sum expended by district meetings which have invited our speakers to appear. In our expenses we have an item of \$1,800 for printing, all of which works for publicity of our movement. The expense for salaries and cost of conducting the office is \$7,600. A good cash balance will be shown in the hands of the treasurer.

It is true that many organizations have taken up our work and they endeavor to help the farmer along many lines. Most of these organizations work through the county agents and district associations, but none of them has the same direct interest in grain which we have and therefore can hardly be expected to work as consistently and definitely for a larger yield of better grain, as the Crop Improvement Committee of the Exchanges. We have not yet realized our aim for an increased yield per acre in corn. A ten per cent increase per acre in the production of corn should be our slogan and it will well recompense the Exchanges for the effort put forth.

We desire to express our thanks to the Exchanges for their contributions of the past year and to solicit their further support and encouragement.

Mr. Ball will give you some very interesting details of the Campaign of last year and he also has on file a number of very favorable expressions from those who have received the benefit of our assistance.

An invitation was received from the San Francisco Exchange to hold the mid-summer meeting of the Council in that city. Mr. Sager moved that the secretary be instructed to express to the San Francisco Exchange the thanks of the Council for the invitation, but to explain that the change in the constitution made it impossible to accept at this time.

An amendment to the constitution of the Council was proposed by C. A. Brown of Minneapolis, and was adopted as follows:

"Resolved: That the Constitution and By-Laws of the Council of Grain Exchanges shall be amended so

as to strike out all of the Section headed "Meetings" and substitute therefore the following:

#### Meeting.

"The annual meeting of the Council shall be held in Chicago on the third Thursday in January of each year.

"Special meetings may be called by the Executive Committee for such times and places as they may select, but notice in writing of any such meeting shall be given at least fifteen days prior to its date. Meetings shall be convened at 10:00 o'clock in the morning, and may be adjourned from day to day.

"It shall be the duty of the secretary to secure a poll of the Exchanges constituting the Council, between the 15th day of April and the 15th day of May of each year, upon the question of holding a semi-annual meeting on the third Monday in June, and if a majority of the members shall vote in favor of such a meeting, the Executive Committee shall determine the place and make the necessary arrangements for such meeting and notify the members of such meeting on or before the 5th day of June.

"No Exchange shall be entitled to vote at any meeting unless represented by at least one of its delegates in person, who may also cast the vote of his colleague by proxy, but under no circumstances shall a delegate be entitled to cast the vote of a delegate from any Exchange other than his own.

"A majority of the Exchanges which are members, represented by one or both delegates, shall constitute a quorum."

Mr. Murray then explained an apparent misunderstanding which had arisen over the manner in which the Council had worked for the Grain Grades Act, the chair having understood that the work should be done through the Legislative Committee of the Grain Dealers' National Association. If any mistake had been made, President Murray offered to take all the blame upon himself.

The President appointed the following to serve on the Nominating Committee: P. P. Donahue, D. F. Piazzak, C. A. Magnuson, L. W. Forbell and N. L. Moffitt.

#### RESOLUTION ON PENDING BILLS

C. A. Magnuson offered a resolution on the bill of lading measures now before Congress, which was adopted as follows:

Be it Resolved by the Council of Grain Exchanges in convention assembled in Chicago, January 21st, 1915, that the secretary of the Council is hereby instructed to forward to the secretary of each constituent Exchange Senate Bill No. 387 (the so-called Pomerene Uniform Bill of Lading Bill), and also Senate Bill No. 4522 (the so-called Cummins Bill), both bills being at present in the Committee on Interstate and Foreign Commerce, with a request that each Exchange make a study of the bills and report their conclusions to the secretary of the Council of Grain Exchanges, to be by him referred to the Bill of Lading Committee of the Council, the Bill of Lading Committee to call for the action of the Council whenever the necessity for such action arises, if it should arise, before the next meeting; such study of the bills to note particularly in Senate Bill 387, section 3, also section 10 and section 29, it being the opinion on the part of some of the members of the Council of Grain Exchanges that these three sections should be eliminated; it being also the opinion of some of the representatives to the Council of Grain Exchanges that Senate Bill 4522 should be incorporated and made a part of, so far as practicable, Senate Bill 387, the so-called Pomerene Bill.

After announcing a dinner to the delegates at the LaSalle Hotel and a theater party afterward, the first session of the meeting closed.

#### FRIDAY AFTERNOON SESSION

The Friday session was entirely given up to crop improvement work and the election of officers. Secretary Bert Ball gave an interesting account of the work of the Committee during the year, stating that the chief work of the Committee was in engaging the co-operation of others in the work of crop improvement, and recited at length the great gains which had been made during the year. We regret that lack of space prevents the printing of this report in full.

Professor R. A. Moore, agronomist of the Wisconsin Agricultural Experiment Station, gave an inspiring address, which will be found under the head of "Crop Improvement" on another page, after which a rising vote of thanks was tendered to him by the Council.

Professor C. E. Higby of Morris, Minn., told of the efforts that had been made in Minnesota for the improvement of rural conditions, and particularly of the western part of the state where 17 counties had been organized. Mr. Higby was also thanked by a rising vote.

P. P. Donahue reported for the Nominating Committee the following names: President, Lowell Hoyt, Chicago; first vice-president, C. A. Brown, Minneapolis; second vice-president, John L. Messmore, St. Louis; third vice-president, G. A. Aylsworth, Kansas City; treasurer, John W. Snyder, Baltimore; secretary, J. Ralph Pickell, Chicago. For the Executive Committee, Charles Kennedy, Buffalo; W. J. McCabe, Duluth; L. W. Forbell, New York; E. P. Peck, Omaha; C. A. King, Toledo; P. P. Donahue, Milwaukee.

The report of the committee was accepted by acclamation and the officers named were declared elected. President-elect Lowell Hoyt thanked the delegates for the honor they had conferred upon them and invited suggestions for the coming year. President Murray thanked the Council for their co-operation and help, and the Council in turn thanked President Murray and the other officers for their efficient work. The meeting was thereupon adjourned *sine die*.

#### MINNESOTA'S CHIEF INSPECTOR DIES

The death of Frederick W. Eva, chief grain inspector of the Minnesota Railroad and Warehouse Commission, was the cause of sincere regret by the grain trade of the entire country, for few men were better known, at least by reputation, and none had a higher repute for ability and honesty in his pro-



FREDERICK W. EVA

profession. Combined with these was a broad and comprehensive knowledge of the practical aspects of the trade, so that his counsel was highly prized wherever grain legislation was proposed or controversy obtained.

Mr. Eva died of heart disease on January 19 at his home in St. Paul, at the age of 54. He had been at Washington to attend the congressional hearings on the Grain Grades Act, and was taken sick while there. On his return home, however, he felt much better, so that his death came as a severe shock to his family and friends.

In 1893 Mr. Eva was employed by the Van Dusen-Harrington Grain Company at Duluth. In 1899 he was appointed on the State Board of Grain Appeals, which position he held until 1901, when he became chief deputy grain inspector at Duluth. Chief Inspector L. D. Marshall of St. Paul resigned the following year and Mr. Eva took the place he occupied up to the time of his death. He will be succeeded by Horace E. Emerson of Duluth.

The corn raised by William Schwandt of Stanton, Wis., will be used to represent Wisconsin at the Panama-Pacific Exposition. At the recent state exhibition this corn took the blue ribbon.

The Canadian alfalfa crop of 1914 occupied 90,315 acres and yielded 218,360 tons, valued at \$3,095,600. The hay and clover crop occupies 7,997,000 acres, giving a yield of 10,259,000 tons, valued at \$145,999,000.

## Missouri Dealers Meet at St. Louis

Weighing Controversy Between the State and Grain Exchanges Discussed at Length in First Annual Convention of New Organization—Many Interesting Addresses—  
Old Officers Retained

THE three-day meeting of the infant Missouri Grain Dealers' Association proved a splendid success, there being about 200 delegates present. Visiting grain men from other state organizations marveled at the large attendance and the interest and enthusiasm displayed by the members at their first annual convention held at the Planters Hotel, St. Louis.

President Mann called the meeting to order Monday morning, January 18, by introducing Rev. John W. Day, who offered the invocation. A hearty welcome was extended to the delegates by the Hon. Henry W. Kiel, mayor of St. Louis, which was responded to by President Mann in behalf of the Association, stating that the present organization was started about six months ago with 16 members, its present success and growth being largely due to the untiring efforts of the secretary, T. A. Bryant.

Other speakers of the morning were Roger P. Annan, Jr., president of the St. Louis Merchants' Exchange, who spoke in behalf of the Exchange; E. L. Waggoner, president of the St. Louis Grain Club, who responded in behalf of his organization; while Hon. Elliott Major, Governor of Missouri, pointed out the great opportunities that wonderful state affords.

After President Mann made the appointments for the Committees on Resolutions, on Nominations, By-laws, and Trade Rules at the beginning of the afternoon session, Bert Ball, secretary of the Crop Improvement Committee of the Council of Grain Exchanges, gave an interesting talk on better grain and more of it, and urged that the Association appoint a member in each county to work with the banker and member from the commercial club in their community for seed betterment and to organize clubs in different sections among the farmers; and treat agriculture as the biggest business in the country.

Sidney Roy of Hannibal, Mo., talked on the "Waterways' Movement in Missouri," calling attention to the fact that the cities which have grown and developed during the past quarter of a century were those that had waterways. After Secretary Bryant read the minutes of the Jefferson City meeting held in December, which were approved, the meeting adjourned until Tuesday.

### TUESDAY MORNING SESSION

John Dower, supervisor of weights for the St. Louis Merchants' Exchange, opened Tuesday morning's session with a paper on the work of the Exchange Weighing Department, as follows:

Board of Trade Weighing Departments are primarily organized for the protection of grain shippers. Their first thought is to see the shippers get every pound that is coming to them. A weighing department becomes in a large sense a shipper's agent in whom confidence is placed when he consigns his grain to market. This does not mean or even imply that the buyer's interests are not looked after or in any sense neglected; on the contrary the primary purpose of weight supervision is to do equal justice to buyer and seller protecting one as much as the other, and when this is done the carrier also is protected as well.

A shipper making a consignment of grain to any terminal market does not, as a rule, know the elevator men or miller or anyone else engaged in the buying of grain, but he does know the Department of Weights, whom he recognizes as his agent. He knows that this is a permanent body organized to safeguard his interests, and the Department of Weights realizing this and that the shipper is many miles away, naturally feels a greater sense of obligation in looking after his consignments; therefore, it necessarily follows that under such circumstances the efficiency of those who are charged with the duty of looking after the weighing should be beyond question.

#### Difference Between Weighing and Inspection.

There is a marked difference in the weighing as compared with the inspection of grain, which I think is frequently overlooked by many shippers. By this I refer to movement after grain is sold. As a rule when a shipper consigns a carload of grain to market he

usually knows its quality and has fixed in his mind what the grade should be, and I believe it is his custom to advise his commission man of the grade he expects. Should it fall below his expectations he has the right of appeal until satisfied as to grade; up to this time his commission man is in control, but after disposition is made then the question of weight arises, how it is done and by whom. This is a part of the practical side of weighing as it affects the shipper's bank account.

The right of authority of the Merchants' Exchange to organize and maintain a department of weights for the protection of buyer and seller has never been questioned. This right is fundamental as it is covered in Rule 4, and it necessarily follows that with this authority comes the power to make rules and regulations for the proper carrying on of the function of weight supervision. An up-to-date weighing department has come to be a machine of many parts; to the average man who takes merely a superficial view of its workings it is just a formality, but to one who is on the inside or to a close observer of its ramifications it is recognized as the hub around which the wheel turns and a very important factor in the commercial life of a grain exchange.

In this day of conflict between carrier and shipper relative to claims, their business relations and responsi-

have to advance a more potent argument for attempting to dispossess us of our rights in public elevators than the mere charge that we are collecting 35 cents per ear for our service and thereby, as he asserts, making a double expense for the shipper. If he would only raise the question of the merit of his Department and the worth of it to the shippers I would be only too glad to meet him in competition. In the first place the fee is paid by the shipper voluntarily and without coercion from any source, as he is satisfied that it is a mere bagatelle in comparison to the benefits derived, and we feel satisfied that if the elimination of a weighing fee were left to a vote of the shippers to our market, it would not be the Merchants' Exchange fee that would be discontinued. It is to be much deplored that each time the Legislature meets this grain weighing agitation is started and it usually comes from the same source. It has come with such regularity during the last ten years that our members have become calloused to it and would be surprised if a Legislature met without creating a flurry of this kind.

You are aware there has been for several years past a desire on the part of the Federal Government to enact laws which very much concern the grain trade of the country, and it is apparent that their attention is specially directed at the inspection of grain, practically all of which is performed by State Boards; and it is gratifying to also observe in connection with prospective legislation by the Government that during the many controversies very little, if anything, has ever been said about supervising the weighing or taking it out of the jurisdiction of the various Boards of Trade.

#### A Radical Amendment to Law Suggested.

Warehouse Commissioner Bradshaw in his annual report to Governor Major has suggested that he recommend to the Forty-eighth General Assembly, now



MEMBERS OF THE WEIGHING DEPARTMENT, MERCHANTS' EXCHANGE, ST. LOUIS, MO.

bilities must be considered without a prejudice to either. Each has a duty to perform and there is a mutual obligation on the part of one to the other. Cause and effect is very much a factor in all that pertains to the handling and shipping of grain, and we cannot avoid thinking that the car plays a large part in every transaction, inasmuch as its physical condition when presented for loading is at times not beyond criticism. The shipper as a rule has very little choice in the selection of cars for loading grain, and taking it for granted that he exercises reasonable care in the preparation of his cars we do not think that he should be held responsible for the condition of cooerage of car on arrival at destination. This conclusion is based on our own experience in cooeping cars and where we co-operate with men employed by the carrier who makes a specialty of this line of work, we find that although we exercise the greatest care and have at hand all the necessary material such as paper, burlap, etc., to do good work, that many of our cars are found leaking before they get outside the switching limits, and these as a rule are the old cars and those on which we have put in the most time and labor.

#### The Fourth Political Attack.

Were it not for the fact that the grain business of the state has again been attacked politically, I do not think it would be necessary for me to lay any particular stress on matters pertaining to weighing; this will be the fourth time since 1905 that we have been harassed without reason. I speak as one in authority representing the Department of Weights of the Merchants' Exchange, for I have been on the firing line as supervisor of weights more than seven years, and it is with a feeling of pride that during this period I have seen our Department earn the confidence not only of the members of the Merchants' Exchange, but also of the shippers to and from our market. Warehouse Commissioner Bradshaw and his Department will

in session, that the present law relative to grain inspection and weighing be so amended that the Merchants' Exchange of St. Louis and the Board of Trade of Kansas City will be absolutely forbidden to issue any paper or certificate purporting to be the weight of any lot or carload of grain, or to make any charge for supervision of weights performed by them on grain when weighed in a so-called public elevator. In connection with this Attorney General Barker has already taken the initiative to enforce the present law which has been perforated somewhat in the past by court decisions and was amended in the 47th Assembly when the Public Service Commission superseded the Board of Warehouse Commissioners and also to conform to the change in number of commissioners, there being no material change at this time from what it was after the revision of 1909. As a matter of fact there is no part of the law which expressly forbids any person other than state authorities to do weighing; "to weigh" implies action on the part of someone, that is to say, he moves the poise on the beam thereby indicating the weight. It therefore follows that if the law is to be construed in a literal sense we do not weigh nor do we say on our certificate that we perform this function. We, however, do not desire to evade any responsibility whatever, as we are on the job to see that the weighing is done properly, that the scale weighs accurately and that the facilities in connection with the operation of loading and unloading grain to and from scales are in proper condition. If there were nothing else to weighing but the formality of looking at the beam, it would be an easy matter and only a perfunctory service.

The proper weighing of grain, as the Merchants' Exchange knows it, embraces not only the supervision at the scale, but also covers a wide range of territory in our hold track car inspection service, test of scales and examination of grain handling facilities. Our system leaves nothing to conjecture, as our records are

a result of actual contact with the work. We not only inspect the physical condition of cars, but we show a pen picture of every car on arrival at hold track, which remains as a permanent record. We also make a re-inspection at point of unloading to find any fresh leakage which may occur as a result of rough handling between connections.

In order to understand the detrimental effect of the proposed legislation on our market and the grain shippers not only of Missouri but also states tributary which send their grain to St. Louis, it will be necessary to become retrospective and recall the weighing conditions of more than a decade ago when practically all grain coming to St. Louis was weighed or supervised by state weighers.

#### History of the Warehouse Law.

The present Missouri warehouse law governing public elevators was enacted in 1889 and was amended in 1893, so that it embraced the weighing of all grain unloaded into or out of elevators operating under this act. This amendment was made without precedent, as the shipments of grain to Chicago, the largest grain market in the world, were being weighed by their Board of Trade Weighing Department without any interference from State Departments. From 1893 until 1901 the state had full charge on public elevators at St. Louis, and so unsatisfactory was their work during this period that the shippers of Missouri and of Iowa, represented by the Iowa Grain Dealers' Association, made such vigorous protest about the inaccuracy of their weights that the Merchants' Exchange, as a matter of self-protection and to insure the shippers a square deal, was compelled to organize the present Department of Weights. There were about ten men employed at the beginning; this number has increased to such an extent that we now have forty-five men to cover St. Louis, East St. Louis, Alton, Belleville and Mt. Carmel. Our object in going into outside territory is to protect shippers to our market, and also to extend our service to members of the Merchants' Exchange at these points; and I might add that the expense incident at these outside places is practically all borne by the industries, as only a nominal charge is made against the shipment.

In answer to the harping of Warehouse Commissioner Bradshaw and others on the question of dockage, it will not be amiss to say just when and how this custom began. Its origin dates back to the year 1866 when the first grain elevator in St. Louis was erected; at that time the business of an elevator was an entirely different proposition as compared with that of today. The business in those days was purely storage of grain and it was mutually agreed between warehousemen and the parties storing grain, after observing the large shrink in the various kinds of grain, that in lieu of a higher storage rate an allowance of 3 lbs. per thousand pounds be made to protect the warehouse owner. This custom obtained until 1902 when, after considerable controversy with the Missouri Warehouse Commission and Illinois Warehouse Commission, the Merchants' Exchange through its Department of Weights discontinued the practice, although it had been tolerated by the Missouri Warehouse Commissioners from 1893 when the weighing law was enacted to 1902. The practice of allowing 3 lbs. per thousand was acquiesced by the Illinois Warehouse Commission up to this time; they then allowed a graduated dockage of 50 pounds on a 40,000 pound car and 100 pounds on all cars over that amount; this continued until 1905 when dockage became a thing of the past.

#### Former Injunction Suit Dropped.

Our right to supervise weights at East St. Louis was questioned by the Illinois Board of Railroad and Warehouse Commissioners in 1904, who sought to stop us by an injunction suit. This was contested by the Exchange after our men had been arrested, but was dropped by the Warehouse Commission who, after some litigation, virtually conceded our right to supervise weights in the public elevators at East St. Louis. Since about 1910 the Merchants' Exchange has had a joint agreement in East St. Louis public elevators, which was made effective under the former Board of Warehouse Commissioners. This eliminates the extra fee which was assessed by the state. This joint agreement was brought about as a result of protest by the Illinois Grain Dealers' Association. An effort was made by us to have the same kind of agreement on the Missouri side, but failed, as the Missouri Board could not afford to let the patronage get away from them. As a large part of our business goes into elevators located in East St. Louis, Ill., it becomes very evident that in the event of legislation affecting our Department, the Missouri Department could not control any business outside of their jurisdiction, and, inasmuch as a large part of it is Missouri grain, it becomes apparent that any amendment to our present law would work much confusion and loss to Missouri shippers as well as others.

Several times during the past 8 or 10 years bills have been introduced in the Missouri Legislature to put us out of business, one of which was passed by the 44th Assembly in 1907; another having the same purpose was defeated in 1909; the former was defeated in court by the Merchants' Exchange and was taken to the State Supreme Court on appeal by the Warehouse Commission, where the lower court was sustained. I might add here that although we have had our day in court and the law analyzed and passed upon by various adminis-

trations of both parties, our right to see that the weighing is done properly has never heretofore been questioned in Missouri; in fact, the confidence of shippers is such that the cost of the service becomes a secondary consideration.

#### KANSAS CITY WEIGHING DEPARTMENT

Mr. Dower was followed by J. G. Goodwin, supervisor of weights for the Kansas City Board of Trade, who made the following address:

Prior to November, 1901, the Kansas Grain Dealers' Association had a check-weight bureau at Kansas City, covering some of the elevators, mills and warehouses on both sides of the river in Kansas and Missouri. This bureau did so much good for both the shippers and the Kansas City grain dealers that upon its discontinuance on November 1st, 1901, the Kansas City Board of Trade recognized the necessity of immediately establishing a Weighing Department. Within two weeks after the closing up of the Kansas Grain Dealers' Weighing Bureau, the Board of Trade Check Weighing Department was established by the Board of Trade of Kansas City under my supervision.

I started off the Department with twenty men. It then being the slack season, we managed to cover all industries. The State of Missouri at that time was operating a Weighing Department which covered but three industries. The first operation of the Board of Trade Weighing Department was to test every scale in Kansas City where grain was to be handled under its supervision and have necessary repairs made not only to the scales to insure correct weighing, but also to elevator equipment to make the same adequate to handle the business.

At that time we had very few large elevators and practically none of the scales were equipped with printing beam attachments. Since then many small, thriving mills and elevators have sprung up; new and larger elevators have supplanted the old ones, and the new ones in turn have been remodeled and enlarged until now Kansas City has a grain storage capacity of approximately nineteen million bushels as compared with four million bushels in 1901. A few of the elevators at present have capacities of as much as two and one-half million bushels each and ninety-five per cent of all the scales are equipped with type-registering beams.

#### Expansion of the Weighing Department.

Correspondingly, the Board of Trade Weighing Department has expanded with continued success. We have at this time fifty-three employes who are on our pay roll solely; we have no joint service whereby a weighman is partially on the pay roll of an elevator and partially on the pay roll of the Board of Trade. Included in this force is my scale expert, who is not only a builder but also an erector of scales and thoroughly familiar with his trade. Working with him is an assistant. The scales at Kansas City industries where grain is handled are under the constant supervision of these two men, every scale over which we weigh being inspected by them on an average of every forty-eight hours. We maintain complete equipment for testing scales, beams, weights, etc. All scales that have been erected in Kansas City elevators since I have been in charge have been installed under the supervision of my Department.

At the large elevators a minimum of two deputy weighmasters is maintained, one on the scale floor, supervising the weighing, and the other on the ground floor, supervising the loading and unloading and making inspection of cars as to physical condition and seals. When the amount of business requires, an additional man is stationed on the ground floor and the work divided.

We have and keep permanently a complete record of every transaction, i. e., weight, contents, car number and initial, capacity of car, condition of car and seal record, as well as the number of the sink, leg, scale and spout through which the grain passes. We issue a certificate of weight to all parties interested, including both in and outbound railroads, consignee and consignor, at no charge other than the original weighing fee. Where cars arrive in leaking condition, a report showing the location of the leak on a diagram of the car is also furnished. In cases that occur where there is any doubt as to the weight of the contents of a car, it is our invariable practice to decline under any circumstances to issue a certificate and it is customary to demand and enforce settlement on the basis of shipper's weights.

The Check-Weighing Department was organized with the sole purpose and intention of assuring the shippers to this market that they would get paid for every pound of grain shipped. The conditions which existed, before the Kansas Grain Dealers' Association established their Check-Weighing Bureau here, were chaotic and deplorable. The Kansas shippers are perhaps more fully aware of this than yourselves. Since its establishment in 1901, and up to the present time, the Kansas City Board of Trade Weighing Department has covered and protected without fear or favor both buyers' and sellers' interests at every industry in both Kansas City where grain is loaded or unloaded for and on account of members of the Kansas City Board of Trade. At some of the smaller elevators and chop mills five to ten hours' time, and often longer, is required to unload a car of grain, and in these cases the weighing service is performed at a financial loss. The Missouri

State Weighing Department at the present time covers but five large industries, while we are covering twenty-five, large and small, on the Missouri side, and in addition, almost that many in Kansas City, Kansas.

#### Not a Source of Profit.

Our Department has barely been self-sustaining; some years we have had a slight surplus and other years a deficit. The Kansas City Board of Trade cannot in any manner benefit through the operation of our present system except insofar as the market is benefited by the assurance of equitable treatment in the unloading of their grain. The proper function of a Board of Trade is not, we admit, to enter into either weighing or inspection. Our interests are yours and if they can be fully protected under a different system, the officials of the Board which I represent, I am sure, would be glad to be relieved of the responsibility.

For the year just closed, we handled 132,485 cars; of which 78,937 were unloaded and 53,548 were loaded. Of the total number of cars unloaded, 13.52 per cent of them were leaking at various places. Without wishing to appear vainglorious, I am convinced that if I could present to you in dollars and cents the amount which this Department has saved the shippers to the Kansas City market, you would be appalled, and enthusiastically in favor of its continuance.

I feel that our weighing system is second to none and the Kansas City Board of Trade feel that their Check-Weighing Department is of vital importance to their market and must be maintained for the good of that market and for the good of its patrons; and the Department cannot be maintained without the full support of the Missouri Grain Dealers' Association and the Kansas Grain Dealers' Association. As the interests of the members of those associations are so closely linked with the Kansas City market, it is therefore of the utmost importance that they have the assurance and knowledge that they are getting fair and impartial treatment, and it is up to you gentlemen to say whether the Department is worthy of your continued support.

The discussion which followed showed the approval by the shippers, of the fees charged by both of the Exchanges. Geo. A. Wells, secretary of the Western Grain Dealers' Association, gave a brief history of his organization and also spoke at some length on the weighing question. He declared that politicians are always looking for an opportunity to supervise business in order to increase political revenues and build up political patronage, and that now is the time to insist on "cleaning house" in politics as well as in business.

Claude Morton, chairman of the Traffic Bureau of the Merchants' Exchange, St. Louis, spoke on grain rates, bills of lading, reciprocal car service, shortage claims, delay in transit, and other traffic matters.

#### TUESDAY AFTERNOON SESSION

President Mann opened the afternoon session by introducing Lee G. Metcalf, president, and C. D. Jones, ex-president, of the Grain Dealers' National Association, both of whom said that they considered this Association to be one of the miracles of the grain trade; that credit for its growth was due to its secretary and president; that associations strengthen the individual—depending, of course, upon the individual's initiative; that both the Moss Bill and the Pomerene Bill are efforts of the Grain Dealers' National Association which, if passed, will benefit each and every grain man. Mr. Jones advised the shippers to understand their contracts made with fellow grain men, and fulfill them.

Secretary E. J. Smiley of the Kansas Grain Dealers' Association stated that he was one who urged the Merchants' Exchange and Board of Trade to create weighing departments because the producer and shipper were being robbed.

#### RESOLUTIONS

The Resolutions Committee made their report, the following resolutions being presented and adopted:

##### Exchange Weighing Departments.

Whereas, the Missouri Grain Dealers' Association in convention assembled at St. Louis on the 18th, 19th and 20th of January, 1915, to consider matters pertaining to the grain shipping business and the commercial welfare of the state of Missouri, and

Whereas, we have learned through the public press of recent issue that the Attorney-General's Department of this state has notified the Merchants' Exchange of St. Louis and the Board of Trade of Kansas City that certain provisions of the present law governing public warehouses for the storage of grain forbid the issuance of any certificate purporting to give the weight of any lot or carload of grain, or to make any charge for same when issued; and that unless they desist from such practice at once the law will be invoked and legal action will be taken against them; and,

Whereas, the Weighing Department of Kansas City and St. Louis as at present conducted, have our hearty



approval, and were organized more than ten years ago at the request of Missouri shippers, and of shippers of adjacent states, who ship their grain to the terminal markets in Missouri. Therefore, be it

Resolved, that as a result of our financially satisfactory experience under present weighing conditions, we most strongly approve of the present Exchange of Board of Trade system of supervising the weighing of grain at the terminal markets in this state, believing same to be in the public interest, and we are satisfied to pay the nominal fees charged for the service rendered.

#### Pomerene Bill.

Whereas, the integrity of bills of lading as now issued and used by shippers is seriously threatened and their collateral value thereby materially depreciated, to the great detriment of shippers,

Resolved, that the Missouri Grain Dealers' Association, assembled in convention at St. Louis on this 19th day of January, 1915, does hereby urge the passage by Congress of the bill known as S. F. 387, the Pomerene Bill, which has passed the United States Senate and is now pending in the Committee of Interstate and Foreign Commerce, of the House of Representatives, which bill has been approved after a long period of consideration by representatives of shippers, banks and carriers, and

Resolved, that the secretary of this Association be instructed to write a letter to the President of the United States, also letters to Chairman Adamson, of the House Committee on Interstate and Foreign Commerce, and to each member of the House of Representatives from Missouri, urging the passage of S. F. 387, known as the Pomerene Bill, during this session of Congress.

#### The Grain Grades Act.

Resolved, that the Missouri Grain Dealers' Association, assembled at St. Louis this 19th day of January, 1915, does hereby urge the passage of the Grain Grades Act by Congress, and also

Resolved, that the secretary of this Association be instructed to forward copies of this resolution to the President of the United States, the Honorable Secretary of Agriculture and each United States senator, and that each member of the Association be requested by the secretary to write letters to the senators from Missouri, urging them to vote for the Grain Grades Act, and to work vigorously for its passage during this session of Congress.

#### Missouri Weighing Law.

Resolved, that the Legislative Committee of this Association be, and it is hereby, instructed to use all proper means to secure the repeal of any provisions of the Missouri statute, providing for the weighing of grain at public elevators, which in any way prohibit or restrict the right of any one to supervise or check such weighing, whether for compensation or otherwise, and to issue certificates based on such supervision, and

Resolved, further, that said committee be instructed to co-operate with committees of any other organization which may be appointed for a like purpose.

### WEDNESDAY MORNING SESSION

Secretary Bryant opened Wednesday's session by reading his report, which showed a membership of 264 in good standing with outstanding accounts of \$1,024 on advertising in the directory and \$562 on back dues. The report was adopted.

Erich Picker, chairman of the Finance Committee, reported that \$2,285.60 had been collected on dues and advertising, with expenses amounting to \$1,812.01, leaving a balance of \$473.59. The report followed the usual course.

Zeferino Dominguez, the Puebla "Apostle of Corn," a Mexican of birth and education, gave an interesting talk on the situation in his country, stating that education and farming were the only solution of the Mexican problem.

It was moved and carried that the Missouri Grain Dealers' Association adopt the trade rules of the Grain Dealers' National Association.

#### OLD OFFICERS RE-ELECTED.

The acting officers and directors were unanimously re-elected for another year, as recommended by the Nominations Committee. A vote of thanks was extended to the officers and directors for their good work during the past year, and to the St. Louis Merchants' Exchange for the hospitality shown the visiting dealers.

The directorship was changed from ten to eleven, D. B. Kevil of Sikeston being elected to represent the southeastern section and to serve for one year along with J. A. Sunnel, A. A. Allen, J. S. Klingenberg, F. D. Agger, and J. A. Elliott; J. L. Frederick, Cecil Wayland, W. W. Pollock, W. H. Hurley, and Jesse Culp to serve for two years on the directorate.

W. H. Perrine of Chicago suggested that the secretary be instructed to include in his report to the members an outline of the work being done by the

other state associations for the Belgian Relief Fund, in the form of corn and other grains, giving the farmers of Missouri an opportunity to help along the movement.

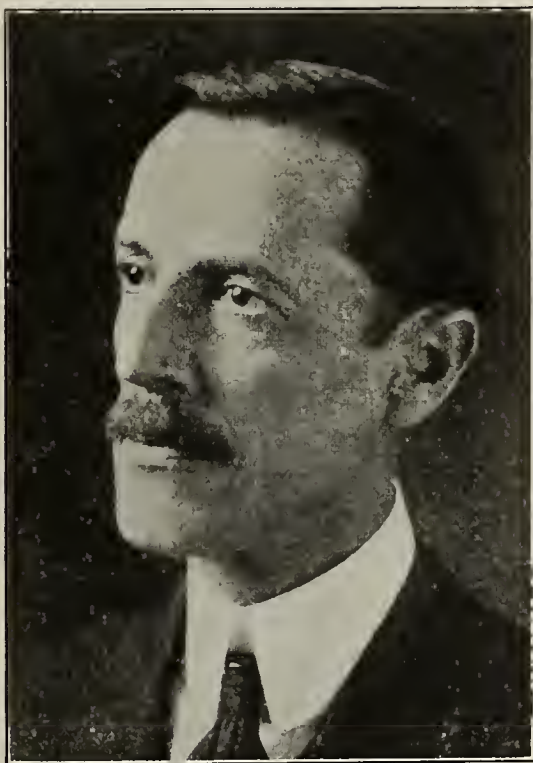
The question of moving the office of the secretary from St. Louis to a more centrally located point within the state was left to a vote of the membership.

The time and place for the next annual meeting was left to the Board of Directors. The meeting then adjourned *sine die*.

### ENTERTAINMENT

A special program was prepared for the ladies who accompanied the visiting delegates, being entertained at a tea given at the Planters' Hotel, where short talks were given by prominent club women of St. Louis. Outside trips included an auto ride around the city and a visit to the art museum was followed by a theatre party Tuesday evening.

About 200 delegates attended the banquet Tuesday evening, held at the Merchants' Club. Surely George Harsh and his committee overlooked nothing to make this a long-remembered event, especially in the



SECRETARY T. A. BRYANT  
Webster Groves.

minds of the visiting delegates. The sumptuous dinner was followed by cabaret singing and dancing by the best talent obtainable. Short talks were also indulged in by prominent grain men.

### THE ATTENDANCE

No record was kept of the St. Louis grain men in attendance but the register of outside delegates and visitors was as follows:

G. N. McReynolds, Toberman, Mackey & Co., Alton, Ill.; M. F. Boots, Schmitt & Boots, Appleton City, Mo.; W. L. Bealmer, Bealmer & Sons, Atlanta, Mo.; Chas. Dudley, Auxvasse Milling Company, Auxvasse, Mo.; A. A. Marshall, A. A. Marshall & Son, Archie, Mo.; W. H. Horstman, W. H. Horstman & Son, Alma, Mo.; V. C. Elmore, Elmore-Lemon Company, Ashland, Ill.; John Wildhaber, Beaufort, Mo.; Wm. Cottam, W. C. Cottam & Co., Belleville, Ill.; R. L. Canole, Adolf Victor, T. & A. Victor, M. J. Felten, R. F. D. No. 4, Boonville, Mo.; Geo. I. Lynch, People's Elevator Company, Butler, Mo.; J. S. Magee, J. S. Magee Grocery & Commission Company, Bloomfield, Mo.; W. E. Coleman, W. E. Coleman Grain Company, Bunceton, Mo.; Fred Sombart, Sombart Milling Company, Boonville, Mo.; T. H. Jarman, Bolivar, Mo.; J. P. Pattigeb, Berger Milling Company, Berger, Mo.; A. H. Morriss, H. C. Cole Milling Company, Chester, Ill.; P. S. Goodman, P. F. Smith, E. H. Hasenwinkle, J. Carver Strong, Bert Ball, Sec'y, Crop Improvement Committee, A. G. Rudolph, of "American Grain Trade," W. H. Perrine, C. H. Thayer, Chicago, Ill.; J. L. Lynes, Columbia, Mo.; C. A. Johnson, Fort Madison, Iowa; Cecil Wayland, Q. W. Wilson, Carrollton, Mo.; J. S. Klingenberg, J. S. Klingenberg & Son, Concordia, Mo.; W. H. Hurley, Clinton, Mo.; H. A. Weise, Hulburd, Warren & Chandler, Cedar Rapids, Iowa; Geo. C. Klingenberg, of J. S. Klingenberg & Son, Concordia, Mo.; Geo. A. Wells, sec'y, Western Grain Dealers' Association, S. E. Squires, Max M. Patton, J. C. Lake, Des Moines, Iowa; Joe Browder, Browder

Milling Company, Fulton, Ky.; H. W. Giessing, Farmington Milling Company, Farmington, Mo.

J. D. Mead, Mead Grain Company, Fort Scott, Kan.; J. J. Schroeder, Struempf & Schroeder, Alex Buechler, Freeburg, Mo.; N. J. Harsh, Gallatin, Tenn.; Don S. Price, Glasgow Milling Company, Glasgow, Mo.; J. A. Gunnell, J. A. Gunnell & Co., Gorin, Mo.; A. B. Harriman, Harriman Elevator Company, Green Ridge, Mo.; A. J. Herrin, O. A. Talbot & Co., Hale, Mo.; J. S. Baltzell, Farmers' Elevator Company, Hughesville, Mo.; A. H. Moinershagen, Eagle Mill & Elevator Company, Higginsville, Mo.; Lee G. Metcalf, president, Grain Dealers' National Association, Illiopolis, Ill.; W. H. Marshall, sec'y, Southwestern Missouri Millers' Club, Joplin, Mo.; W. B. Lathrop, Chas. H. Manning, L. D. Waltzen, J. T. Peterson, Charles W. Wright, Southwestern Grain & Flour Journal, J. G. Goodwin, weighmaster, Board of Trade, Kansas City, Mo.; O. A. Talbot, Keokuk, Iowa; Ed S. Harte, Acme Milling Company, Knobnoster, Mo.; C. W. Rudy, La Monte Milling & Grain Company, La Monte, Mo.; J. A. Elliott, Lebanon Elevator Company, Lebanon, Mo.; E. W. Lammers, Lammers & Ferris, Lockwood, Mo.; W. E. Shell, C. B. Talbot, Laclede, Mo.; John C. Ryan, N. C. & St. Louis Railway, Memphis, Tenn.; J. H. Adams, Co-operative Manager and Farmer, Minneapolis, Minn.; J. D. Mann, president, Missouri Grain Dealers' Association, J. N. Kaumans, Kaumans Brothers, E. Wilson, Montrose, Mo.; J. H. Machens, Machens, Mo.; R. W. Taylor, Martinsburg, Mo.; Wm. Pollock, Wm. Pollock Milling & Elevator Co., Mexico, Mo.; P. W. Gillette, P. W. Gillette & Co., McKittrick, Mo.; J. F. McKay, Moss & Ewing, Milo, Mo.; Roy R. Kevil, Southeast Missouri Grain Company, Malden, Mo.

Chas. D. Jones, Chas. D. Jones & Co., Nashville, Tenn.; R. B. Thorp, Smith & Thorp, Nelson, Mo.; J. H. Allen, W. K. Neill, New Sharon, Iowa; A. G. Sullivan, F. L. Ewing, Moss & Ewing, J. E. Sullivan, Nevada, Mo.; S. F. Fansher, Okmulgee Wholesale Grocery Company, Okmulgee, Okla.; G. M. Muchany, Farmers' Elevator Company, O'Fallon, Mo.; W. J. Hahn, Olean, Mo.; J. J. Fitzgerald, J. T. Buchanan, Sam S. Carlisle, C. H. Wright, Omaha, Neb.; W. F. Westhoff, Westhoff Grain & Mercantile Company, O'Fallon, Mo.; S. L. Rissler, A. C. Mayfield, Edmonston & Mayfield, Pleasant Green, Mo.; G. G. Goode, Goode & Harriman, Pilot Grove, Mo.; John D. Neal, Pattonsburg, Mo.; M. J. Felten, Prairie Lick, Mo.; A. Mayer, S. Quick, P. W. Gillette & Co., John Struttman, Rhineland, Mo.; F. M. Bowen, Chester L. Roberts, Farmers' Equity Exchange, Rockville, Mo.; A. J. Eisenmayer, Eisenmayer Milling Company, Springfield, Mo.; R. J. Sullivan, Logan & Bryan, Sheldon, Ill.; A. H. Eichelberger, Speed, Mo.; H. N. Roetter, Kennedy Car Liner & Bag Company, Shelbyville, Ind.; C. M. Hopper, Hopper & Smart, Sumner, Mo.

D. B. Kevil, Sikes-McMullin Grain Company, Sikeston, Mo.; A. C. Harter, Sedalia Milling Company, Sedalia, Mo.; Louis F. Marten, St. Charles, Mo.; J. L. Frederick, J. L. Frederick Grain Company, St. Joseph, Mo.; E. J. Smiley, Sec'y, Kansas Grain Dealers' Association, Topeka, Kan.; J. B. Shaum, J. B. Shaum Grain Company, Tarkio, Mo.; A. E. Klingenberg, Truesdale, Mo.; C. W. Glynn, Glynn & Winkle, Wellsville, Mo.; Victor Dewein, Warrensburg, Ill.; H. W. Van Dyke, Winfield Elevator & Supply Co., Winfield, Mo.; C. M. Moss, Moss & Ewing, Walker, Mo.; Jesse J. Culp, Elevator Mills, Warrensburg, Mo.; D. N. Lynes, Guthrie, Mo.; W. G. White, Silex Grain Company, Silex, Mo.; Thos. Roach, Fortuna, Mo.

### LAW GOVERNING SALES OF GOODS AND GRAIN

BY J. L. ROSENBERGER.

The Supreme Court of Minnesota holds, in *E. L. Welch Company vs. Lahart Elevator Company*, [142 Northwestern Reporter, 828,] that, in case of a sale of specific goods—that is, goods that are specified at the time the contract is made—the title passes at the time the parties intend that it shall pass. The presumption is that it passes at the time the contract is made, and it will pass at the time unless some facts are shown that indicate a contrary intention. This is true, although neither payment nor delivery are then made. But if neither payment nor delivery are made at the time of the contract, the seller, unless he gives credit, still has a lien on the goods for the price, until he receives payment, or makes delivery without it.

Of course payment may by agreement be made a condition to the passing of title. The term "cash sale," as applied to a sale of specific goods, is sometimes used to denote a sale where title is not to pass until the cash price is paid, and sometimes to denote a sale where title has passed, but possession is not to be delivered until payment is made. In either case payment and delivery are concurrent and mutually dependent acts, and if the seller gives up possession in expectation of immediate payment, and payment is not forthcoming, he may repossess him-

## The Hoodooed Elevator

A Series of Accidents Puts Bill Welch in Desperate Straits—The Foreman Breaks the Hoodoo and Becomes a Silent Partner

By GUIDO D. JANES

self of the goods or sue in conversion one who refuses his demand for repossession.

Where the sale is of grain not specified at the time the contract is made, the title passes at the time specific grain is appropriated to the contract. To constitute an "appropriation," the grain must be identified and applied irrevocably to the contract. No particular words or acts are necessary for this purpose. The intent of the parties controls.

There may be an appropriation without either payment or delivery; but, if the parties manifest an intention that payment is to be made before title passes, such intention controls, and there is no transfer of title until payment is made. The presumption is in favor of a cash sale, but facts and circumstances may show a contrary intent.

The evidence in this case showed a sale of wheat by the plaintiff, a commission merchant, at a fixed price, for future delivery, the subsequent application of certain cars of wheat on track to the contract, an order from the plaintiff to the railroad company to deliver these cars at an elevator named for account of the buyer, the rendering of bills to the buyer after his known insolvency, and, later, an accounting to the consignor as of a sale made to said buyer. This is held to sustain a finding that the title passed and the wheat was delivered on the personal responsibility of the buyer, though the wheat had not yet been weighed to determine the amount due. A custom in such cases to resell grain over and over again before the same is weighed may be considered in arriving at the intent of the parties.

The fact that the grain is evidenced by a bill of lading, which is retained by the seller, is a circumstance tending to show that title had not passed. But where the bill of lading covers other cars, and where bills of lading in the same form are not usually delivered to buyers, these facts tend to rebut any inference raised by retention of the bill of lading.

The fact that the grain is still to be weighed by the seller in order to ascertain the price raises a presumption that title has not passed. Requirement of weighing for that purpose by a third person has less force as a presumption.

The authorities are not in harmony as to the effect of a requirement for weighing in order to ascertain the price. When weighing is necessary to identify the goods, the intention that title shall not pass until this is done is a necessary inference. Where the weighing is to be done solely for the purpose of ascertaining the price, the reason for presuming such an intention is less strong; but authorities generally sustain the rule that there is in such case a presumption that title will not pass.

If the goods are to be weighed by the vendee, it is held in some cases that a presumption arises that title is not to pass until this is done, though there is much authority to the contrary, as also in the case where the goods are to be weighed, measured or counted by a third person.

If the weighing is not to be done before delivery and the seller in fact delivers the goods to the buyer, the mere fact that the quantity is not known does not prevent the title from passing. In such case the rule applies that "a delivery, apparently unrestricted and unconditional, of goods sold for cash, is presumptive evidence of the waiver of the condition that payment should be made on delivery in order to vest the title in the purchaser."

But these rules are in every case merely rules of presumption. The language may be such as to indicate that the parties intended that the title should pass when delivered, even though by the contract the vendor is bound to weigh or measure the goods.

A delivery, apparently unrestricted and unconditional, of grain sold for cash, is presumptive evidence of the waiver of the condition that payment shall be made on delivery to vest title in the purchaser.

When grain is delivered into the actual possession of the buyer, or one standing in his shoes, the right of stoppage in transit is gone.

A farmer of Rosalia, Wash., recently received a check for \$16,228 for 15,000 bushels of wheat.

**B**ILL WELSH'S elevator had cost him \$100 a year ever since its erection. His purchases of grain and the selling of same netted him profits, but accidents, damage suits and claims had put adversity in the elevator atmosphere.

He tried safety devices, accident insurance and experts, but all to no avail. Now a sweeper would be caught in a belt and hurled to the hereafter, then another man while inspecting the magnetic separa-



FRANK HALFPENNY LOSES AN ARM

tator would come into contact with a nearby set screw and be laid up for six months.

Finally, however, when his wife one day was visiting his place of business, and backed into a set of heavy cogs and making him a widower, the camel's back was broken.

Seeing the said animal's back fractured, Foreman Rogers took the matter in hand. On the day Bill returned to business, the worthy employe sympathized with him.

"My condolence will partake of a practical nature," he began, addressing his boss. "I will endeavor to chase away the hoodoo and show you success."

"How?"

"Leave it to me. Our force with the exception of me quit this morning, refusing to return to work. They are scared; do not want more wages."

"They are knocking a fellow when he is down, then."

"That is what it amounts to, Mr. Welch. But I will change this."

"Can't be done, Rogers. I have examined everything from boot to grain scale, but I can find nothing to harbor the hoodoo."

"Don't throw up the sponge yet," laughed the foreman. "I think I can put one over on the hoodoo."

"Go ahead. If you succeed I will make you a silent partner."

So Rogers got busy. He went over to Unionville, scouring the town for help for the elevator. He selected same with as much care as though he were buying grain. At nightfall he had retained the services of four men. With these he returned to the 60,000-bushel place of business. There he immediately placed them on the pay roll.

After sizing up the array of help, Bill was more skeptical than ever, predicting all sorts of evil things.

But all went well for a month or so. After that time Frank Halfpenny backed into a pulley with the safety device removed and a second later an arm

was jerked off and sent flying into a far corner of the room.

"Ouch!" he said in such a manner as to attract the attention of Seth Walker, who was at the portable sacker at the time. Rushing up to the assistance of his comrade he accidentally pushed his foot into another pulley and in less time than it takes to tell it had his leg yanked off above the knee.

Just then Harry Brussels wandered through, enroute to the wagon dump. Hurrying up to the trouble he thrust his brawny arm into the machinery to stop it and had the said arm mangled to a pulp. The machinery came to a standstill in a second.

Hearing all this racket and imagining it to be another hoodoo, Welsh rushed out of his office and beheld the mangled spectacle.

He fell in his tracks in a faint.

Rogers was at the elevator boot when the machinery stopped. Scenting trouble, he beat it for the floor above. What he saw on reaching the confusion made him smile.

But allowing himself only a moment of hilarity, he grabbed up the prostrate boss and hurried him into the office.

Laying him down, he commanded the mangled men to journey at once to the office and line up for instructions. And then he began to revive Welsh.

Five minutes later he came to. Looking around blankly he was about to seek a place to suicide in or at, when Rogers called his attention to the men before him.

"These, boss, are your employes who met with such apparent accidents just a few minutes ago. They are not damaged. They wear artificial arms and legs. I hired them with their infirmities just



WELSH FALLS IN A FAINT

to defeat the hoodoo. Men," he added, addressing them, "are you hurt at all?"

"No."

"Well, I'll be blamed," said Bill, finding no words adequate for the occasion. "Who would have thought of it but Rogers here."

"But," he added, "how much will new limbs cost? There is the rub."

"Nothing," said Halfpenny. "Mine is guaranteed for five years."

"So is mine and mine."

"Enough. Hereafter, Mr. Rogers, you are a silent partner in the business. And, my noble men," directing his words to them, "you are fixtures in here. Whenever you want a raise, come to me."

The 1914 oat crop of Idaho will amount to approximately 14,608,000 bushels, compared with a total yield of 15,112,000 bushels last year.

## Kansas Grain Dealers' Convention

Successful Meeting Draws 344 Delegates—Concerted Action Brings Results with Legislature—F. A. Derby, Topeka, Elected President

WHEN President A. H. Bennett rose to introduce D. F. Piazzek to the Kansas Grain Dealers' Association, 150 members were registered. At no association meeting during the year has the proportion of shippers been so large. It was typically a shippers' meeting and representatives were present from all parts of the state, as well as from Missouri, Nebraska, Iowa, and Oklahoma.

As president of the Kansas City Board of Trade, Mr. Piazzek was given a very graceful introduction and his address of welcome was extremely well received. He referred to the important part which Kansas was taking this year in feeding the world and congratulated the dealers that they represented an organization which had so much to do with this great work.

He spoke of the common interests which the shippers and the Kansas City Board of Trade shared; although differences sometimes arise, such as the old reinspection rule which is now remedied. In fact the interests of both shipper and receiver are mutual. In connection with the reinspection rule Mr. Piazzek stated that the old rule certainly operated to the injustice of the shipper and he was very glad that the change had been made in accordance with the wishes of the shippers. He stated that of the 171 reinspections on in-shipments ordered within a certain period, in 34 cars the grade was raised and in only 18 cars was the grade reduced. Of the 100 reinspections ordered on out-shipments, in only two cars was the grade lowered.

The weighing and the inspection departments of the Board of Trade were instituted at the instance of the shippers. Both systems have been attacked by the legislatures of the sister states. Both departments are operated at a loss, and the Board would be glad to abolish them if any other satisfactory method of handling the shipments to the market could be substituted.

He spoke of the public attitude toward hedging; that it was now smiled upon, although only last summer it had been the subject of investigation by Congressional order. He said that while there were abuses in the trade in futures, it was his opinion that if it were abolished the grain trade, automatically, would come into the hands of a few capitalists who would absorb the grain when it was offered and then hold it at their own price.

In responding to this address, President Bennett thanked Mr. Piazzek in behalf of each member of the Association. He said the shippers had a brotherly feeling for the Kansas City dealers; they feel that Kansas City is their city, and the market their own market.

### ADDRESS OF PRESIDENT BENNETT

President Bennett read a short address, briefly outlining the work done and under way. He said:

Once more we have the pleasure of meeting together in annual convention; once more are we permitted to clasp each others' hands and exchange greetings. Upon the most of us the hand of Time has rested lightly; the reaper Death has broken in upon our ranks but three times during the past year. Unlike the year preceding, we have been blessed with abundant crops, and these have been in great demand at high prices. Kansas has covered herself with glory, and I am proud that my lot has been cast with you and her.

### A Splendid Record.

This is our eighteenth annual convention, and well may we be proud of the record we have made. With 31 more members than we had at our last meeting we now have the strongest Association, the largest membership, and are in the best financial condition of our history.

I want to congratulate the Committee on Delayed Re-inspections, upon the results which they have attained; to my mind it is one of the greatest accomplishments in the history of the Association: one that will save the shippers of Kansas thousands of dollars every year. Let us not imagine, however, that our work is ended. There is other work to be done; other things to accomplish; other heights to attain; there-

fore let us use the past as a stepping stone for greater accomplishments in the future.

### Legislative Matters.

Some of the work now demanding our attention and effort, is in the securing of more equitable legislation. Our State Legislature is now in session. There are bills to be considered and acted upon that are of vital importance to every man here who has business interests in our state. In at least two of these we are immensely concerned, namely the question of compulsory inspection, and the proper branding of feed-stuffs. We must not permit these very important bills to be passed unfinished. We must have them settled, and settled right. The secretary has some excellent suggestions to offer in his annual report, and I trust they will receive your hearty support.

There is one other matter which, if the secretary will pardon me, I wish to mention with emphasis; he tells me that in all our membership, during the entire year just ended, there has been called to his attention, but one single instance where a member of this Association has defaulted in his contract. Gentlemen, I



PRESIDENT F. A. DERBY  
Topeka, Kan.

congratulate you. It is an excellent demonstration of the high type of business integrity in the personnel of our membership. I dare say that few organizations of this nature can show so clean a record among its membership.

In conclusion allow me to say that I hope and trust this Association may continue to live and grow; that its influence for good may increase more and more as the years roll on, until the Kansas Grain Dealers' Association may be the standard for all others, and membership therein shall constitute the highest type of credit rating to the trade at large.

### REPORT OF SECRETARY SMILEY

Secretary Smiley presented a full report, covering in a most interesting manner the many features of Association activity. The report was as follows:

The year 1914 now passed into history will long be remembered by the grain trade. First, on account of the phenomenal yield of wheat (producing nearly one-fourth of the wheat crop of the nation) and (2) on account of the prices obtained, brought about by the foreign war, and (3) on account of the carrier's ability to move this enormous crop of wheat, with practically no delay. At this time, fully three-quarters of the 181,000,000 bushels of wheat produced in Kansas, has moved out of the state, either in manufactured product, or in the raw state, and had the exporters of Galveston been able to handle this grain promptly, as tendered, little or no delay in furnishing equipment would have occurred on any of the Kansas lines. Owing to the phenomenal advance in prices during the latter part of the past year, and this far into the new year, the business has been very profitable. Many concerns more than doubled their capital stock.

Notwithstanding the fact that vast quantities of wheat were sold during the months of June and July for future shipment, at prices based on the September option, the foreign war materially advanced prices be-

fore deliveries were made, be it to the everlasting credit of the members of the Kansas Grain Dealers' Association, that only one firm of our entire membership defaulted and refused to ship the grain sold, or make settlement at the advanced price. It is unnecessary to mention that this firm was expelled from the Association by order of our Board of Directors. When you take into consideration the vast volume of business transacted by the grain dealers of the country, and when you further consider that quite a proportion of these contracts are verbal, you can readily understand the great importance of seeking as members only individuals and firms, men of honor. We question whether you will find among any other lines of business any more honorable men.

### Changes in Ownership of Elevator Property.

During the last six months of the year, more changes took place in ownership of elevator property than ever before in double the length of time. As evidence of this, compare our 1913 grain directory with the 1914 and supplements to same, and you will hardly be convinced that such number of changes were possible during this short time. Practically all the properties have changed hands at prices much above cost of construction.

Notwithstanding the many changes made during the past six months, we have increased the membership of the Association. On January 1, 1914, we had 371 members in good standing; January 1, 1915, we had 401 members in good standing, or a net increase for the year of 30 members. However, we should have a membership of at least 500, and you will pardon me for saying that if every member of this Association would make only a slight effort to increase the membership, by explaining to those engaged in the business, who are not now members, the direct benefit they would derive from being affiliated with this Association, and explain to them further that if organization were permitted to drop out of existence for any cause, they would find their business less profitable, we believe that we would have a membership of at least 500 before July 1.

I do not believe that all of the members of this Association fully realize what the organization is doing for their interest and protection. Those of you who are present today, who were engaged in the grain business prior to date of organization, or during the early days of organization, will remember distinctly what they had to contend with, and realize that all of these many reforms have been brought about through persistent efforts on the part of this Association, and other associations of a similar kind. This being a fact, are we not justified in reaching the conclusion that if the grain dealers should decide to withdraw their support from the organization, it would only be a short time until the trade would find itself where it was twenty-five years ago?

### Delayed Re-inspections.

At the last annual meeting, the old question of delayed re-inspections at Kansas City was again brought to the front. After a full discussion of this subject, a resolution was adopted authorizing the president of the Association to appoint a committee to again urge the directors of the Kansas City Board of Trade to amend their rules governing re-inspection. Such committee was appointed and later met with a like committee appointed by the president of the Kansas City Board of Trade, at which time, an agreement was reached, which agreement was submitted to the directors of the Kansas City Board of Trade, who voted to submit to the membership of the Board, the proposition of amending their rules governing re-inspection. A vote was taken by the entire membership on July 10 and lacked twelve votes of carrying. The directors again, on July 14, ordered that another vote be taken on the same proposition. The second vote was taken on July 27, losing by only four votes. The following December, the directors ordered that another vote be taken, and on December 28, the vote showed 115 in favor of a change in this rule and only 31 against. During the convention, our committee appointed by our president, will make a full report upon its work covering this proposition.

### Legislation.

At the present time, six bills are before the Kansas legislature in which every grain dealer tributary to the Kansas City market should be vitally interested.

### Inspection, Weighing and Grading.

House Bill No. 165, An Act in Relation to the Inspection, Weighing and Grading of Grain.—Section 1 of this bill provides that the inspection of grain shall at all times be at the option of the owner. This bill was referred by the Speaker of the Lower House to the Agricultural Committee of the House, of which the present Chief Grain Inspector of the state of Kansas is a member. He objected before the Committee to the provision in Section 1 of the bill above referred to, insisting that the section should be amended making compulsory inspection of all grain that was inspected, or would be inspected, passing through the Kansas City gateway, by the Kansas State Inspection Department. His only argument was that this work should be done by Kansas, and the revenue derived should all be retained in Kansas, and that no foreigner, especially a resident of Kansas City, Mo., should be even privileged to enter a car containing grain, without first obtain-

ing the consent of the Chief Inspector of the State of Kansas.

In arguing further this proposition before the Agricultural Committee of the Lower House, we advised them that an inspection certificate issued by the inspection department of the great state of Kansas was valueless, except as a memento, outside of the state. There is a provision in Section 3 of this bill providing that before any deputy inspector can qualify for the position, he must have had at least three years' experience in the handling of grain. The Chief Inspector took exception to this provision also. Section 4 of the bill provides for a reduction in fees from one cent per thousand pounds to fifty cents per car. Section 5 of the bill prohibits deputy grain inspectors from inspecting a car of grain and making a charge for the service each time the car is stopped within reach or within the jurisdiction of such deputies.

We believe the bill above referred to is an equitable measure and under the terms of this bill, if enacted into law, the Kansas State Inspection Department would be self-sustaining, and the class of deputy inspectors would be improved and better service rendered than we have today. We are not opposed to the State of Kansas maintaining an inspection department; we are, however, opposed to the department forcing, or attempting to force, the shippers of the state, to accept their inspection, whether desired or not, and decidedly opposed to being compelled to contribute to the support of the department whose certificates are of no value after the grain has passed out of the jurisdiction of the department.

#### Protection of Shippers.

House Bill No. 284, is an Act For The Protection of Shippers of Grain and Seeds. Section 1 of this bill provides that every railway doing business within the state of Kansas shall on or before one year from the date of the taking effect of the act, construct and thereafter maintain, in good order, a track or car scale of sufficient capacity for weighing grain or seeds in car load lots and in the car at each and every station upon its lines which has averaged during a period of five consecutive years, shipments of grain or seeds of an amount of 100 cars or more per year. The bill further provides that the light weight of the car must be taken before and after loading, and the said railway company shall give to the shippers a bill of lading setting forth the actual weight of grain or seeds received by it for transportation. Provision is further made that the carrier is to receive one dollar per car compensation for each car so weighed and if they deliver at the destination within one quarter of one per cent of the amount shown in the bill of lading, they will have supposed to have delivered the whole.

We believe that this is the only solution to the shortage problem. We were prompted in introducing this bill on account of the freight claim agents refusal of the different lines operating in Kansas and Nebraska, to pay claims filed for alleged loss in transit. Until about one year ago, claims filed by reputable shippers, having proper weighing facilities, accompanied by an affidavit, with account sales and weight certificates attached, were paid upon presentation. At the present time, as far as we can learn, no freight claim agent is permitted to pay claims of shippers operating country elevators unless same are accompanied by a leak report. Every claim agent you meet insists that in the past they have paid thousands of dollars to claimants for alleged losses that did not exist. On the other hand, shippers insist that the refusal of the claim agents of the Kansas lines to consider claims presented, for loss in transit, without leak report attached, will sooner or later force them into bankruptcy.

At practically every terminal market in the country,

where grain is unloaded, same is under the jurisdiction of the Boards of Trade, who witness the weight as shown upon the scale beam, and also make a physical examination of all cars arriving at the elevator, making a report to the consignee of any defect found in the equipment upon the arrival of the cars at the unloading elevators. The shipper alleges that many of these cars leak while in transit on account of defective equipment or rough handling, or both, but before the cars reach their final destination, repairs are made upon same, and upon the arrival of the cars at the elevator track, no evidence of leak is visible and the cars are reported as arriving in good condition.

There are approximately 400 stations in the state of Kansas at which carriers would be compelled to install and maintain track scales, under this act. The cost of installation would amount to approximately \$2,500 per scale, or a total cost of \$800,000. At the time this is being dictated, the railroad committee of the House having the bill under consideration have made no report, but we are fearful that on account of the plea made by the carriers' representatives, that they cannot afford to go to this expense at this time, they will make an unfavorable report.

Anticipating the refusal of the Railroad Committee to recommend the bill for passage, another bill known as House Bill 649, was introduced, which requires railroad companies to notify in writing, consignors, of all leaking or defective cars, noticed by any of their employees while such cars are in transit. This information, to be made in writing to the consignor within thirty days from date of shipment. We hope to secure the enactment of this law, and if we succeed in so doing, and the carrier's agents make these reports as provided in this act, it will enable the shipper to furnish evidence in support of claims that will make them collectible.

#### The Fire Escape Amendment.

House Bill No. 581 is An Act to Amend Section 1, Chapter 197, Session Laws, 1911, relieving the owner of any elevator or warehouse of less than fifty thousand bushels' capacity, or elevators or warehouses constructed of concrete or steel, or of both, from placing on the outside thereof metal fire escapes as provided in Section 1, Chapter 197, Session Laws 1911. We do not anticipate that we will meet with any opposition in the amendment of this section.

#### To Repeal Tax on Feedingstuffs.

House Bill No. 590 Repeals Chapter 188, Session Law 1913. You are all familiar with this chapter, as practically all you have been compelled to contribute from ten to one hundred dollars or more to the Agricultural College at Manhattan for the privilege of manufacturing and offering for sale, chops made from whole grains. Under the present law, all mills and elevators operating a feed mill merely for the grinding of straight corn, rye, wheat or anything of this character, is compelled to send analysis to Manhattan and pay a registration fee of ten dollars. This we consider an excessive and unjustifiable tax on the milling and grain trade, which must in some manner be passed on to the consumer and producer. We are in favor of anything that will prevent adulteration and keep feeds and all food stuffs pure and to comply with the Federal Food and Drugs Act. In case of any mixtures or blends of foods and feeds we believe that the registration and the placing of analysis on the sacks advising the public of what they are buying is a very good and wise provision, but where the whole grain is merely ground in its pure state it does seem unjust and an unnecessary tax to either the consumer or producer to bear a tax in the shape of any registration fee.

#### Exemption from Registration Fees.

House Bill No. 537 is An Act Amending Only Section

6. of Chapter 188, of the Laws of Kansas, exempting grain elevators and feed mills from paying annual registration fee required by this section.

#### Local Meetings.

The usual number of local meetings were held the past year, and with one exception, they were better attended than usual. We believe that much good results from these local meetings, as they tend to cultivate a spirit of friendliness and good fellowship. Ways and means for handling the grain crop is considered, and the cost of handling and distributing, fully discussed. By all means, attend these local meetings when called in your section.

#### Loss in Transit.

We consider this one of the greatest problems confronting the grain trade today. The refusal of freight claim agents of the different lines to consider claims unless papers supporting same are accompanied by leak reports, and the further refusal of the claim agents to permit the shipper access to track scale weights, and conductor's report covering movement of cars, and the very apparent disposition on the part of the courts to in some instances give the carriers the benefit of the doubt, and the further indifference on the part of the carrier to furnish better equipment makes this a great problem. One of the great questions before us at this time is how to solve this problem. There is now a movement on foot, suggested by the Advisory Committee of the Grain Dealers' National Association, and agreed to by the General Managers' Association, to devise ways and means of ascertaining the cause of excessive discrepancies in the weights of grain. The secretaries of the different state associations compose this Advisory Committee, and the General Managers' Association represents the different western lines. At the first meeting held in Chicago, a full discussion of various causes of grain weight discrepancies and means for their prevention, was discussed and the following plan of procedure was agreed to:

(a) That the suggestions for regulations to govern Scale Installation, and Grain Weighing, in general, for the guidance of grain shippers and elevator operators, as recommended by six of the leading Terminal Board of Trade and State Grain Weighmasters, be endorsed.

(b) That the plan of having the shipper furnish with his shipping instructions, a declaration of the actual weight as determined by him, setting forth the scale, the car initials and number, the drafts and dates weighed, total weight and name of weigher, be approved.

(c) That primary causes of excessive discrepancies between loading and unloading weights of grain be set forth as fully as practicable in order that the same may be dealt with intelligently by the parties interested.

(d) That the proposition of inspecting cars inside and outside, by a representative of the carrier and the shipper, before loading, to insure suitability of equipment for bulk grain, be endorsed.

(e) That the shippers' proposal that, on declined claims, the claimant be permitted on request to see the result of carrier's investigation of car movement to determine whether leakage actually occurred or not, be recommended, provided that the claimant has first shown good faith by a thorough investigation of both the loading and the unloading weights.

(f) The Grain Dealer Secretaries ex-



DELEGATES BEFORE THE CAMERA IN KANSAS CITY

pressed a desire to have established an Appeals Committee or Board of Arbitration to which could be referred disputed claims, thereby avoiding litigation and insuring greater justice in the final disposition and adjustment of claims.

I am hoping that through this medium, a plan can be worked out whereby the cause for these discrepancies may be located, and after located, adjusted. However, a closer co-operation between the shipper and the carrier must be established in order to do this.

We offer the following suggestion for your consideration: Install in each elevator you operate, modern weighing facilities, recognized by the trade and carriers, as standard. Have the weighing facilities examined at least once a year by a competent scale inspector and have your elevator foreman become thoroughly familiar with the workings of the scale, and during the busy season, make an examination of these weighing devices every morning, before commencing the loading of cars. Arrange your house so that you can make a cut-off at least once a month, and check the weights of your wagon scale against your elevator scale to see how they compare. Keep a complete record of these comparisons and we believe that if you will follow out these suggestions, and present the evidence in proper form to the freight claim agents of the different lines, your claims will receive merited attention.

Every elevator in the country can be arranged so that the entire contents of the house can be weighed up as soon as one bin or compartment is empty at very little expense. Always insert in the bill of lading, the exact amount loaded into the car. Tag car on both sides with the official car tag adopted by the association, showing the amount loaded into the car. Do all of this, and if conditions do not improve, then we will be compelled to establish a traffic bureau and contest every declined claim in the courts.

We would further recommend that you make an investigation of all new firms engaging in the grain business, before you do business with them. We would further recommend that the president, at this session, appoint a committee of three to revise our Constitution, By-Laws and Trade-Rules, this Committee to report Friday afternoon. These rules have not been amended or changed since January, 1907.

#### TERMINAL MARKETS

When Secretary E. D. Bigelow was introduced he said that his subject was so broad and the members so well informed that he felt diffident about presenting it, and would do so only in the most sketchy manner. The full subject of the address was "Terminal Markets: Their Opportunities; Duties and Privileges with Reference to Shippers and Buyers, Patrons of Such Markets." Mr. Bigelow spoke as follows:

Grain markets, commonly termed terminal markets, can only be successfully established at important railroad centers and to maintain a market, it becomes absolutely necessary that there should be ample storage facilities. To conduct the business at a terminal market there must be an organization composed of men thoroughly acquainted with the grain business, possessed of ample capital to carry on the business and they must be men that command the confidence of the bankers for it requires enormous banking facilities to merchandise and carry the great stocks at the principal terminal markets. The organization must have strict rules governing its members, rules requiring absolute fairness between members and non-

members. These rules must be enforced that the integrity of the organization may be maintained, commanding alike its own self respect and the confidence of the public doing business with its members.

#### Arbitration of Trade Differences.

Honest differences will sometimes occur and these are usually settled by arbitration which is generally acknowledged as the most satisfactory way of adjusting differences. Under the rules of the Kansas City Board of Trade, a non-member as well as a member can demand arbitration.

Warehouses for the storage of grain, to meet the present requirements, must be of concrete or other fireproof construction that the rate of insurance shall be the minimum. The rate for such warehouses at the present time is \$1.60 per annum for \$1,000. The rate for the antiquated wood construction is \$25 per \$1,000.

There should be, and there are, in the leading terminal markets thoroughly well established either State or Board of Trade Inspection and Weighing Departments with men in charge thoroughly honest and of large experience, commanding the utmost confidence of shippers and buyers of grain and also of the transportation companies.

In order to furnish collateral of undoubted value, it becomes necessary that the warehouse receipts shall be registered and the Registrar shall have full power to enable him through sworn daily reports from the warehouse men together with reports from the Weighing Department or by other means ascertain the stocks to enable him to register and certify to the correctness of the warehouse receipts.

#### A Market for Futures is Essential.

It is also very important that a terminal exchange shall maintain a future market, thus giving the opportunity for dealers and millers to hedge their future purchases and sales. This enables all handlers of grain, sellers and buyers, to avoid undue risk and it gives steadiness to the market that otherwise could not be maintained.

The commission man on the floor of the Exchange stands in the place of the consignor and it becomes his duty to thoroughly protect in every way the interests of his principal. He sees to it that if in his judgment the inspection is not a correct one, a reinspection is called for and not only endeavors to get the best possible price for his commodity but sees that the car is switched without delay and promptly unloaded, thereby enabling him to make quick returns. Another very important function of the commission man is the collection of railroad claims. His knowledge of the business and his facilities enable him to render great service to shippers. This he does without extra compensation. Many of these claims are for shortage, some for losses growing out of delayed transportation, deterioration and losses caused by changes in the market value.

#### Keeping the Spirit and Letter of Contracts.

In the selling of grain, every high minded merchant will see that the grain shipped is of the grade and quality called for in the contract. The member of an exchange has superior advantages for buying and shipping and there can be no excuse whatever for not fulfilling the contract according to the spirit as well as the letter. The volume of business alone makes it possible to handle grain for the small commission or for the close margin between buying and selling.

Many bills are introduced into Congress and the state legislatures for the purpose of controlling the handling of grain. Most of these bills are drawn and introduced by men without experience and if enacted would prove

seriously injurious to the producer, dealer and consumer. It is the duty of all grain associations, national, state and terminal market, to enlighten the public and take every honorable means to prevent these pernicious bills becoming the law. They should also be ever ready to assist in the framing and passage of bills that shall be for the very best interests of all concerned.

#### Other Functions of Exchanges.

A very important function of the terminal market is that of endeavoring to have the railroad rates made just and equitable to the territory tributary to such markets. At an enormous cost, terminal exchanges gather information of every possible nature pertaining to the grain situation from all parts of the world and disseminate the same. All information published through newspapers, price currents, and other circulars is obtained from the exchanges.

Members of terminal exchanges are in position to draw from sections of the country where the production is in excess of the consumption and to supply those sections of this and other countries where the condition is reversed. Thus they are performing a very important and absolutely necessary service and the public has a right to demand not only honesty but also efficiency in the conduct of this—one of the greatest and most important industries of the world.

#### SECRETARY QUINN CALLED UPON

President Bennett introduced Charles Quinn, secretary of the Grain Dealers' National Association. Mr. Quinn was returning from a trip to western Kansas and spoke extemporaneously, comparing the legislative troubles in Kansas and Missouri with those the National Association had to contend with in Congress. He said there were 117 bills now in Congress affecting the grain trade. Of these the two most important were the Pomerene Bill of Lading Bill and the Moss Supervision of Inspection Bill. Of the former he said it had twice passed the Senate and been referred to the House Committee on Interstate and Foreign Commerce. But Chairman Adamson refused to report it out. In this Judge Adamson, apparently, has not the interest of the people at heart, for all the shipping and banking interests have endorsed the bill.

The Moss Bill, he stated, has passed the House and Senator Gore is ready to report it out of committee of the Senate where it will take its place at the bottom of the calendar. Unless unanimous consent is secured from the Senate, it cannot be taken up out of its regular course and as Mr. Reed of Missouri and Mr. Nelson of Minnesota were opposed to it, there seems little chance of its being enacted into law at this session.

He complimented the Association on its record of integrity during this year of turmoil, but went it one better by declaring that not a single member of the National Association had defaulted during the year.

A. L. Scott, of Pittsburg, Kan., moved that a telegram be sent to Mr. Pomeroy of the Agriculture Committee of the Kansas Assembly endorsing the proposed Feeding Stuffs Law and recommending that it be reported without amendment. This



MORE OF THE KANSAS GRAIN DEALERS

would exempt elevators from the payment of the proposed fees.

Mr. Quinn moved that the Association endorse the Moss Bill and write their senators to have it moved to the top of the calendar. Both resolutions were passed.

#### THURSDAY SESSION

The automobile show on Wednesday evening proved too great an attraction so that the session which was scheduled for that time was abandoned. On Thursday afternoon, however, there was a full attendance. Without preliminary, President Bennett called upon H. D. Driscoll, commissioner of the Topeka Traffic Association, to discuss the broad subject of "Transportation." Mr. Driscoll gave some interesting facts from his own experience and pointed out the problems of the future as well as certain improvements necessary, many of which are certain to be made. His address was interesting and well received.

#### EFFECT OF ORGANIZATION WORK

Secretary Smiley announced that the telegrams sent by the Association to the Agricultural Committee of the Kansas State Legislature, and of individual members to their representatives, had been productive of immediate results. The Feeding Stuffs Law amendment, to which the telegrams referred, was unanimously reported out of committee that night without alteration.

#### THE FUTURE OF THE ASSOCIATION

Paul Bossemeyer of Superior, Neb., read the paper which had been scheduled for the evening before. He reviewed some of the things which lay before the Association, including railway demands, Federal legislation and also the necessity of educating the public to the economic importance of the country grain dealers and the service which he renders. He recommended a Committee on General Publicity, to collect educational matter and distribute it to the country dealers, who could insert it in their local papers and otherwise see that it had the proper publicity. He also urged united efforts to increase the membership of the Association.

#### RIGHT OF WAY LEASES

In discussing the subject "How Can We Prevent the Excessive Charges Made by the Carriers for Leases on Their Right of Way?" E. A. Fulcomer of Belleville confined himself largely to abuses of the leasing rights by the railroads. He said in part:

How can we prevent the excessive charges made by the carrier for leases on their right of way? In the discussion of this subject I shall attempt to show the injustice of charges being made by the railroad companies for leases to grain men at country stations, in comparison to shippers of other commodities; rather than to show how to prevent them from making the charges.

When the railroad companies built their lines through our beautiful state they not only asked the dear people for a free right of way through every farm, hamlet, and village through which they passed, but they also asked and in nearly every case succeeded in getting the people to vote bonds—and in many instances the bonds voted were almost sufficient to pay for building the railroad.

In those days when industrial sites were desired for building of factories, elevators, or other business enterprises the railroad companies granted them freely on a nominal rental, the consideration usually being one dollar per annum.

I understand that practically all the railroad companies have advanced the price of leases to owners of country elevators and are using these leases as a source of revenue.

For a man who wishes to engage in the buying and shipping of stock, the railroad companies will furnish absolutely free of charge all the ground he needs on their right of way, and will not require him to sign any lease relieving them from any liability.

Yes—and in addition to this they will build an office, install scales and furnish an expert to keep them in repair, build stock yards, driveways and chutes. They will also lay water pipes, furnish water troughs and water, and even furnish transportation to market and return with a shipment of two cars of stock, or one way transportation with one car. In addition to all this, they furnish feeding pens for the feeding in transit of stock shipped to far-away markets.

"But," you will say, "with all these expenditures and conveniences for the stock shipper, surely he will have to pay proportionately higher freight to make up this difference." Let us investigate and see if this is the case.

A car of stock from Belleville, Kan., to Kansas City, Mo., costs \$32 to \$35, or about one-third as much as an

average car of grain. If a car of grain reaches Kansas City in two to five days we think we are getting prompt service, but if a car of stock is shipped today and is not in tomorrow in time for tomorrow's market, the shipper files a claim for damages and collects from the railroad company.

If a car of stock gets in a wreck, the chances are that the railway company has a big claim for damages—but if a car of grain is wrecked it can generally be nearly all saved and the railway company will lose very little.

The railroad companies seem to give entirely different consideration to operators of elevators at terminals—even going so far in many instances as to allow elevation allowances: While the country elevator owner, who originates the business, pays an unreasonable rental for the ground on which his elevator stands.

I hope to soon see the solution of this problem and the country elevator operator will reap the benefit of the Golden Rule and a square deal.

#### THE INJUSTICE OF FEEDING STUFFS LAW

A. L. Scott of Pittsburgh made an excellent talk on the present Feeding Stuffs Law, pointing out how unjust it was to the chop mill operator. He said in part:

The injustice of the present feeding stuffs law is apparent to any careful observer, who will take the time to read its provisions. A fee of \$10 per annum



SECRETARY E. J. SMILEY WAS RE-ELECTED

is required from all country elevators grinding chop. An additional \$10 fee is required for each kind of grain that is chopped or any mixture of such feeds, etc. It is possible that a country elevator would be taxed \$50 to \$75 per annum. These fees are reappropriated and go to the Feed Control Section of the Agricultural Station. Even corn bran, though sold in its original nature and without mixing of any kind, whatever, requires a \$10 fee before it can be sold. Poultry feed composed partly or all of cracked grains must be registered, bear a stamp tax (a relic of George III). Chemical analyses are required upon each package of all common feeds.

As a result of the operation of this law, whether intended by its originators or not, the honest, legitimate business man pays a fine to the Agriculture College because he is engaged in a legitimate business. Moreover a chemical analysis required on such common grains as cracked corn, wheat, oats, barley, rye, Kaffir, etc., is of no value, whatever, to the consumer. The law imposes a tax upon the mill men of Kansas which goes to pay salaries of certain officials, and without corresponding benefits to the consumer.

If the present law is not radically changed, eventually the people will have to foot the bills. A tonnage tax has been proposed on the theory that it treats the big mills and the little mills alike, but such a theory will not stand the test of analysis. If every sack of feed sold in Kansas is compelled to pay a tonnage tax, however small, to a governing commission, or to the Agriculture College, it will yield an abundance of revenue—a tempting morsel for jobless politicians. Such a law would treat us all alike, but in the end would "skin us all."

There is absolutely no necessity from a public standpoint that salaried inspectors should be chasing round over the state inspecting such common stuffs as cracked corn, cracked rye, cracked wheat, cracked kaffir, etc. However, we would welcome a law that requires uniform packages of feed, 99-lb. or 100-lb. weight, and a heavy penalty attached for any one who short weights or adulterates. Every manufacturer of feed should be compelled to either brand upon his packages or tag in plain letters the true contents and ingredients of each package. If it is composed of

only one kind of cracked grain, let the tag read "Pure Corn Chop," "Pure Wheat Chop," as the case may be. If mixed, let the tag plainly state the percentage of wheat, chop, oats, kaffir, as the case may be. Empower and authorize county attorneys of the various counties to bring prosecutions for any violation of such laws. If the consumer is sold a short weight package, or if he buys a fraudulent or adulterated package, there is no question but what he will "turn inspector" very quickly and a county attorney will be justified in taking action. There should be some sort of uniformity of weights agreed upon by the various states in this territory, that will enable manufacturers to put up their feed in uniform packages that shipments may be made in various states of the Mississippi Valley.

As owners of chop mills, let us encourage our representatives in the legislature to pass stringent laws that will prevent the adulteration or short weight packages, but let us protest against the present unjust law that fines legitimate business men instead of those who might practice deception or fraud upon the people.

In conclusion, I venture the assertion that the greatest danger to the American citizen today lies in the self-arrogated power of various governing boards, both state and national. Often small minds are elevated to public position, and once in power they arrogate to themselves powers never conferred by legislative enactment. It is a matter of common occurrence that these boards once established by a broad and general statute, they arrogate to themselves legislative, judicial and executive duties—such as were never dreamed of by legislative bodies.

Only recently, a city physician of average intelligence stated to me, substantially, and in perfect sincerity, that the State Board of Health originated, executed and passed all laws governing the people. The mistaken views of this gentleman regarding the sources of power, legislative, executive and judicial is, sad to say, too common a view among our governing boards.

If not checked, such policies will fasten a tyrannical bureaucracy over the very lives and fortunes of the people.

Likewise, governing boards in our industry have arrogated to themselves powers and duties never conferred by the legislature. Feed inspectors, like the conscience inspectors of Cromwell's and Jefferson's time, inform us that we must do as they say, and often without regard to the law. Under this system of bureaucracy, inspection has not been business but politics and favoritism. Outside mills have been invited to come in and compete with home industries.

Let the American people wake up to their rights, that there may be a revival of conscience respecting personal rights and individual liberty.

H. A. Foss, chief weighmaster of the Chicago Board of Trade, spoke in high terms of Mr. Scott's paper, and then related the effort made in Iowa to put scale inspection in the hands of the state, which he predicted would result in neglect of the shippers if it became a law.

Mr. Robinson gave a report for the Kansas City Reinspection Rule Committee, which accomplished its purpose, and the Committee was discharged. Mr. Smiley again called attention to the Optional Inspection Bill, now before the Committee on Agriculture at Topeka. Mr. Gaunt, Mr. Wander, Mr. Harrington and Mr. Derby spoke in favor of the Bill, and a motion to communicate with the committee by wire as had been done the afternoon before in regard to the Feeding Stuffs Amendment Bill, was carried.

Secretary Quinn of the Grain Dealers' National Association proposed endorsement of the Pomerene Bill of Lading Bill. The Bill, on motion, was endorsed and the resolution was wired to the Committee in Washington in whose hands it rests.

#### COMMITTEES

President Bennett appointed the following committees: Resolutions, Mr. Work of Ellsworth, Mr. Black of Lebo, and Mr. Fulcomer of Belleville; Trade Rules Revision, Mr. Powell, A. L. Scott of Pittsburgh and F. A. Derby of Topeka.

#### FRIDAY AFTERNOON SESSION

The two sessions scheduled for Friday were combined in the afternoon session, and even for that the delegates were slow in gathering.

#### SUGGESTIONS FOR BETTERMENT

F. A. Derby, of Topeka, read a short paper on suggestions for the betterment of the grain trade, which brought out some old abuses and some that were discussed for the first time so far as we are aware. Among these was the suggestion that the delayed transmission of drafts often causes demurrage charges, as the car frequently reaches its destination days ahead of the draft and bill of lading. The proposed remedy was that the shipper should make his draft payable at a specified bank, destina-

tion, to which it would be sent direct instead of through the usual devious channels for the cancellation of exchange debits among the banks.

Other abuses cited were: The four months limitation on claims in bills of lading; free storage of grain; buying No. 3 grain at No. 2 prices; reversing telegraph charges; not knowing cost of operation; not having written contract with farmers for grain delivery; cut-throat competition with competitors; and inaccurate scales.

In the discussion of this paper two subjects came in for particular notice; free storage, which is against the Kansas law if the grain is mixed; and buying on grade. The storage proposition was condemned by many speakers and it is to be hoped that the practice will soon disappear in the state. The theory of buying on grade was generally approved, but it is doubtful if in practice it is very widely carried out.

#### SECRETARY MOHLER'S ADDRESS

The paper, prepared by J. C. Mohler, Secretary of Agriculture for Kansas, was read by Secretary Smiley. The crops of Missouri were exhaustively and very optimistically reviewed and Mr. Mohler pointed out just how the campaign for diversified agriculture would benefit the grain dealer.

#### FINANCIAL REPORT

The financial report as given by Secretary Smiley and approved by the Auditing Committee, showed total receipts from all sources during the year of \$6,167,448. The expenditures of the Association amounted to \$5,619.68, thus leaving a balance in the treasury of \$547.80.

#### TRADE RULES REVISED

The Committee on Trade Rules Revision recommended that the section on arbitration be amended so that arbitration could be sought by any member of an affiliated association or board of trade as well as by a member of the K. G. D. A. It was further proposed to make the trade rules conform to those of the National Association. The report was accepted and the changes adopted.

#### RESOLUTIONS

The following resolutions were proposed by Mr. Black, Chairman of the Resolutions Committee, and were adopted:

##### Shortage Claims

Whereas, complaint has been made by certain shippers of the state of Kansas that the claim agents of certain railway companies have been refusing to consider claims for shortage unless accompanied by leak reports also that certain railway companies have been refusing shipper access to railway track scale weights and conductor's reports covering the movement of cars, and the practice of certain other railway companies of removing grain from overloaded cars in transit and selling same without notifying shipper, therefore, be it

Resolved, that we the members of the Kansas Grain Dealers Association hereby request that where positive proof of loading weights accompanied by shippers' affidavit and all other terminal papers that claim agents consider claims for shortage in transit without being accompanied by leak reports also that the railway companies shall promptly upon request of shipper furnish conductors' reports concerning movement of cars in transit. Further whenever grain is removed from overloaded cars in transit by the railway companies that the shipper shall be advised at once of such removal.

##### Thanks to Board of Trade

Resolved that this Association express its appreciation of the manner in which the Kansas City Board of Trade and its individual members have entertained us during our stay in their city.

##### Booster Campaign inaugurated.

Resolved that this Association start a booster campaign for new members somewhat along the line adopted by the National Association.

##### Urging Legislation.

Resolved that each and every member of this Association be urged to write, wire or interview his Senator and Representative urging the enactment into law of House Bills Nos. 165, 537, 649 and 581, without amendment.

##### Feed Stuffs Law Amendment Endorsed.

Resolved that we favor and endorse House Bill No. 537 by Claudell and request its passage during the present session of the legislature without amendment and that the secretary be instructed to send a copy of this resolution to the Governor and each and every legislator asking them to support it.

##### Railroad Leases.

Resolved that the secretary of the Association be instructed to take up with the attorney for the Public Utilities Commission the question of excessive charges for elevator leases on railroad rights of way and the authority or jurisdiction of such commission to prevent same.

#### Optional Inspection Approved.

Resolved, that we are heartily in favor of optional inspection; that we do not want compulsory inspection in any form and ask that House Bill 165 be passed without amendment during the present session of the legislature.

Be it further resolved that a copy of this resolution be sent to the Governor and each and every member of the Senate and House of Representatives with the request that they work and vote favorably to this resolution and the passage of this bill.

#### Central to Replace Bushel.

Whereas it is already the custom in practically all of the territory west of Kansas to buy and sell grain on the central rather than on the bushel basis and

Whereas it is even now the practice in this territory to buy and sell cars of 60,000, 80,000 or 100,000 capacity, therefore, be it

Resolved that we approve and endorse a universal use of the central system throughout the United States and respectfully request the National Association and all State Associations and all Boards of Trade to cooperate with us in securing its adoption and that our secretary be instructed to communicate with the secretaries of these other organizations sending each of them a copy of this resolution and requesting their co-operation with us in these efforts.

#### Minimum Weight of Oats.

A resolution of protest against the proposed increase in the minimum car weight of oats was adopted and the secretary was instructed to enlist the co-operation of the National Association and the State Association in defeating it.

#### ELECTION OF OFFICERS

The election of officers in the Kansas Association is done by nomination from the floor and subsequent ballot. Mr. Smith of Linnsburg, and F. A. Derby of Topeka, were nominated for President. Mr. Derby was elected. For vice-president R. W. Dockstader of Beloit and F. W. Gaunt of Alton were nominated. Mr. Gaunt was elected. For secretary-treasurer E. J. Smiley and A. L. Bateman of Hutchinson were nominated. Mr. Smiley was re-elected. The directors were all elected by acclamation as follows: First District, J. A. Geiger, Robinson; Second District, R. A. Dockstader, Beloit; Third District, R. A. Braik, Erie; Fourth District, L. A. Powell, Wichita; Nebraska District, Paul Bossemeyer, Superior, and O. P. Ellis, Ayr.

No further business appearing the meeting adjourned *sine die*.

#### ENTERTAINMENT

The banquet which the Kansas City Board of Trade gave in honor of the delegates was a great success. The menu cards were cleverly worded and the cabaret features of the program much enjoyed.

Besides this joint effort, the various firms were most generous in their entertainment of individual shippers, the auto show, theater, and cabarets affording great opportunities for recreation.

## The Private Wire Hearing

Some Points of Interest and Extracts of Testimony at the Inquiry on Private Wire Service Conducted at Chicago by Special Examiner Smith of the Interstate Commerce Commission

A HEARING was held the first four days of last week at Hotel La Salle, Chicago, before Special Examiner Silas H. Smith for the Interstate Commerce Commission on the question of private wire service. Attorney A. G. Gutheim acted for the Commission, S. H. Robbins and John Hill, Jr., represented the Chicago Grain Receivers' Association, and Chester Arthur Legg appeared as special counsel for a number of commission houses.

The complaint of the Chicago Receivers' Association did not appear so much against the leasing of private wires as to secure better telegraph service which as very many witnesses showed, had deteriorated greatly during the past 10 years.

During the early days of the hearing a number of witnesses were called including Wm. N. Eckhardt, of Pope & Eckhardt Company; W. M. Christie, of J. H. Dole & Co.; C. L. Douglas, of E. W. Bailey & Co.; E. G. Cool, of Philip H. Schifflin & Co.; Gardner B. Van Ness; J. W. Barrett, operating the wire of Logan & Bryan at Pekin, Ill.; H. G. Ward, of Swift & Company, and others, all of whom, for the greater part, testified to the inadequacy of the service rendered by the telegraph companies.

The testimony before the Commission of Jos. P. Griffin, the final day of the hearing was especially lucid and represented very cogently the attitude of the Chicago receivers. We give this testimony substantially in the following:

[Mr. Griffin is on the stand.]

Mr. Robbins: Are you familiar with the part of the grain business that relates to the purchase of grain in the country and shipments from the country?

Mr. Griffin: Yes.

Mr. Robbins: And the selling of grain on commission that is shipped from the country to Chicago?

Mr. Griffin: I am.

Mr. Robbins: The question sought to be brought before the Interstate Commerce Commission by this proceeding, is that of the leasing of private wires to grain houses and the effect of that upon the trade. Will you, in your own way, explain that situation to the commission?

Mr. Griffin: I will be glad to. The grain business is one which must be handled with great dispatch. The commodities we are trading in are liable to frequent fluctuation so that time in the transmission of information, messages pertaining to bids on grain, the reporting of sales, and kindred messages, are the one essential thing. In other words, the one essential thing about business of that character, is that it be handled promptly. In fact, it must be apparent that any person using the telegraph or the telephone facilities does it for the reason that time is the essential thing in the message.

For the past ten years, notably, there has been a great increase in the amount of private wire mileage in the states tributary to Chicago. As I have stated, in response to your earlier question, I was a large buyer of grain for a great many years prior to going in the grain business entirely. It was my custom, before the advent of the private wires, to frequently send out one hundred, two hundred and even three hundred messages a day, to points in Kansas, Nebraska, Iowa and Minnesota, and other states including Illinois, tributary to Chicago. I have on occasion, sent as many as one hundred wires and received my acceptances all back within an hour, going back ten, twelve and fourteen years ago.

In recent years such a condition would not be possible, or at least it was not possible, because the telegraph company in some cases,—well, I think the telegraph would not leave Chicago in half an hour—

Examiner Smith: Now, you say it has not been possible. What do you mean by that has not been possible, that that has been your experience?

Mr. Griffin: That is what I am speaking of, from my experience.

Examiner Smith: The record should show that.

Mr. Griffin: My experience is that the bulk of the messages to interior points in the West, and the grain points tributary to Chicago, if not half of them, at least a very large percentage, it is only a presumption on my part, of course, would not leave Chicago within half an hour. The same condition would apply on messages being sent this way. During the same period of time I have referred to, the man in the country whom I was seeking to do business with was in almost constant communication with the lessees of private wires, telephone and telegram. My experience further was that it was, with the exception of a few terminal points, such as Kansas City, St. Louis, Minneapolis and the larger cities, where competition was very keen in the telegraph business,—a fact that the service to those points was good. The service likewise was fairly good to points such as Des Moines and Sioux City, and some of the larger cities, cities in the neighborhood of 100,000 or more.

The bulk of the grain business, however, at this market, is done in the smaller towns, towns ranging from those which have been called railroad towns in the testimony here, up to towns of 5,000 or 10,000 people. The facilities generally speaking, are entirely inadequate.—(Mr. Benedict here objected and Mr. Griffin continued:)

I was going to testify, your Honor, that with the exception of perhaps one town in twenty, in Illinois and Iowa, for instance, there are no commercial offices in towns of 5,000 or less. I say one in twenty; I think the percentage is greater than that.

To get down to the situation of which I complain as a citizen and as a taxpayer, and as a patron of the public utilities, the telegraph and telephone, the situation became intolerable about four or five years ago. As a user of the telegraph and telephone facilities, I complain that my business is being injured, and that I am being discriminated against, not only in character and quality of service rendered me by these public

utilities, but also in the cost of these facilities. Shall I proceed?

Mr. Benedict: I have no objection so far.

Examiner Smith: Go ahead.

Mr. Griffin: The situation as it applies to the grain business in Chicago, owing to the enormous increase in the private wires, is such that it tends to throw the great bulk of the grain business coming to this market into the hands of those who are equipped to render almost instantaneous telegraph communication between the Chicago market and their clients. As a user of the public wire, attempting to get into these same territories where the private wires predominate, or where they are situated, rather, the service is so poor that it is almost, as a general proposition, impossible to do business over the public wire.

[Mr. Griffin here showed the extent of the growth of the private wire service over a few years ago, and in reply to a question from Mr. Gutheim as to how the extension of this private wire service tended to concentrate the cash grain business in the hands of fewer cash grain houses in Chicago, said:]

For instance, I will take a territory like Bloomington, Ill. There are several private wires in Bloomington and there are drops in surrounding towns like Pontiac, Danville, Decatur and Forrest, and a number of other towns which I do not recall now.

Now, I probably have as many friends there as anybody. For years I have bought millions and millions of bushels of grain down there. I have a splendid acquaintance with the grain trade. It is right close to Chicago, tributary to Chicago generally, and I ought to do perhaps more business in that territory than in any other territory tributary to Chicago. I think I state the positive facts that I have not sent probably five or six wires into that territory in a year, because I had to give it up. I found I could not do any business down there. I had an office in Pontiac, right in that same territory, without any private wire, depending on public facilities and I could not compete with my competitor down there. He got all the business away from me. My messages going to my agent at Pontiac would be delayed, but even if it was the ordinary service, it would not compare with the service rendered by my competitor at Pontiac and surrounding towns having private wires. The result was that I was driven out of that territory, and I probably ought to do more business in that territory than any other man in the grain trade. Does that answer your question?

Mr. Gutheim: Yes. Have you ever considered the matter of going into the operation of a private wire system of your own?

Mr. Griffin: I have given it some little thought, yes.

Mr. Gutheim: What has deterred you from going into it?

Mr. Griffin: There are a number of things, Mr. Attorney. Among others, is the enormous investment it requires, the opening up of branch offices, and so forth. The expense would not be justified by the volume of business which I now do. And, it is not a business where a man of moderate means can possibly enter into it.

Mr. Gutheim: Now, I believe there was some testimony within the last day or two that led me to the conclusion that a strictly cash grain house might have some difficulty in going into the private wire business because of the fact that the ramification of their business would have to be so tremendous. Is there anything in that?

Mr. Griffin: I think so. I think that in order to go into that business one would have to primarily be in the speculative business. As a matter of fact, the cash business is an auxiliary branch of most of the private wire houses, and used very largely, as has been testified within my hearing, in the last several days, to build up their speculative business, their future business.

Mr. Gutheim: Would you go so far as to say there isn't any private wire house that is a strictly cash grain house?

Mr. Griffin: I know of none.

Mr. Gutheim: Considering your experience in the grain trade, would you feel that economically, a strictly cash grain house of any proportion, could afford to maintain a private wire system?

Mr. Griffin: Absolutely not. The private wire could not be maintained without the future business.

[Mr. Griffin stated that he was using the public wires less and less every year, and to the question by Mr. Robbins, if he had made any effort to have the service improved, said:]

Yes, sir. About four years ago, I should say it was, or maybe five, we had an organization on the Board of Trade known as the Receivers' Association. It was made up practically of all of those members of the Board of Trade who were engaged in buying and selling grain to come to this market, and handling grain consigned to be sold on this market. The question of the faulty public service had been discussed at a number of our meetings, and finally at one particular meeting I think it was in 1912, although I may be at fault about the date, but about that time at least, a resolution was offered for the appointment of a committee to take up the general question of the betterment of the public telegraph service. The result was the exchange of a number of courteous letters with the telegraph companies without any favorable results

being accomplished. The service continued as it was before.

[As a further effect of the private wires on public service, Mr. Griffin gave the following instance:]

Mr. Griffin: I have a case here that I would like to be privileged to present. I have a mass of it but I suppose the record is full. But, I have one case where for three days or virtually three or four days, I could not secure any telephonic or telegraphic communication at a point without 85 miles of Chicago and at the same time there were five private wire offices all running within virtually 25 miles of this town.

Mr. Robbins: You mean their wires were in operation?

Mr. Griffin: They had continuous uninterrupted service during that time.

Mr. Robbins: Specify that date.

Mr. Griffin: On or about July 8, it might have been the night or the morning, but sometime in July there was a storm out in northern Illinois.

Mr. Legg: 1914?

Mr. Griffin: 1913. With a result that a good many of the wires were prostrated. On Wednesday morning, July 9, I put in an order over the long distance telephone for my office at Rochelle, Ill. I have a branch office at that point, but do business entirely over the public wires. I waited for several hours and finally secured a report from the telephone company that it was impossible for them to give me a wire connection, and they further told me that owing to the storm it was impossible for them to say when they could give me a wire.

I then attempted to wire over the Western Union Telegraph Company, and in a short time they brought back virtually the same information, so that on Wednesday, July 9, 1913, at no time, was I able to get in either telephonic or telegraphic communication with Rochelle, Ill.

On the day following, July 10, I went through the same operation with the telephone and telegraph companies, and with the same results. About noon of that day, however, I began a little quiet investigation, and I discovered that the private wires of my competitors at De Kalb, Dixon, Shabbona, Earlville and Mendota, all within a radius of about 25 miles, I cannot give you the exact mileage of Rochelle, had continuous uninterrupted service.

I ascertained that information by sending my clerks around to these various people and asking if I could send a wire there, and asking if there wire was open, and they all said it was, and they would be glad to extend me that courtesy. I never availed myself of it, but merely sent the young man to get the facts.

[Mr. Griffin also stated that he was discriminated against in the matter of cost.]

Mr. Griffin: As I stated, your Honor, I contend we are discriminated against not only in the matter of the quality of service, but in the cost. Just as an illustration of that point, the records of the Chicago Board of Trade show that there were 1,442 quotations daily excepting Saturdays, during the month of January, 1915, and an average of 1,003 on the five Saturdays of January, 1915. It is my understanding that virtually all of these quotations are transmitted over these private wires. In addition to these quotations which are thus distributed over these private wires every day, there is a mass of what is described as market gossip, some days running into dozens of messages. In addition to that there are bids on cash grain which every day will probably average not less than 50 per day. In addition to that there are first, orders, and second, executions of orders. I contend that the volume of business which thus passes over the private wire, if it paid the tariff rate which the public generally is compelled to pay, would be ten or twenty times in excess of the cost that the lessee of the private wire pays.

I would like to demonstrate that further, your Honor, if I may by this illustration. A leases a private wire from the telephone and telegraph company running from Chicago to Bloomington, Ill., which we will assume for easy figuring is 100 miles from Chicago. The generally recognized rate for that leased wire service is \$20 per mile per year. In other words, the lessee would pay the telephone and telegraph company of whom he leased the wire a gross rental of \$2,000 per year for that wire. The lessee would then establish an office in Bloomington, and reach practically every person in the grain trade within a radius of 30 or 40 or 50 miles of Bloomington. The business would be gathered over the local telephone lines and transmitted back and forth from Chicago over the leased lines, so that the effect of a leasing of this wire is virtually from one small branch office to give to the lessee of the private wire, at least the bulk of the telegraphic business in grain from two or three counties surrounding the point where the branch office is located. I think that demonstrates the point I want to bring out, your Honor.

Mr. Hill: I would like to elaborate a little on that. Suppose between Bloomington and Chicago there were three drops on that wire for which the evidence shows they pay \$500 a year. Would that not multiply the number of quotations that were sent out as relates to the public, who have to pay public rates? Wouldn't it multiply them three times? That is, in other words, three other offices or four offices altogether would get

that same message, whereas if you were sending a public message you would have to send four telegrams?

Mr. Griffin: Exactly.

Mr. Hill: Four telegrams to each of four stations?

Mr. Griffin: To each branch office, yes.

Mr. Hill: Now, if there were ten offices on that line and they only sent out one-fourth of the continuous quotations which would be about 350, wouldn't each of those ten offices take those 350 quotations off of the wire, and if you had sent that by the public wire wouldn't that amount to 3,500 telegrams?

Mr. Griffin: Yes, sir.

[That ended Mr. Griffin's direct testimony and the cross examination was proceeded with.]

After following along the same general lines indicated by the testimony quoted, the hearing adjourned to reconvene in New York at an early date.

## NEBRASKA GRAIN LEGISLATION

BY T. A. BROWNE.

All interest in grain legislation in the present session of the Nebraska legislature is centered on proposed public warehouse laws. They have been made prominent by reason of an endorsement by the Democratic party of such a law, and that party is in control of each branch of the legislature. It is made doubly important by reason of the expressed hostility towards such law by the extensive and powerful farmers' union and by the farmers' co-operative elevator association. Both organizations are working against the warehouse legislation.

Five bills on the subject are pending, all of them save one being modifications of the existing laws of Kansas, Illinois and Wisconsin. All but the one make the warehouse feature as applied to grain elevators compulsory. In the two previous sessions similar bills have been considered, but have always lost because of the opposition of the co-operative companies. To date nothing has been done other than to hold a joint session of Committees on Agriculture of House and Senate on two of the bills, Senate File 1, which is modeled after the Illinois law and Senate File 30, which is a blending of the Kansas and Wisconsin laws.

At the joint committee session held ten days ago the farmers' organizations appeared in force to demand the killing of the measures. They had their way with them temporarily and the bills were reported out for indefinite postponement, but the party pledge stared the majority members of the senate in the face and they refused the report. Further hearings will be held in the very near future, in an effort to frame a bill which the powerful farmers' organizations will subscribe to. Everyone is up in the air as to what that will be. The farmers do not even want an optional law. They say it will put them at a serious disadvantage in competition with line elevators with access to big terminal warehouses.

After the hostile action of the joint committee Senator Grace introduced a short bill of an optional nature, but carrying a provision that the elevator owner acting as a public warehouseman shall insure all grain in his possession and shall receive as storage charges much less than any existing law provides for.

Senate Files 1 and 30 are duplicated in the House. Each gives the railway commission the power of supervision and each gives the Governor the right to name the state weighmaster. Senate File 30 broadens the scope of the warehouse law to include any other than the grain business. Senate File 1 loses all else in the consideration of the elevator trade. Both provide the same rates of charges for storage as a maximum: 1½ cents for the first fifteen days per bushel, half a cent per bushel for each fifteen days thereafter, but with a maximum of 4 cents per bushel between November 15 to May 15 next.

The Grace bill, Senate File 147, provides that the charge shall be one and a half cents for the first ten days and one cent for each thirty days thereafter, or one-thirtieth of a cent per day. This shall include all costs of handling, storing, insuring and delivering.

The other two Senate bills provide that the warehouse owner shall not be responsible for loss by fire or from heating, the latter affecting corn



## ARBITRATION DECISION

The case of E. S. Stanley Company vs. Quinn-Shepherdson Company came before the Arbitration Committee of the Grain Dealers' National Association on January 20.

The plaintiffs in this case asked for an allowance on a car of oats of inferior quality, according to their statements, and suggested five cents per bushel as amount they thought due them. The evidence consisted of a wire and some correspondence in which plaintiffs made clear that the oats must not contain more than five per cent barley and on shipment of oats on this contract one car was discovered to contain oats with from 10 per cent to 20 per cent barley mixture. However, this fact was not discovered until draft had been paid and the oats had been unloaded. The defendants claimed that

there was no provision in the contract that the oats should not contain more than five per cent barley and that the contract was made subject to draft payable on arrival and inspection of goods.

The committee decided that if the plaintiffs found, on starting to unload the oats, they were not according to contract, and they did not care to accept them on contract, it was their duty to file their complaint and have the matter adjusted then and there. It was also found that the plaintiffs having paid for and unloaded the oats into their warehouse without objection or complaint, constituted a complete acceptance of them. The committee therefore ruled that E. S. Stanley Company had no claim against Quinn-Shepherdson Company and that E. S. Stanley Company should pay the cost of the arbitration.

chiefly. It was at this provision that the opponents directed considerable fire. It was charged that in cases of heating the courts have held that the oldest receipts outstanding must bear the loss.

Advocates of the warehouse laws argued that the tenant farmers will benefit from the law in that they will have a place to keep grain if they move in a period of inclement weather, that banks will loan readily on the receipts where they now must go to the trouble of securing and filing chattel mortgages, that under the new federal banking law these receipts will soon be the most approved form of security to be used in securing loans.

The officers of the co-operative elevator association in turn pointed to the insurance provisions saying that banks would not loan where they have no security against loss by fire or from heating grain. Chiefly, however, they oppose the proposed law because most of their elevators have not the holding capacity of the line elevators, and they think they will be shut out often in the competition. The line elevator owners have not appeared for or against the bills as yet.

Senate File 171, sponsored by Senator Howell, represents the idea of the Omaha Grain Exchange on what a warehouse bill should contain. It permits a warehouse owner to reject grain which does not grade No. 3, and to reject corn which is not dry enough to prevent heating. It would also permit the warehouse owner to order out any stored grain which might be heating. It would give the power of inspection, not to state appointees as the other bills provide, but to the regular inspectors of grain exchanges and under their rules. It provides a charge of 2 cents for fifteen days of storage, in place of a cent and a half. It does not provide for three classes of warehouses as do all the other pending bills.

House Roll 28 is a proposed constitutional amendment affecting the method of voting in co-operative grain companies. It provides that no stockholder shall have more than one vote no matter how much stock he may own. This, it is said, is to prevent wealthy farmers from securing control of farmers' elevators and using them largely as storage warehouses, and by combining with other concerns to fix an arbitrary price of grain locally. The present constitutional provision permits cumulative voting in person and by proxy. The bill has already passed the House by the required three-fifths vote.

House Roll 73 provides that co-operative grain companies may distribute their earnings not only among their stockholders, but also among their patrons. The practice is now followed, but is considered extra-legal. It has been favorably acted upon in committee.

House Roll 468 provides a \$10,000 appropriation for the establishment of a grain testing laboratory in connection with the university agricultural school. The preamble of the bill recites that the purpose is to promote the growth of grain best suited for milling purposes, and that at present only the large mills can afford to have the tests made, and they send their samples to Minnesota.

Senate File 80 repeals the present legal method for testing grain in wagon box and car. In 1909 the legislature prescribed that tests should be by vertical section, but the law is not obeyed and now Senator Grace wants it repealed. The original measure came from the district which he represents.

More than a million dollars' worth of corn to the county is a record that Missouri has made for the year 1914. The yield is estimated at a little more than 175,000,000 bushels. This is an increase of 43,000,000 bushels over the corn crop of the previous year.

North Dakota leads all states in the production of Spring wheat. Of 206,000,000 bushels raised in this country last year, 81,592,000 came from North Dakota farms. It is second in the production of all wheat, rivaled only by Kansas, whose large acreage of winter wheat gives her first place. North Dakota is fourth in the production of oats; third in barley, and first in flaxseed.

## OUR VISITORS



ONE of those who has demonstrated beyond any doubt that the rules of Hoyle can be successfully applied to business is John H. Devlin, head of the hay department of Albert Miller & Co., Chicago receivers and shippers. Mr. Devlin is also the president of the Chicago Hay Dealers' Association, so it will be seen immediately he is a very busy man. Whenever he can spare the time, however, he is always open for a game of cards and he is pretty nearly unbeatable, given fair breaks in luck. Whether he applies business sense to cards or card rules to business does not matter in the slightest, for he has experienced big success in both his business and recreation.

Early in life, up in Glencoe, Can., he had dealt out to him by Fate a splendid hand to carry through life. Our artist has shown this royal flush of "5 E's" which Mr. Devlin managed to hold on to after coming to the United States and with which he has won out after strenuous competition. He has been with Albert Miller & Co. for the past 10 years and has seen it grow from a little firm to one of the biggest in the country. Last month's (January) receipts of hay and straw were over a thousand cars. Mr. Devlin's duties and responsibilities are not light but clutching tightly his "pat" hand he wades through all difficulties with such ease and dispatch that he is envied by many of his business associates.

EVERY time the agricultural pessimists send out long wails of distress about farmers' boys not staying on the farm, we cannot help thinking what would happen to the rest of the world if these self-same calamity howlers had their way. For instance, there is C. N. Ward, at present Iowa representative for the Union Iron Works of Decatur, Ill. Mr. Ward lived on his father's farm near Ottawa, Ill., the early part of his life, and we understand liked agricultural life exceedingly until the call of the outside world came to him and he saw a chance to enlarge his activities.

In connection with his farming work he bought and sold grain for a time, and this put new thoughts in his head. His crops in his own particular part of the farm began to assume an unusual appearance and strange hybrid plants pushed themselves to the surface as shown in the sketch. After gathering his unique crop he became associated with a machinery company in Marseilles, Ill., and later on located with the Union Iron Works, with which firm he has had marked success. Not for one moment do we think that he would not have made a splendid farmer, but somehow or other we think he is filling the niche in the world for which he was intended. The "Back to the Farm" movement has so far not enlisted his personal sympathy and the elevator trade is much the gainer because of it.



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**CHICAGO, FEBRUARY 15, 1915.**

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

#### RESULTS OF THE PAST YEAR

IN the last issue of the *County Agent*, 69 men who are employed as county agents in the Middle West were quoted as to what they considered the most encouraging features of the year's work in their several communities. An analysis of these reports is of considerable interest, for it shows conclusively that the organizations which are at work on crop improvement are on the right track, and that a continuation of the same program is bound to develop, not only an increase in the amount of grain produced per acre, but a better understanding of costs and a more wholesome and attractive country life. None of these results in itself would be potent in keeping the country boys on the farm, but the combination of all of them will result not only in keeping the boys on the farm, but in taking back many who have left, and in putting the business of farming on the sound commercial basis which the importance of the vast interest warrants.

Nineteen of the agents reported that the most important feature of the year's work was in the organization of associations among the farmers and townspeople. Some of the organizations were formed for specific purposes, such as cow testing, etc., but the greater number by far were for general improvement. Perhaps the most encouraging sign of all in this organization work was the formation of 11 boys and girls' clubs. When all is said and done, it is only in the next generation that the big results of this movement will show; and the interest that is being aroused among the young people now will bear fruit when they come into their own as the leaders of the community.

Only the superficial thinkers in the grain trade become impatient with the slow progress

that is made, as measured by their individual gain in the volume of grain handled. The Council of Grain Exchanges and the Bankers' Association can see farther than this, and are quite satisfied with the advance that is already noticeable. When it is remembered what a short time there has been any organized effort toward crop improvement, compared with the centuries of unprogressive farming, the results are encouraging in the extreme.

#### GRADING BY THE BUREAU OF CHEMISTRY

THE recent seizure by the Government of 70 cars of oats consigned to Baltimore and other points for foreign shipment, has again emphasized the need of legislation which will give a definite basis for interstate shipment, such as is attempted in the Grain Grades Act, now before the Senate. On some points the Bureau of Chemistry and the commercial handlers of grain are in disagreement, although since Dr. H. M. Wiley began to find greater emolument as the food expert for a ladies' magazine than in Government service, the grain trade has not been interfered with to any great extent, as the Agricultural Department felt that Federal grading or supervision of grain inspection would cover all the points at issue.

Without warning, however, the Bureau of Chemistry has again taken judgment on natural grain, as a result of which the trade is in a most difficult position. Shippers are made liable for grain sold on sample or on private inspection and accepted by the buyer for what it was, because it does not conform to pure food standards, when the Department has consistently refused to set a standard. There is no recourse. The Government has the whip hand and will hold it until Federal authority for grade supervision is vested in the very department which is bringing the condemnation proceedings.

#### WHERE THE TROUBLE BEGAN

THE first interference with the grain trade by the Bureau of Chemistry, under authority of the Food and Drugs Act, was in December, 1911, relative to 10,000 bushels of salvage wheat which was seized by the Agriculture Department at the Clover Leaf Elevator, Toledo, alleged as being unfit for animal consumption, although expert chemists had declared it perfectly good for such use. This action resulted in a conference on January 31, 1912, between Dr. Wiley and representatives from the exchanges of Baltimore, Buffalo, Chicago, Duluth, Kansas City, Milwaukee, New York and Toledo. At this meeting the question of sulphured oats was given more prominence than that of salvage grain, as Dr. Wiley stated that purifying oats by the sulphur process was a violation of the Food and Drugs Act and that oats so treated would be adulterated, and that shipment would be illegal even though the oats were properly described in the invoice.

The conference also brought out that hot grain should not be sold for feeding purposes if it, in the opinion of the Department, were considered harmful; and that incorrect grading of grain made the shipper liable to prosecution under the Act. On February 6 at Chicago, and at

St. Louis on February 23, 1912, meetings were held by the Grain Dealers' National Association to determine a course of action. As a result a delegation went to Washington on March 4 and had conferences with President Taft and Secretaries Nagel and Wilson. These meetings were successful in that on March 7 Secretary Wilson issued the following order:

The necessary scientific information is not available to enable the Department of Agriculture to judge accurately of the spoilage and grading of grain and hay. In the enforcement of the Food and Drugs Act it is necessary for the Department to have this information. Therefore, the Secretary of Agriculture has ordered the investigations necessary to secure the information. Pending the conclusion of these investigations, there will be no seizures or prosecutions recommended by the Secretary of Agriculture for the shipment to interstate commerce of grades of grain and hay which have for years passed current without question.

When the investigations are concluded, the results will be announced, and if it is found then that the law requires changes in commercial dealings in these commodities, reasonable time will be given for the necessary changes.

During the conference Mr. Nagel, Secretary of Commerce and Labor, gave it as his opinion that the Food and Drugs Act did not include natural grain within its jurisdiction, but the Department of Agriculture let it be understood that it did include grain, and that position has never been successfully controverted. However, since Secretary Wilson's order nothing of moment has occurred to disturb the *status quo*.

#### WHY THE OATS WERE SEIZED

IN LIBELING the oats for seizure in the present instance, the Bureau of Chemistry claims that they are mixed with feed barley and trash in amount sufficient to decrease their feeding value, and that for this reason they are adulterated and misbranded. A fine and imprisonment are possible consequences which the shippers will have to face. It is also alleged that some of the oats are watered to the extent of two to four per cent by weight. If water has been added it might have been done at any time between harvesting and destination, and to fix the blame upon the ultimate shipper without actual proof is wholly unjust. It has been suggested that a settlement of the suit may be possible by separating out the barley and selling the oats for what they are worth. But even if the case is dropped the trade as a whole will be in no better case than at present, for the seizure may be repeated at any time.

#### THE GRAIN GRADES ACT AND THE BUREAU OF CHEMISTRY

WITHOUT specific legislation limiting the jurisdiction of the Bureau of Chemistry under the Food and Drugs Act, is there any positive protection of the grain trade from the technicalities of science or prejudice as opposed to commercial practice and accepted custom? There is a possibility of such protection in the proposed Grain Grades Act, if the Secretary of Agriculture supplements it by the necessary rules. In the form in which it passed the House of Representatives there is nothing in the Act itself to relieve the grain trade of the interference of the Bureau of Chemistry. It provides that interstate grain must be graded according to Government stand-

ards by a licensed inspector; that, if question is raised as to the correctness of such grade, appeal can be made to the Secretary of Agriculture at the point of inspection; that upon proof of wrong inspection the inspected license may be cancelled; but that the shipper of the wrongly inspected grain is liable to a fine of \$200 for the first offense and not to exceed \$1,000 for each succeeding offense.

It is plain that the shipper is made liable for the offense committed by the inspector, though he has no authority over said inspector. Moreover the standards of the Bureau of Chemistry can still be applied to any shipment independent of the commercial inspection. In such a case as that of the Baltimore oats, seizure will still be possible even though every requirement under the Bureau of Grain Standards has been complied with. All of this, of course, unless the rules made by the Secretary of Agriculture for the administration of the Act specifically exempt grain inspected by licensed inspectors. In the Senate serious objection has been made to the power given to the Secretary under the Act, and before the bill passes, this authority may be substantially lessened. So it appears that the only possible relief will be in a bill which will define the limitations of the Food and Drugs Act in respect to grain. As the farmers of the country will be the greatest ultimate gainers of such an Act, the bill should not be impossible of passage.

## MISSOURI WEIGHING CONTROVERSY

ONE can readily understand the indignation that is being manifested by many grain men in Missouri over the announcement by the attorney-general of the state that the weighing bureaus of the Kansas City Board of Trade and the St. Louis Merchants' Exchange are illegal. This indignation was reflected to a large extent in the convention of the Missouri Grain Dealers' Association, and part of the program was devoted to a full consideration of the controversy between the state officials and board of trade men.

As the grain trade is generally aware, the trouble was precipitated by State Warehouse Commissioner Bradshaw advocating, in his annual report, that the present law relative to grain inspection and weighing be so amended that the exchanges will be absolutely forbidden to issue any paper or certificate showing the weight of grain or to make any charge for supervision of weights performed by them on grain when weighed in a public elevator. This report was supplemented by the attorney-general's statement that the present law will cover the case sufficiently to sound the death knell for the exchange weighing bureaus.

The conflict is the inevitable one which occurs every once in so often between officialdom and private authorities. We believe Warehouse Commissioner Bradshaw to be a thoroughly able and conscientious official. He has several times risen above the red tape surrounding petty politics and we believe him to be actuated in this case by the feeling that he has a real duty to be performed. Nevertheless, his angle of observation would seem to be wrong because the grain shippers themselves demand the retention of the weighing bureaus.

Nearly everyone will admit as did J. D. Goodwin, supervisor of weights for the Kansas City Board of Trade, in his speech before the Missouri grain men, that the proper function of a board of trade does not include either weighing or inspection. If the interests of the grain trade can be protected under another system, the exchanges will probably be glad to be relieved of the responsibility. But up to the present time no other system has been developed which can give the same efficient service to shippers and the latter are the ones who should cast the deciding vote. The resolution passed at the Missouri convention should help to prevent adverse legislation as it shows the shippers to be unanimous in their approval of the exchange weighing bureaus. But at the present time it seems as if the question will be fought out in the courts, both sides showing equal determination not to concede anything to the other.

## A THREATENED OBSTACLE FOR HAY

THE hay interests of the country are much concerned in changes which the Central Freight Association proposes to make in the terms governing the movement of hay in that territory. The suggestions provide for a raise in the minimum weight from 20,000 to 22,000 pounds, and the raising of hay from fifth to fourth class freight. At a recent conference in New York of hay men with the Official Classification Committee it was pointed out that, with the 5 per cent advance in rates already granted the change in classification would add 24.7 per cent to the present rates from Michigan, Ohio, and nearby points to New York City.

Such an increase would certainly divert shipments south of the C. F. A. territory, or would stimulate the use of water routes through the Empire State. The outlet for Middle and Far Western hay would be seriously curtailed and the whole trade would suffer, at least till new routes were established. This probable outcome of the proposed changes interested the committee considerably. It is odd how eager the railroads are to retain freight which they claim is unremunerative.

## JOINT RESPONSIBILITY

THE large membership of the Kansas Grain Dealers' Association and the success of the meeting this month, is much to the credit of the dealers in that state. There are still many, however, not only in Kansas, but in every other state where there is an association, who refuse to take any of the joint responsibility in the efforts that are made to benefit the trade, but who are quite willing to take advantage of every bounty or hard-earned advance in position which the association gains. Such men are usually the first to cry out if an inimical law is passed or if a terminal market does not make its rules to conform to what the shipper believes to be his best interest.

The report of the Kansas Grain Dealers' Association in this issue shows what has been done and what is being attempted by that body for the benefit of the shippers of the state. The new reinspection rule at Kansas City is a direct result of the Association's efforts. The amendment to the Feeding Stuffs Law, and the Fire

Escape Law, and the bill governing the inspection, weighing and storage of grain will be urged by the Association with much greater effect than could be accomplished by individuals. All the dealers will benefit by these efforts. It is only the selfish egoist who refuses to do his share by becoming a member of and supporting the Association.

## THE SCAPEGOAT

THE protest against the rise in price of flour has taken the form of a Government investigation of the grain exchanges, the high price of wheat having been attributed to speculators and manipulators in the pits. In the face of these investigations wheat has continued to advance in all positions. The key to the situation is seen in the cash market, which has kept step with the May option during its most spectacular leaps. Europe will need more wheat before next July than the probable supply can satisfy. It is willing to pay fancy prices, and as long as operators have the grain to sell they will export it as advantageously as possible. The most alluring offers fail to move the farmers who are holding their supplies. There are in the neighborhood of 50,000,000 bushels over and above our needs still on the farms or in country storage. Early in the crop year the Government was at pains to advise the farmer to hold his wheat for better prices; now that he has done so and by so doing has contributed materially to the high prices, somebody must be the scapegoat; for of course it would never do to blame the farmers, and so the grain exchanges are turned into the wilderness to suffer the sins of the people.

## LAKE BILLS OF LADING

WHEN the lake shippers and carriers' associations met in conference in Detroit last month they agreed upon a new clause in the bill of lading which would relieve the carriers of liability for shortage in out-turn of cargo over  $\frac{1}{4}$  bushel per thousand, tare allowance. On the other hand, the shipper gets the benefit of the overrun, which formerly went to the vessel owner. The new clause is as follows:

The vessel shall make no claim for any over-run in the out-turn of cargo, and assumes no responsibility for shortage, but shall allow a fixed amount of  $\frac{1}{4}$  bush. per thousand as tare, to be deducted from the freight. All grain on board is to be delivered and freight is to be collected upon actual out-turn. Where two or more shipments are carried in the same compartment of the vessel, the shortage, if any, resulting upon unloading the last of these, shall be borne pro rata by the shippers.

In spite of the agreement, the matter was placed before the Dominion Grain Commission on January 13, who demanded that the request for adjustment be made in writing and then the Grain Act could be amended if necessary. When both parties in the transaction are in agreement it seems unnecessary to bring the Government Commission of either country into the matter, as they have quite enough to do settling actual disputes. The shippers' committee, appointed to work out an insurance plan for taking care of shortage and overage, will probably devise an acceptable scheme to provide against losses.

## EDITORIAL MENTION

The wise farmer is already laying in his seed supply for the Spring planting. Eleventh hour prices are liable to be excessive.

Minneapolis took the flax receipts honors away from Duluth last year. Nearly everyone in the city can now wear a poultice.

It is predicted that Europe will soon wake up to the fact that corn flour makes a fine mixture with wheat in bread. We might use it to advantage in this country.

Secretary Mohler is a grand little figurer when it comes to checking up Kansas crop returns. Kansas farmers make the steel trust look like a hungry Belgian.

Talking about "high" wheat how is this: A farmer near Cripple Creek, Colo., raised a dry crop of wheat yielding 30 bushels to the acre and it was grown at an altitude of 9,300 feet.

Durum stock is booming as high as Sears-Roebuck when the melon cutting was announced. The high premium, says Julius H. Barnes, will mean a greatly increased area sown to Durum next spring.

The proposed embargo on foodstuffs is receiving serious consideration only long enough to dismiss it. The actual need of the starving people of Belgium is a higher motive for Americans than five-cent bread at home.

George S. Loftus, *et al.*, continues to spend North Dakota's money (in his dreams) on a terminal elevator in St. Paul. If the N. D. solons fall for the spellbinders, George S. may prove a second Joseph. You remember Joseph?

Action on the Grain Grades Act at this session of Congress is becoming more doubtful each day. Yes, Gwendolyn, we know it is more important than the Shipping Bill, but it doesn't happen to be an administration measure just now.

The Birmingham, Ala., *Age Herald* says that from present outlook next year will be a *baner* year with the farmers of that state. If said farmers plant corn, oats and wheat instead of cotton the year may be of the *baner* variety.

Neutral countries in Europe are now following the example of some of the belligerents and establishing government monopolies of grain to overcome difficulties. Denmark and Switzerland are the latest nations to take control of grain importations.

The Equity Society, inaugurating a new Passover feast, has virtually painted with blood the doorpost of its friends in the North Dakota legislature, leaving those who oppose the St. Paul terminal plan to political death. The Angel of the Passover was the instrument of destiny in the reign of Pharaoh; perhaps a gentleman who in reported to be immune to heat

will be the instrument in the reign of Loftus. The methods in politics of the Society of Equity certainly smack of brimstone.

The increase in acreage is only the beginning of a larger crop. Proper seed selection, fanning, and formaldehyde treatment for smut will do as much or more to increase the yield. This should be the first and the last word of all elevator managers to their farmer friends.

The reports on the foodstuff situation of central Europe are as changeable as a woman's mind. All the Governments have gone into the produce business so it is pretty certain that the relations between the common people and the staff of life are somewhat strained.

Members of the Canadian legislature are suggesting that the Government contract for all No. 1 hard wheat raised in the Dominion this year at \$1.25 per bushel. That would average about \$1.50, seaboard. Which is liable to be a pretty good spec. in this year of vanities, 1915.

The actual expenditures for war in Europe for the first 170 days is figured by an English economist at about \$8,500,000,000. This does not include loss of property and lives, nor loss of trade. If the whole cost could be computed the peace advocates would need no further ammunition.

Old King Cotton still reigns in the South but his throne is tottering perceptibly. Latest figures show that the amount of oats sown in the Cotton Belt last Fall was 102 per cent more than in the previous years. Prospects also indicate greatly increased acreage in corn, oats and wheat.

Theorists are working out what will happen to trade after the war. Better spend the time in improving the trade during the war; talk prosperity by advertising, buy your supplies now, make your plans for repairs and building at the earliest convenient date, and soft pedal on the war stuff.

A seed wheat which is guaranteed to produce 100 bushels to the acre is being marketed in the Moose Jaw, Sask., district for \$25 per bushel. It is called Egyptian King and may be a first cousin of the "Miracle Wheat," which Pastor Russell sold a few years ago at \$1 per pound. We believe in signs but not in miracles.

Track scales form an item of railroad equipment that is generally overlooked by the public but it was brought out at the meeting of the National Association of Scale Experts at Chicago last week that more than \$1,500,000 was expended last year by the railways for new scales. This averages something like \$50,000 for each road.

Germany, through Vice-Chancellor Delbrueck, has now given assurance that grain imported from America will not be used for the German army or the War-Grain Company, but will be allowed to proceed to the original consignee. This would be very reassuring to American grain shippers so far as the German end is concerned, but whether England will modify

her contraband order in order to allow shipments to the enemy is very doubtful. The status of the *Wilhemina*, at present in an English port awaiting the action of the prize court, must first be determined before extensive shipments are made to the Teutonic nations.

Chicago brokers are requiring 30 cents margin on wheat in the effort to stop speculative buying by an uninformed public. The future wheat positions are liable to violent fluctuation and when those people who want to get something for nothing lose their money, we shall probably have another outcry against the "price manipulators."

The effect of demonstration has been used to advantage in the Philippines where a battery of cooks, expert in the preparation of corn pone, hoe cakes, corn meal muffins and the like, have created a wild desire in the native population for more of the same kind. As a consequence a very material increase in the corn acreage of the islands has been planted.

The question recently came up: Has a receiver the right to examine a car of grain before paying the draft with bill of lading attached? The railroad refused to break the seal. It seems good law that the railroad, upon signing the bill of lading, becomes agent for the seller and as such has no right to refuse examination of the goods before payment of draft.

River traffic in the United States, in spite of our many long navigable rivers, averages very short runs. The speed is from six to ten miles an hour. The cost for farm products ranges from nine-tenths of one per cent for some cotton traffic to forty per cent of the farm prices on hay. There is a conspicuous range in the rate of each commodity on the different streams.

A picture designed on the futurist plan, which nobody can understand but the artist, was recently painted by the Administration at Washington. In the foreground is an investigation of the high price of wheat, and in the background the speech of our Chief Executive which boosted grain six cents in the Chicago grain pit. The middle distance is a befuddled blur.

To Iowa goes the honor of being rated the banner crop state for 1914, according to statistics just issued by the U. S. Department of Agriculture. The value of the thirteen principal crops grown amounted to \$351,450,000. Texas, the former proud possessor of the honor, dropped to third place with crop value of \$288,335,000, while Illinois annexed second honor with \$319,656,000.

The day of the old itinerant lightning rod man, with his cheap and inefficient methods of installation, is passed but not so the lightning rod itself. Every elevator not equipped with a lightning rod is taking big chances and it would pay the owner of such a house to read very carefully the article of a contributor in this issue. The season of thunderstorms is approaching and a little care and small expenditure may prevent a severe fire loss.



CHAS. ENGLAND  
Baltimore, Md.

## NEWS OF THE TERMINAL MARKETS



C. C. MILES  
Peoria, Ill.

### ELECTION AT MONTREAL

W. H. D. Miller has been elected president of the Montreal Corn Exchange Association for the coming year and T. H. Reeves treasurer. James Carruthers was re-elected by acclamation as chairman of the Board of Review.

### DULUTH BOARD OF TRADE HOLDS ELECTION

Officers to serve on the Duluth Board of Trade of Duluth, Minn., were elected late in January. They are: W. C. Mitchell, president; M. L. Jenks, vice-president; Julius H. Barnes, Chas. F. Haley and D. T. Helm, directors.

### NEW HOME OF OMAHA GRAIN EXCHANGE

It is expected that work on the new building for the Omaha Grain Exchange will be well underway by Spring. The original plans have been changed somewhat and the building will now be six stories high, topped by a dome, and the Exchange will occupy the entire top floor. It is said that every member of the Exchange has signed up for space in the new building.

### NEW OFFICERS FOR THE QUAKER CITY EXCHANGE

The annual meeting of the Philadelphia Commercial Exchange was held late in January at which the following officers were elected: President, Louis G. Graff [re-elected]; vice-president, C. Herbert Bell; treasurer, Joseph W. Beatty.

Directors for two years are: P. B. Markley, Geo. C. Shane; Horace Kolb, Charles Hall, W. S. Woodward.

### INVESTIGATE PRIVATE WIRE SERVICE BETWEEN EXCHANGES

There was a hearing in Chicago February 8-10 before Special Examiner S. H. Smith for the Interstate Commerce Commission, on the present arrangements between private wire houses and the various telegraph companies with the view of ascertaining whether there is any violation of the interstate law in such contracts. A report of the hearing is given on another page of this issue.

### STEADY DEMAND TO CONTINUE

"Impossible to read news of foreign conditions and not believe in a steady demand for our wheat on the part of Europe. The only real chance for competition is Argentine. The freight situation is against Argentine shipments. It's not a question of how much wheat they have for export, but how much they can get to Europe. Argentine stocks are piling up, with freights advancing and severe competition for carrying space.—Southworth & Co., Toledo letter, February 9.

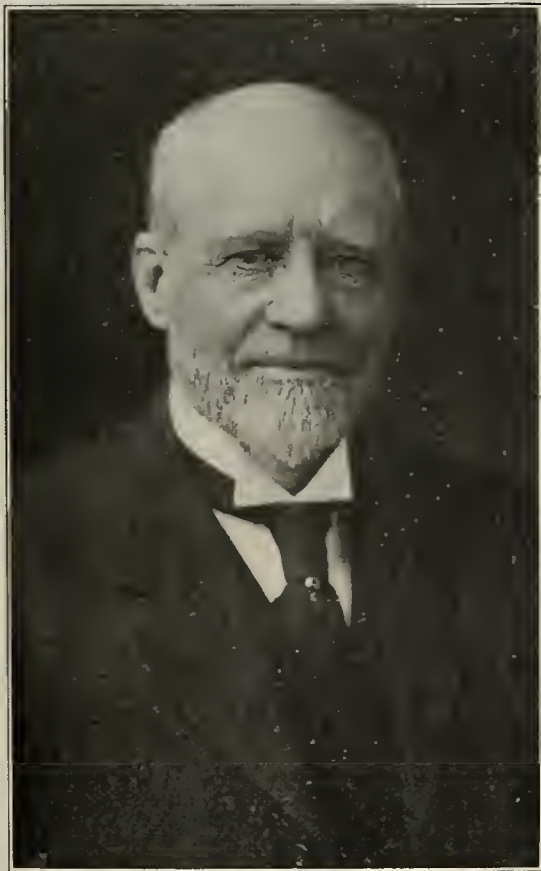
### A CORN OPINION

The rush of corn appears to be over. The movement to primary markets is rapidly lessening. Country roads are threatening to break up. The farmers who still hold corn do not appear to be anxious as to the outcome; they are independent. Undoubtedly a large amount of corn sold in January for February shipment for export, will show up in the clearings for this month, and it is improbable that there will be any further large increases in the visible supply. That it is a large supply cannot be denied, but we believe this will eventually turn out to be a fortunate circumstance. It is mostly in Chicago where they have practically

no wheat left, and cash values the last few days show every sign of hardening and getting much closer to the May corn. That the latter is largely oversold must be granted, and we believe the prices of futures will be sensitive and likely to work to a higher level before this month is out. There is some Argentine corn talk going the rounds, but authorities in New York figure that with ocean rates and insurance as it is, Argentine corn would cost delivered either this country or Europe about \$1.13 per bushel.—T. A. Grier & Co., Peoria, letter, February 12.

### DEATH CALLS L. J. LAMSON

The last call for Lorenzo J. Lamson, senior member of the firm of Lamson Bros. & Co. of Chicago, came as kindly as comes the shade of night at the



THE LATE L. J. LAMSON

close of a useful day. He was 74 years of age and for 41 years had been a continuous and active member of the Chicago Board of Trade. In spite of his advanced years Mr. Lamson appeared in the best of health and had been on "Change" February 1, only a few days preceding his death when he chatted with a number of friends. But pneumonia set in, which resulted fatally after a brief illness.

Mr. Lamson was born in Freeland Corners, Ill., October 1, 1840, and removed to Chicago shortly after the great fire of 1871. Soon after his arrival he founded the present grain business and was shortly joined in the enterprise by his brother, S. W. Lamson. The business grew with the growth of the city and the rapidly increasing population of the western farming districts until it occupied, and remains, one of the most prominent grain commission firms doing business on the Chicago Board of Trade. At its annual banquet to its employes in January some 75 people were present, showing that Mr. Lamson builded soundly and well, and he remained at the head of affairs until his demise.

The interment took place at Hope Cemetery. Mr. Lamson is survived by his widow, a son, W. A. Lamson, and daughter, Mrs. Josephine Lamson Gates.

The business continues unchanged by S. W. Lamson, W. A. Lamson, Leslie F. Gats and others who have been identified with its affairs for many years.

### CULPAM FERAT QUI MERUIT

"It is popular to blame high prices on manipulation. War and Nature are the big manipulators this season. There is no Leiter. War closed the Dardanelles and cut off Russian and Danubian exports. War destroyed part of Europe's crops and decreased their acreage last Fall. Nature donated Canada the shortest crop in years. Nature made Australia an importer instead of a liberal exporter. War gods are the villains. The public should be fair and put the blame where it belongs."—C. A. King & Co., Toledo, market letter.

### OPPOSES PRIVATE LEASES OF ELEVATORS

At a special meeting held early in February the New Orleans Board of Trade adopted a resolution to the effect that the Board opposed the leasing of elevators to private individuals, by the railroads owning or controlling terminals in New Orleans. The action was taken as the result of the report that the J. Rosenbaum Grain Company of Chicago, had made overtures to the New Orleans Terminal Company for leasing the Chalmette Elevator, and that other grain interests were negotiating with the Illinois Central and Texas & Pacific Railroad Companies for the leasing of their elevator properties.

### NEW YORK EXPORT OUTLOOK

L. W. Forbell & Co. of New York City, in February letter say of oats:

"Export business at times liberal, but in smaller volume than recently. There are large unfilled orders here, but at limits considerably below the present level and the visible is of record size. This is a guarantee that there will be no scarcity in the near future. Domestic requirements have not increased materially, so that export business is depended upon to maintain values. Local dealers are now replenishing stocks on the weak spots.

"The belief is general that the foreign demand for wheat will continue uninterrupted and result in a much higher level than at present exists. There is no export demand of consequence for corn and domestic demands are disappointing in volume."

### FEBRUARY WORLD WHEAT POSITION

"The February World Wheat Position suggests nearly exhausted June reserves in all exporting countries outside of India and Russia," say E. W. Wagner & Co., Chicago, in February letter. "Peace alone will release the Russian surpluses. By the end of July the Argentine should have shipped 80 per cent of its surplus.

"India will ship in May, but her surplus does not promise beyond an average of 50,000,000. If Russia could release her surpluses the situation would become instantly bearish, as there would be 300,000,000 bushels wheat for foreign buyers, whereas the immediate world surplus is around 200,000,000.

"U. S. March wheat reserves of around 170,000,000 on the 1915 world outlook will be moderate. On the basis of the enormous exports and the farm movement, they should not exceed this figure. On the basis of fully 260,000,000 to 275,000,000 U. S. wheat exports for the 1914-15 crop year, wheat prices should continue at record levels.

"Russia is of course the one and only country with liberal grain export reserves. The 197,000,000

export surplus of the other wheat nations should be swept away when June and July arrive. The Russian surplus has apparently a greater coming influence on our July and September wheat, corn and oats than on our May grains.

"February has brought the highest May wheat price for the period in probably 27 years. In May, 1898, May wheat sold at \$1.85. In June, 1909, cash wheat found buyers at \$1.60. In the Patten year the May high was \$1.35½. January brought evidence that our entire 1914 wheat surplus will be abroad by June. It failed to bring any reliable and close estimates of 1914 continental grain productions, the yields of several big countries apparently being below the December approximations.

"On the new crop news, it is questionable if the 13 biggest countries in Europe will raise 1,650,000,000 wheat versus 1,660,000,000 (as approximated) in 1914 and 2,024,000,000 in 1913. Their rye crops also promise to run much below recent averages. If we allow 60,000,000 for U. S. February, March and April exports of wheat and flour, our total exports to May 1 will be near 270,000,000. Thirty per cent of the crop of 894,000,000 will have passed abroad."

#### CHANGES IN MEMBERSHIPS

**Baltimore.**—Maurice H. Grape, Frederick H. Teller, Wm. E. Hudson and Duane H. Rice were admitted to membership in the Chamber of Commerce during January. The transfers were Henry Neser, Herbert E. Rycroft and S. H. Ruth.

**Chicago.**—Secretary Merrill of the Board of Trade reports the following new members admitted during January: Edwin A. Bowles, John R. Boone, Warren L. Lobdell, Chas. A. Krause, Orla A. Severance, Guy A. Moore, Jos. J. Manning, Daniel C. Miller, Alfred P. Walker, Heber Hord, Wm. H. Cunningham, Burt P. Munson, Kenneth J. Muir. The memberships transferred are: Sanford F. Reese, Herman C. Grabo, Wm. G. Dilts, Jr., I. M. Simon, Chris. Strassheim, Joseph K. Witzel, John H. McReynolds, G. T. Donnell, Fred'k H. Brennan, Jas. M. Maguire, Gordon B. Beil, Est. of Harry Woods, Est. of Chas. B. Burt.

**Indianapolis.**—At a meeting of the governing committee of the Board of Trade the following were admitted to membership: Phny M. Gale, 818 Board of Trade Building, Indianapolis; Chas. B. Jenkins. Noblesville Milling Company, Noblesville, Ind.; Walter J. Kemp, Correspondent, Lamson Brothers & Co., Board of Trade Building, Indianapolis; John Wilson, Rochdale, Ind.; H. E. Ritcher, Cincinnati, Ohio; J. F. Russell, Garland Milling Company, Greensburg, Ind. Special membership was allowed the following: Alfred Brandeis, Louisville, Ky.; B. S. Gale, Indianapolis; J. C. Jordan, Indianapolis; John S. McDonald, New Albany, Ind.; Arthur C. Schuff, Louisville, Ky.; Edward B. Terrell, Cincinnati, Ohio; R. L. Callahan, Louisville, Ky.; Breaux Ballard, Louisville, Ky.

**Kansas City.**—C. M. Woodward was admitted to membership on the Board of Trade on transfer from W. F. Redmon.

**Milwaukee.**—The new members of the Chamber of Commerce are Erwin P. Nusslock, Albert Rothschild, Sam H. Steele, W. A. Zahn and Sherman E. Trask. The transferred memberships are N. M. Kent, W. P. Walsh, H. D. Sturtevant, Chas. A. Krause and Clarence G. Bogart.

**Richmond.**—The Saginaw Milling Company of Richmond has been admitted to membership in the Richmond Grain Exchange.

**San Francisco.**—Burr Fisher of the Fisher Flouring Mills Company, was admitted to membership in the Grain Trade Association.

**St. Louis.**—New members of the Merchants' Exchange are reported by Secretary Eugene Smith as follows: F. W. Lund, Jr., H. H. Hortsman, Edwin L. Foell, Geo. M. Deibel, H. F. Grundmann, Walker MacMillan, Albert F. Woelfle, Wm. T. Bledsoe. The following memberships were transferred: W. M. Atkinson, P. B. Fouke, H. L. Brinson, James A. Reardon, Chas. A. Schreiner, Myer Lehman, John F. Sullivan, Robert Ranken.

#### DEATH OF NORMAN B. REAM

The death of Norman Bruce Ream occurred in the Presbyterian Hospital, New York City, February 9, as the result of an operation for intestinal trouble. He was 71 years of age and was especially known to Chicago and the grain trade through his association with the stock and grain business of the city commencing in 1871 and lasting until he departed for New York in 1895.

Mr. Ream was born on a farm in Somerset County, Pennsylvania, November 5, 1844. He worked on the farm in summer and attended school in the winter and when the Civil War broke out enlisted as a private. He was twice wounded and resigned with a lieutenant's commission.

He came to Illinois in 1866 and after a varied business career which included the operation of a general store at Princeton, Ill., and a grain business



Photo by Chicago Evening Post.

#### NORMAN B. REAM, DECEASED

at Osceola, Iowa, he removed to Chicago. It was there that his real career began.

On his arrival at Chicago he established the commission firm of Coffman & Ream. He continued with the firm until 1878, joining the Chicago Board of Trade in 1875. On the Board he was the silent partner of Geo. C. Ball & Co. for two years when he established the firm of N. B. Ream & Co. In 1880 R. W. Clark bought into the business and in 1884 the concern became R. W. Clark & Co., with Mr. Ream as a special partner. His offices were then in the Republic Building on La Salle, near Monroe, and he acted as broker in handling grain for men like Marshall Field and was closely associated with Charles Singer, John Cudahy and Nathaniel C. Jones.

He was a very successful trader and his success in Chicago was duplicated after he reached New York. At the time of his death he was a director in very many large corporations and possessed of a large fortune. He is survived by his widow, Mrs. Caroline Putnam Ream, one daughter, Mrs. Marion Ream Stephens, and two sons, Norman P. and Louis M. Ream.

#### TERMINAL NOTES

William Murphy was recently elected president of the Kansas City Grain Club, succeeding H. T. Mulhall.

Lamson Bros. & Co. grain commission firm of Chicago, Ill., announce that Harry H. Lobdell was admitted as a co-partner on February 1.

A. B. Black of the grain firm of Charles Kennedy & Co., of Buffalo, N. Y., left recently for Florida, where he will pass the balance of the winter.

A petition in bankruptcy has been filed against the D. W. Ranlet Company, engaged in the grain and feed business at Boston, Mass. The creditors

filing the petition included C. S. Burnham, of Holyoke, and others, the claims aggregating \$7,811.50.

Eugene L. Doherty and Ira Smith have formed a partnership to engage in the grain business at Minneapolis, Minn. Offices are in room 57-A Chamber of Commerce.

At the annual dinner of the St. Louis Grain Club held the latter part of January, J. O. Ballard was elected president; C. L. Niemeier, vice-president, and W. B. Christian, secretary.

The Campbell Exporting Company is a new exporting firm recently organized with a capital stock of \$50,000 at Mobile, Ala. Grain exports will be included as a part of its business.

It is expected that Kansas City will have a new 500,000-bushel terminal elevator. It is to be built by the Chicago & Alton Railway and, if present plans are carried out, will be completed by harvest.

William A. Campbell, well known member of the Chamber of Commerce of Boston, Mass., and engaged in the grain business in that market, was married recently to Miss Adelaide Dean Goodwin of Bellows Falls, Vt.

The P. B. Mann-Anchor Grain Company of Minneapolis, Minn., recently went into the hands of a receiver on action started by out-of-town stockholders. It is expected the assets will fully meet all liabilities.

P. P. Donahue and W. P. Bishop represented the Milwaukee Chamber of Commerce of Milwaukee, Wis., at the third annual meeting of the Chamber of Commerce of the United States at Washington, D. C., February 2-5.

The Keusch & Schwartz Company, grain commission and export merchants of Chicago and New York, has added a feed department to its already extensive Chicago business. J. E. Cairns is the manager of this department.

The Chesapeake Export Company Inc., of Newport News, Va., has been incorporated with a capital stock of \$5,000 to conduct a general warehouse and grain business. Alfred Littlinger is president of the new firm and John H. Stearns, secretary.

In publishing the new officers of the St. Joseph Board of Trade, in the January issue, we were misinformed as regards the treasurer and secretary. The office of treasurer is filled by J. L. Frederick, who was re-elected, and H. L. Dannen is secretary.

H. E. Emerson, recently chief deputy inspector of grain at Duluth, Minn., has been appointed chief grain inspector at Minneapolis, Minn., in the place of F. W. Eva, who died recently. Charles F. Maxfield, formerly in the inspection department at Minneapolis, has taken Mr. Emerson's place at Duluth.

The contract for the construction of the Southern Pacific Company's new 1,000,000-bushel grain elevator at Pier 41, Galveston, Texas, was awarded to the grain elevator department of James Stewart & Co. of Chicago. The cost of the elevator will be approximately \$500,000 and it will be ready for operation by June 1.

Seth Catlin, the cultured inspector of grain for the Boston Chamber of Commerce, has been reappointed to that office. Mr. Catlin is very fond of James Russell Lowell's poems and always has a copy with him when traveling to the meetings of the Grain Dealers' National Association, of which he is a popular member.

The members of the Hay and Grain Exchange of Pittsburgh, Pa., gave an entertainment and smoker recently at which W. N. Gordon, the president of the Exchange, had charge of affairs and D. G. Stewart presided as toastmaster. Mr. Stewart is the oldest member of the Exchange and gave a very interesting address on its growth and history.

A new grain firm under the style of Mountcastel & Merrill has been formed at Ft. Worth, Tex., to carry on a general grain brokerage business. C. C. Mountcastel has been for the past thirteen years manager of the Ft. Worth branch of the J. Rosenbaum Grain Company of Chicago and R. I. Merrill has held the post of assistant manager for the same



# TRADE NOTES

The Ellis Drier Company of Chicago has been awarded the contract for the large new drier for the new Sunset Elevator at Galveston, Texas.

The Monarch Engineering Company of Buffalo, N. Y., has been awarded the contract of the Eastern Grain, Mill & Elevator Corporation for a new 1,000,000-bushel fireproof concrete grain elevator at the port of Buffalo. The new elevator will be completed by August 1.

The Maroa Manufacturing Company of Maroa, Ill., has inaugurated the elevator building season by publishing an attractive booklet on its Boss and King Car Loaders. The illustrations are unusually handsome and the good points of these loaders are set forth in a plain, convincing manner.

The January issue of *Webster Method*, published by The Webster Manufacturing Company of Tiffin, Ohio, is given over almost entirely to lines of conveying machinery. A number of installations in large plants are shown and the volume is published in its usual attractive style and profusely illustrated.

The Invincible Grain Cleaner Company of Silver Creek, N. Y., held its third annual banquet and dance on the evening of January 27. Fully 150 sat at the table and the occasion was graced by the presence of all the officers of the company and nearly all the representatives. There were some good speeches, good music and a good time generally.

The Joseph Dixon Crucible Company of Jersey City, N. J., calls attention to Dixon's Silica Graphite Paint, the paint that defies rust and decay, in its publication "*Graphite*" the February issue of which we have just received. Graphite, like corn, is put to many surprising uses, and the February issue of this magazine tells of many of them in a very interesting manner.

The J. W. Linkhart Company of North Vernon, Ind., is presenting to the grain trade its Economy Cracked Corn Separator and Grader. This is distinctly a new invention and has been the result of much study on the part of the manufacturers to produce a machine that is perfect in all respects. It is therefore, simple, easily operated, requiring little space and power. Samples of its work will be sent free to all interested parties.

The International Sugar Feed Company of Minneapolis, Minn., has a special service department for coaching its patrons on how to sell International Feeds. In the first place, they say, International feeds are made right, and what is well bought is half sold. The company has a record of 360 full carloads of International Dairy Feeds sold through exclusive dealers in 30 days. The company invites correspondence on its complete propositions to dealers.

One of the best recommendations that a machine can have, is the number of plants successfully operating it. Wm. H. Emerson & Sons of Detroit, Mich., point to over 1,500 grain elevators now using the Emerson Wheat Tester. This machine leaves nothing to guess work but tells accurately the exact dockage of every load of wheat. In these days of exact grading of all grains, it would seem that a machine of this character would be a real time and money saver in every grain plant.

The suggestion, made by H. D. Driscoll, commissioner of the Topeka Traffic Association, before the Kansas Grain Dealers' Association, that every state association should have a traffic department, is substantially fulfilled for the Kansas shippers by the service offered by the Associated Traffic Company, 702 Gloyd Building, Kansas City, Mo. The company acts as traffic counsel and handles claims for shippers and has demonstrated its value to many grain shippers in the state. This company will, if desired, become your traffic department in the full sense, or in any branch, and at a rate sure to inter-

est you. Centralizing the traffic work of many firms makes low rates possible to the individual firm. They are strongly recommended by many satisfied patrons.

The Lehrack Contracting & Engineering Company with general offices in 725 Gloyd Building, Kansas City, Mo., has been organized to do a general business in the designing and construction of grain elevators, mills, warehouses and other heavy work. The principal members of the firm are Otto J. Lehrack, elevator builder well known in the Southwest, and J. H. Sherman who was for eight years connected with the Trussed Concrete Steel Company of Youngstown, Ohio, as designer and engineer.

The Barnard & Leas Manufacturing Company, Moline, Ill., announces that it has arranged with W. S. Brashear of Springfield, Mo., to join its forces at Moline in the capacity of milling engineer. Mr. Brashear has had a wide and varied experience both as operative and expert miller, and as a salesman, having been associated with the B. & L. line of machinery in these capacities during the past twenty-five years. Mr. Ebert as heretofore will have charge of the sales and publicity departments, and the company believes that in Mr. Ebert and Mr. Brashear it has a team that cannot be excelled or equaled in the country.

## HANDLING GRAIN IN OREGON AND WASHINGTON

BY FRANK THOVES.

There are many different varieties of wheat grown in Oregon and Washington and each variety commands a different price; this, together with the different grades in each variety, naturally makes the line warehouseman feel that it will require more of an elevator to handle such a proposition than the margins will warrant. With the bag method the varieties are kept separate but the farmer has not paid much attention to grades, putting the good and bad of each variety together, relying upon the com-

petition among buyers to secure the best price for the variety offered, irrespective of the poor grain in the lot.

The country warehouseman does not grade the grain when it is being received, but allots to each farmer a space in the warehouse in which his individual crop is to be piled. He issues a certificate showing the gross, tare and net weights, the number of bags, the variety of grain with the statement that this grain is in a special pile. The delivery season is very short, being from four to six weeks. It is a very busy season for the warehouse agent. He has to keep several men employed during this period piling bags and marking piles. After the delivery season is over the agent is kept in charge to watch the warehouse and make shipments of the piles that have been sold and ordered out. The warehouses are all licensed public storage rooms.

All line warehouse agents are buyers, but the union agents are not buyers but work in conjunction with their patrons to obtain the best prices possible for their grain. There are independent buyers who go from station to station soliciting the holder of grain certificates for a chance to buy the certificates. The independent buyer solicits certificates on any warehouse while the line warehouse agents confine their buying to grain stored in their own warehouse. Before buying certificates the buyer has to go to the different warehouses and with a prod and sample bag he will get a sample out of each special pile of each variety with the owner's name and number of bags, also the name of the warehouse. This sample is what the buyer bases his price on and is retained until the owner of the pile sells the certificates.

The price bid for the certificates includes the bags, the handling and the storage charges following the freight charges. Some of the coast export buyers send agents to country points to buy up the certificates while held by the farmers. In this event the exporter accepts his agent's grade and the country warehouseman's weights. Most of the farmer union companies' grain is sold in this manner.

With German cruisers at large on the Pacific the bag situation in the Northwest threatened to become serious, as most of the jute came from British India. As a consequence the farmers' union advised building granaries on the farms. This was done in many instances, and the farmers are now in a position to hold their grain till the price is most favorable.



HANDLING SACKED GRAIN IN THE BALFOUR-GUTHRIE WAREHOUSE, PORTLAND, ORE.



# NEWS LETTERS

## DULUTH

S. J. SCHULTE - - CORRESPONDENT

**T**RADING in the grain market during the past month, both in the volume of trades put through and in the range of quotations, set new high records for the season.

As at the close on February 6 on the Duluth market, cash No. 1 Northern wheat at \$1.55 $\frac{3}{8}$  showed an advance of 24 cents during the month, and cash Durum at \$1.60 scored a bulge of 10 $\frac{3}{4}$  cents. The predicted \$1.50 mark was passed here on February 1, and the high price on the movement, \$1.56 $\frac{1}{2}$ , was chalked up on February 4.

The strength in the local market was brought about through urgent export demand. All but a small proportion of the wheat afloat and in store at Buffalo is under the control of Duluth operators, and they are reported to have raised their limits upon it during the last few days. The sale of a cargo of No. 1 Northern wheat on a basis of 2 cents a bushel over the May price was reported by S. H. Jones last Wednesday morning, and that was followed by a sale at 3 cents over the Cargill Elevator Company the same afternoon. The Ames-Brooks Company and A. D. Thomson & Co., who are credited with being the holders of nearly all the remaining free wheat at Buffalo, are said to be very bullish in their views and to be holding for much higher prices still. The Ames-Brooks Company is recognized in trade circles as having set the lead this season in the volume of export business put through by it, and great interest has been created in the knowledge that it has been bidding heavily for wheat during the last ten days. When the market was in a slump a few days its floor operators took everything offered and then wound up by bidding prices up at the close. The house is said to be heavily long in the May future at Duluth and other boards.

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Under the impetus of higher prices, elevator receipts at the Head of the Lakes have been showing liberal gains over last year in the last two weeks, and the amount handled during the present crop year is now making a close comparison with the same period of 1914. From August 1 up to February 3, receipts of all grains at the local elevators aggregated 77,693,597 bushels, compared with 77,545,939 bushels during the same period in 1914. Wheat arrivals came to 51,397,828 bushels against 54,242,623 bushels; corn, 1,845,631 bushels against 367,380 bushels; oats, 6,278,629 bushels against 4,550,515 bushels; barley, 9,648,223 bushels against 9,474,470 bushels; rye, 4,053,640 bushels against 868,569 bushels, and flaxseed, 4,469,536 bushels against 7,942,382 bushels.

Shipments from the elevators have been in about the same proportion, and supplies of all grains in the elevators here as on February 5 were reported at 15,116,000 bushels, of which 10,036,000 bushels was wheat, and the remainder coarse grains.

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A considerable tonnage of Durum and barley has been moved from here all-rail to the seaboard for export of late, and the Consolidated, Globe and Cargill Elevator Companies are reported to have orders standing for a large amount more to be handled during the present month. Another interesting de-

velopment in trade circles came in shipments of No. 1 Northern wheat made this week all-rail to Chicago by the Cargill Elevator Company. That was brought about through the wide spread between the Duluth and Chicago markets, leading Illinois millers to make inquiries up here. A substantial amount of wheat to go down that way is said to have been thus far worked by grain men here.

\* \* \*

A change has been made in the State Grain Inspection Department at Duluth. H. E. Emerson, who had held the post of deputy grain inspector here for twelve years, has been made chief inspector with headquarters at Minneapolis, succeeding the late F.



E. E. MAXFIELD

W. Eva, who also was a former Duluthian. E. E. Maxfield, for a number of years assistant chief deputy at Minneapolis, was appointed to the vacancy, and has lately assumed his duties. He is by no means a new resident of Duluth, having resided here twice before. He received his first appointment in the State Grain Inspection Department at this point back in September, 1888, but he remained here only for a short period at that time. He returned to Duluth as sub-inspector in 1906, and remained till 1911, when he removed to Minneapolis. Mr. Maxfield has many friends in grain circles at the Head of the Lakes and his appointment was a popular one.

\* \* \*

A feature during the past ten days has been the heavy arrivals of corn routed this way from over southern Minnesota and South Dakota. Elevator men aver that the quality of the grain is the best they have ever handled, no difficulty being experienced on the score of dampness such as was a drawback in other seasons.

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The flaxseed trade situation has remained a puzzle to operators. During the month, the market in cash flax has been advanced 17 $\frac{3}{4}$  cents to \$1.89 attributable to urgent buying by crushers to fill outstanding oil contracts. The bullish turn in the market has been brought about through delayed shipments of Argentine seed to this country, on account

of inability to obtain ocean tonnage, and the high rates being demanded placing imports on the taboo list at the present. The Duluth representative of an oil concern is of the opinion that the demand for linseed oil during the coming season will be greatly in excess of estimates made only a short time back. That is compelling crushers to revise their flaxseed figures, and is leading to good buying with an endeavor to pick up seed quietly on the weak spots without boosting quotations.

\* \* \*

At the last annual meeting of the Duluth Clearing House Association, officers and directors for the ensuing year were re-elected as follows: G. H. Spencer, president; Thomas Gibson, vice-president; Franklin Paine, manager; W. C. Johnson, assistant manager; directors, G. G. Barnum, J. F. McCarthy, J. A. Todd, S. H. Jones, and W. J. McCabe.

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The condition of J. T. Pugh, assistant manager of the Van Dusen-Harrington Company's local office, is gradually improving. He has been able to make occasional visits to the office during the past week, and hopes to resume his duties shortly.

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George F. Foster, secretary of H. L. Hankinson & Co., grain commission house here, has been on the sick list during the past month. A recent visit to the Mayo Brothers at Rochester, Minn., did not result in any improvement in his condition.

## BUFFALO

ELMER M. HILL - - CORRESPONDENT

**A**NOTHER modern fireproof concrete and steel grain elevator is to be added to Buffalo's equipment for handling grain brought down the lakes by vessel from upper lake ports. The Eastern Grain, Mill & Elevator Corporation, Inc., has awarded the contract for the construction of the elevator to the Monarch Engineering Company of Buffalo. The structure will have a capacity of 1,000,000 bushels of grain. It will be equipped with two movable marine legs, with a total unloading capacity of grain from vessels of approximately 50,000 bushels per hour. The elevator will be built entirely of concrete and steel and will be fireproof in every particular. It will be operated throughout by Niagara Falls electric power. The shipping legs will have a capacity of more than 40,000 bushels an hour and will be able to unload rail grain at the rate of fifty cars in ten hours. The elevator is so designed that all operations can be conducted at once, without interference.

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Twenty-two cars of oats have been seized within the last thirty days by Federal officials at Buffalo on complaint of the pure food and drug inspectors at Washington. The government claims the oats are adulterated with seeds, dust and screenings. Most of the cars seized were consigned by the Hooper Grain Company, of Chicago, Ill., to the same firm in Baltimore, Md., to be exported to the warring nations of Europe.

\* \* \*

Walter Merrick of Corry, Pa., was elected president of the Mutual Millers & Feed Dealers' Association at the monthly meeting held in the Hotel Statler in Buffalo early this month. Mr. Merrick

succeeds F. W. Nichols. More than three score members of the association attended the Buffalo meeting. H. M. King, secretary of the Tri-State Feed Dealers' Association, was the principal speaker. His topic was, "Co-operation in Business." The speaker urged the grain men and dealers generally, to band themselves into a strong association to combat trade abuses. He told of the value of concerted action in any field of professional or commercial activity and congratulated the members of the Mutual Millers & Feed Dealers' Association upon their strong and influential organization. In addition to electing a new president, several vice-presidents were named as follows: Arthur Waldorf of Olean; Asa Dye of Forestville; Roy Mulki of Union City, Pa.; Frank Wilson of Buffalo and George H. Mitchell of Mill Village, Pa. The next monthly meeting of the association will be held in Jamestown, N. Y.

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Daniel Francis Toomey, one of Dunkirk's foremost citizens and well known in grain and feed circles throughout the East, is dead at the age of sixty years. He was born in Dunkirk and had made his home in that city all of his life. At an early age he entered the employ of Frank May, who was engaged in the flour and feed business. After seven years' experience in this field of activity, he established himself in the same line of business and conducted it successfully for many years.

## KANSAS CITY

B. S. BROWN - - CORRESPONDENT

THE highest price paid for wheat in the twenty-four years during which authentic records have been kept by the Kansas City Board of Trade was reached February 2, when \$1.58 was paid. Large profits, ranging from \$50,000 to \$200,000, have been won by dealers here since the prices began to climb, but the individuals are unwilling to give the figures of their own profits. It is reported that the fancy prices have made it possible for some of the farmers' elevators in the adjacent wheat belt to pay correspondingly fancy dividends. Among these is the Farmers' Elevator at Plevna, Kan., which has announced a dividend of 100 per cent to stockholders. A gross profit of 105 per cent was earned. The elevator purchased wheat before the rise began and held it for high prices. The farmers of the Kansas districts profit doubly by having a double-sized crop. Estimates made of the profits which the Board of Trade will make in the wheat market are placed around \$200,000,000. The following figures show approximately how the volume has ranged at the various prices which have prevailed in the last three months: Thirty million bushels sold at from 60 to 70 cents a bushel; 40,000,000 bushels at from 70 cents to \$1; 20,000,000 bushels at \$1 to \$1.25; 10,000,000 at \$1.25 to \$1.40. This accounts for 100,000,000 bushels. When the domestic needs have been supplied and an amount withheld for seed purposes, about 30,000,000 or 40,000,000 is believed to remain, for which prices better than \$1 will be paid.

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P. F. Meehan of Blooming Prairie, Minn., brought a shipment of cattle to the Kansas City market in January. He said in an interview that his state has begun to send corn to Missouri also, although Minnesota until two years ago did not raise an amount sufficient for feeding all of her stock at home.

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Several farmers in the vicinity of Ellis, Kan., are finding it profitable to rethresh their wheat straw. Robert Ealdon recovered twenty-nine bushels in this way at a cost of \$6.50.

\* \* \*

The Hoof and Horn Club of Kansas City elected Charles D. Carlisle, of the Carlisle Commission Company, president at its annual meeting last month.

He succeeds J. G. Forest. W. P. Neff was elected vice-president, and F. R. Waters was re-elected secretary. E. C. Senter, Frederick Platt, and J. W. Orlander were elected to membership.

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Attorney-General Barker of Missouri has notified the Board of Trade of Kansas City and the Merchants' Exchange of St. Louis that the weighing bureaus maintained privately by the Exchanges must be discontinued, the weighing fee removed, and the task of weighing put entirely into the hands of the state's weighmasters. The alternative is to face *quo warranto* proceedings, which the attorney-general is expected to file at any time. Kansas City dealers are determined in their opposition to the move, and have authorized their attorney, Frank Hagerman, to take steps necessary to prevent the state weighers being exclusive control of weights in Kansas City. The suit will be contested on the grounds that the Exchange is not acting contrary to law in conducting a weighing department, and that the arbitrary supervision proposed by the state would constitute an interference with interstate commerce, which would be as objectionable to the grower of grain as to the dealers. It has been pointed out to the attorney-general that the growers are not only willing to pay the weighing fee now collected by the Exchanges, but that they prefer to do so even though the statutes of the state provide that "all grain must be weighed by a state weigher at all public warehouses, and this is the only authority whereby grain may be weighed," as stated by Attorney-General Barker.

The controversy started when James T. Bradshaw, State Warehouse Commissioner, recommended the passage of laws by the legislature to increase the supervisory powers of the State Grain Inspection Department over the inspection and weighing of grain. An opinion was rendered by Assistant Attorney-General William M. Fitch, declaring that the private weighing bureaus of the Exchanges are illegal, and that the Exchanges have no legal right to require their members to buy and sell grain on the basis of the weights so given. A prominent member of the Kansas City Board of Trade is quoted as saying: "We prefer to use the check-weight certificates of our own weighing bureaus because they have been found more reliable. Thousands of shippers in Kansas, Nebraska, Iowa and other states are glad to pay the trifling extra cost of private weights because they remember the unsatisfactory conditions that prevailed when the state weighers of Missouri and Kansas were in exclusive control of this market."

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A bill has been introduced in the Kansas legislature providing that scales for the weighing of grain and seeds in carload lots must be placed on sidings by all railroads at stations where 100 or more cars of grain a year have been shipped in the last five years.

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The Kansas City Grain Club, a social organization, at its annual meeting recently, elected William Murphy, president, Guy Moore, vice-president, and H. T. Mulhall, secretary and treasurer. The club donated \$100 to the Provident Association, which has charge of charity relief work in Kansas City.

\* \* \*

The January hay market in Kansas City was unusually strong, and the receipts large. Alfalfa shipments were heavy, and prices steady. The receipts of hay were principally from Kansas, Colorado and Nebraska, and the buying was chiefly for the New England and Eastern markets.

\* \* \*

Resolutions have been introduced in both branches of the Kansas legislature declaring in favor of a law to prevent dealing in grain futures. Judge Frank L. Martin, of Hutchinson, in a Senate resolution, asks for a probe into the cost of wheat production and the existing market factors, to determine whether the farmer is to blame for the high cost of living. Judge Martin declares the farmer is wrongly accused, and that he has obtained not more than 90 cents a bushel for most of the wheat sold

in Kansas this season. Representative Resler introduced a similar resolution in the House of Representatives. The legislature has asked for a report on the subject from Secretary Mohler of the State Board of Agriculture.

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The Kansas City Hay Dealers' Association has named the following committees for the year 1915: Transportation—J. E. Dyer, C. D. Carlisle, B. M. Huffine; Complaint—N. C. Campbell, George Curtis, John North; Inspection—E. B. Bruce, Thomas Ennis, S. R. Bagwell; Scales—L. E. Eades, P. E. Drought, J. D. Cole; Market—Bert Sheldon, B. F. Tyler, G. Peters.

\* \* \*

The installation of the new officers of the Kansas City Board of Trade took place during the second week of January. The officers and board of directors unanimously re-elected Edmund D. Bigelow secretary, and E. D. Fisher as treasurer. Mr. Bigelow has served in that position for eighteen years. Mr. Fisher begins his eleventh year as treasurer of the Board. Both men were congratulated on their long periods of service. The president then announced the personnel of the standing committees for the year. No change was made in the Appeals Committee. Two changes occurred on the Transportation Committee. The more important appointments were as follows:

Transportation—George H. Davis, T. J. Brodnax, W. B. Lathrop, C. M. Hardenbergh, C. V. Fisher.

Weight Supervision—Allen Logan, E. E. Roahen and George Stevenson.

Grain Appeal—A. McKenzie, B. C. Christopher, Jr., C. E. Watkins, E. F. Emmons and J. A. Theis.

Cash Grain—O. A. Severance, E. E. Roahen and W. D. Grant.

Futures—B. F. Hargis, I. C. Thomas and P. A. Murphy.

To Arrive—B. L. Hargis, C. W. Lonsdale, O. A. Severance and E. F. Emmons.

Complaint—C. Fred Aylsworth, George I. Kimball and N. S. Shannon.

Elevator and Warehouse—F. C. Vincent, C. W. Lawless, C. T. Neal, N. E. Carpenter, A. D. Wright and H. E. Poor.

Provisions—W. M. Giles, H. F. Spencer, I. H. Rich, J. J. Wolcott and E. R. Strip.

Membership—G. A. Aylsworth, F. G. Crowell, J. E. Rahm, Paul Uhlmann and A. C. Davis.

Building—Stanley Christopher, R. T. Morrison, A. J. Poor, H. J. Smith and A. R. Peirson.

Floor—C. V. Purcell, Oliver Denton, Frank Barrett, Guy Hinsen and F. W. Hoebel.

Charles H. Werner was reappointed as inspector and deputy registrar of provisions.

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Henry Lassen, president of the Kansas Milling Company, of Wichita, is trying to interest capital in a million-bushel elevator for Wichita.

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The Armour Grain Company, of Chicago, has established a branch in Hutchinson, Kan. G. W. Penney is the local manager. A business of wholesale buying and selling in carload lots will be done. The Neola Elevator Company, of Kansas City, another Armour firm, will be represented through the Hutchinson office.

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James N. Russell, who lately returned to Kansas City from a vacation tour of the South, states that the bad conditions in the cotton market are responsible for restricted buying of grain and flour in that region.

\* \* \*

J. C. Mohler, secretary of the Kansas State Board of Agriculture, estimates that 13,000,000 bushels of wheat were wasted by careless methods of harvesting last year. About one and one-half bushels is the average loss per acre because of waste at the thresher and uncut wheat, he declares. He is urging the farmers to use greater care in cutting and threshing.

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While wheat was selling at 70 cents, a Hutchinson, Kan., concern filled its elevators, and bought in addition about 60,000 bushels. For three months the firm held the grain in cars, paying demurrage amounting to more than \$5,000, but a profit of about \$30,000 was realized on its sales. The Santa Fe Railroad, owner of the cars, objected to the use of

the cars for that purpose, declaring they were worth much more for other purposes, but could not prevent the elevator from detaining them as long as the demurrage was paid.

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The need of grain bins which Kansas farmers have felt as the result of the bumper crops of 1914 has attracted the notice of lumber retailers who propose to get some of the business which farm improvements will bring in 1915. Kansas will be the world's greatest granary, say the lumbermen. The worth of lumber for constructing bins was discussed at the annual convention of the Southwestern Lumbermen's Association, held in Kansas City, January 27, 28 and 29. J. R. Moorehead, secretary of the organization, said that permanent wheat bins are now a part of virtually every Kansas farm.

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G. A. Moore, of the Moore-Lawless Grain Company, and O. A. Severance, of the Vanderslice-Lynde Mercantile Company, Kansas City, have been elected to membership in the Chicago Board of Trade.

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A lively business is reported by the Kansas City seed houses. Owing to the shortage of imports of clover seed, because of the war, that variety is largely in demand. The prices for clover seed are twenty-five per cent higher than last year.

and domestic grain and feed trade. Every inch of their manufacturing, elevating, and milling establishment is utilized; there are no idle spaces or employes in the whole concern, and that is the secret of its success.

The plant upon inspection proves much larger than it appears to be at first sight. The high building is the transfer house through which all manner

double track siding that will hold 50 of the largest freight cars. Their export business in corn and oats is on the increase and will continue until the bluebirds arrive from the Southland.

\* \* \*

At the 61st annual election of the Commercial Exchange, Louis G. Graff was chosen to preside for another year, as well as C. Herbert Bell, vice-president, and Joseph W. Beatty, who can hold the responsible position of treasurer as long as he desires it. Their election was unanimous, all previous opposition to the first-named soon disappearing. The six directors elected for two years were: Horace Kolb, George C. Shane, Charles Hay, F. Marion Hall, P. R. Markley and W. S. Woodward.

The report of the Board, after a brief reference to the dull times of the first six months of the year 1914 through general lack of export demand for grain and cereals, congratulates the Exchange on the approximate shipments notwithstanding, of 19,000,000 bushels to foreign lands; with the wheat yield throughout the United States for the year by far the largest in trade history. The exportation of any liberal proportions of corn is considered almost impossible owing to the short crop of this grain during the year previous.

The opening of the big modern Girard Point Elevator and the placing in active operation by other transportation interests of a new floating elevator with the latest equipment, were favorably alluded to as signs of progressiveness. The finances of the Exchange were found to be solid and sound in every respect. The Grain Committee was congratulated upon guarding at the national capitol every unwise move looking toward adverse legislation that might possibly affect the import, export or local grain interests of the Atlantic Coast, and its sturdy opposition to the Grain Trades Act was especially commended.

The charge of discrimination in rates for direct loading in comparing Philadelphia with New York, as well as the reduction of the free storage period and the imposition of a two-dollar reconsignment charge by the railroads came in for considerable denouncement. By-laws have been improved, grain rules have been revised, important conferences for the betterment of the grain trade in transportation lines were attended in the lake cities as well as all of the annual grain conventions.

The flour inspection department has at last been put upon a paying basis and the arbitration rules are being now made more practical and liberal than ever. These points, with the prediction of an increased and profitable business in all lines emanating from the Exchange, covered the substance of the report, concluding with a solemn allusion to the decease of four valued members during the year—though this number is the smallest in years.

The installation of officers followed, with the announcement of standing committees in which few changes were made, a brief response by President-elect Graff and other officers called upon for remarks closed the interesting proceedings.

President Graff, who assailed the U. S. Government, proposed revision of grain grading, insisted that if this bill was enacted and became a law it would cost the farmers and grain growers \$75,000,000. The single proposition that No. 2 corn shall not contain more than 15½ per cent of moisture, No. 3 not over 17½ per cent, and No. 4 not in excess of 19½ per cent, was sufficient to condemn it, for, taking all manner of corn, the proposed grading would cut an average of three cents per bushel from the value of at least 2,500,000 bushels of this product. President Graff brought the members to their feet with announcement that an additional 1,000,000 bushels should be added to the storage capacity of the Girard Point Elevator.

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Richard J. Cleary, who for a number of years was track sampler of the Grain Inspection Department here, has just been appointed Assistant Grain Inspector, to fill the vacancy caused by the death of Abraham P. Foering; and Charles W. Kolb, lately with Hunsperger & Co., was chosen track sampler in Mr. Cleary's place.



LOUIS G. GRAFF  
President Philadelphia Commercial Exchange.

of grain coming from Illinois, Iowa, Nebraska and the Northwest is unloaded and handled. It is modernly equipped with commodious Fairbanks Hopper Scales, and 12 to 15 cars of grain can be easily transferred daily. Then there is the oat-clipping apparatus; for months the plant has been clipping oats to ship abroad.

The Hess Corn Driers can treat 10,000 bushels per day. The transfer house and building directly in the rear of it have an easy capacity of 75,000 bushels. In fact the establishment is supplied with every

## PHILADELPHIA

E. R. SIEWERS - CORRESPONDENT

ONE of the most remarkable advances in up-to-date business lines noticeable here centers about the E. E. Delp Grain Company with its Eastern office at 433 Bourse Building under the special management of A. F. Gruber. The elevator and mills are at Bourbon, Ind., in charge of Edmund E. Delp, who is the practical founder, although still a young man. The company's specialties are grain and feeds of every kind, and it may be stated here that it was among the first to get in touch with the Argentine Republic and was the early receiver of large shipments of corn from the principal sections



ELEVATOR AND MILL OF THE E. E. DELP COMPANY, BOURBON, IND.

of South America. It soon had followers who for a time appeared to recognize a good thing in the grain line when it materialized.

The original local firm was established years ago by the present Mr. Delp's father, who met with a fatal accident on one of the surface cars of this city. Both father and son were members of the Commercial Exchange for years. After confining their business to this end of the circuit, there was a branching out and the plant at Bourbon was secured. They now rank among the busiest in the export, import,

up-to-date facility for cleaning, drying, and blending all kinds of grain, and can handle wet, moist, and unfit stock as readily as perfect grain.

The flour building to the left is operated day and night, and 150 barrels of choice flour are turned out every 24 hours. Every brand of feed is manufactured, such as cracked corn, meal mixings, etc.

The power for the machinery is generated by a 150-horsepower Corliss engine. The location at Bourbon is peculiarly advantageous, being on the main line of the Pennsylvania Railroad, with a

## ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

THE high price of wheat futures has restricted speculation in the St. Louis market, but commission houses have been active in corn and this has offset to a large extent the lack of business in the fine cereal. Cash grain houses have been fortunate in being in a position to handle their wheat supplies quickly and the trade has been satisfactory in every detail and on a large scale. Considerable export business has been turned to this market, owing to the relatively lower price as compared with Chicago, and several large lots of wheat have been sold here to go out via Galveston.

Despite the high price at which wheat futures are selling, the best-informed traders still are confident of the bull position and predict much higher quotations later on. May option in particular appears to be more or less congested, and there are many speculators who believe that before the last delivery day in May that delivery will cross the \$2 mark. These price enthusiasts base their opinion on the fact that the domestic wheat visible supply now is under last year, and only slightly over 50,000,000 bushels, despite the fact that last year's crop was a record at 898,000,000 bushels, and primary receipts have run over 60,000,000 bushels more than last year. They assert that the export demands have been sufficient to absorb this enormous surplus, and now at their present rate of exports of 8,000,000 to 10,000,000 bushels a week will leave the market bare of offerings on the final days of the old crop year.

The belief also prevails here that most of the present domestic visible supply has already been contracted for to go out in the Spring, and that with our home consumption running practically even with present primary receipts, that any shorts that may be in the May option, hedgers or otherwise, will find extremely uncomfortable conditions if they delay until the last minute to cover their contracts. The trade also thinks that the Argentine surplus has been almost entirely contracted for by Italy, and that for that reason there is little danger of that country's wheat coming into active competition with American wheat, especially as shipping conditions in the Southern country are unsatisfactory and freight rates so exorbitant as to give the United States a leeway in quoting prices, despite the high level at present prevailing. Much is made of the strength of cash wheat here where, on the recent high price for May of \$1.62 $\frac{3}{4}$ , sales the same day in the cash department were at \$1.65, which, at the top of the advance, was the widest premium over futures touched on the crop.

This strength in cash wheat, especially in the face of competitive buying by millers and elevator interests against exporters, has convinced the trade that the underlying position of the market is strong, provided that no fundamental change takes place in the foreign war; and that the strength in cash wheat will go a long way to convince the Government investigators that the present high prices are based on supply and demand, especially foreign, and not on manipulative speculation for the rise. St. Louis flour mills have been grinding steadily at close to full capacity, and there are few complaints of slow trade. Several of the leading mills in this vicinity, which sell through their St. Louis offices, reported a record-breaking output for last year. Considerable flour has been marketed for export, and a large amount is booked for Spring sailings. Prices on flour should follow wheat closely in the next two months, and the flour trade is expecting advances, as it anticipates higher-priced wheat.

The St. Louis hay market has been quiet, but steady. Receipts have been fairly liberal and have consisted mostly of medium grades of timothy, for which the demand has been only fair, there being some little accumulation here of common hay. On the contrary good No. 1 choice timothy and bright

light clover mixed have been in limited offering and excellent demand, bringing full prices. The oversupply of medium hay has not affected values of the better grades. Clover hay continues in scant offering, receipts being moderately light and demand urgent for the better grades. Alfalfa hay has ruled very firm on the better grades, No. 1 and choice being in particularly good request; medium grades, however, also met with a good shipping demand and the market generally speaking is bare of all desirable grades of alfalfa. Prairie hay has been quiet, offerings have been more than normal and the demand for the hay while fair has not been sufficient to absorb arrivals, therefore medium and low grades have ruled quiet and hard to sell. Good high grade prairie is in excellent demand and scant offerings, and sells at full prices. The straw market has been steady with a fair demand.

\* \* \*

The plant of the Corn Products Refining Company at Granite City, Ill., with offices in St. Louis, has reopened, giving employment to 700 men, after being closed for over three months. Officials declare that they have orders on hand to keep them running all summer. On full time the plant employs 1,200 men.

\* \* \*

Charles Rippin, Commissioner of Traffic of the St. Louis Merchants' Exchange, has asked that a conference be held between the Interstate Commerce Commission and the Public Service Commission of Missouri, in an effort to find means for removing the discrimination existing between state and interstate rates applicable from Missouri points to St. Louis.

\* \* \*

The W. L. Green Commission Company shipped a large quantity of wheat, flour and foodstuffs to Germany on the steamer *Wilhelmina*, which vessel has taken a conspicuous and important place in the international situation surrounding export shipments to the belligerent nations of Europe. If the *Wilhelmina* is ultimately permitted to discharge her cargo, and it goes into the hands of the civilian population of Germany, as it would have done had not the German Government seized all foodstuffs in the Empire, the way would be open for a big export business with Germany. Supplies of wheat and flour are ordinarily at their low ebb in Germany in May, June and July, and there is little doubt but that large purchases of wheat and flour would be made in the United States. It will be interesting to the grain trade to see the ultimate disposition of the *Wilhelmina's* cargo.

\* \* \*

Harry G. Bailey, recently with the Elmore-Schultz Grain Company, has opened offices in the Pierce Building, under the firm name of Harry G. Bailey & Co. Mr. Bailey is one of the best-known cash grain men on the Merchants' Exchange.

\* \* \*

J. O. Ballard, of the Ballard-Messmore Grain Company, recently was elected president of the St. Louis Grain Club. C. L. Niemeier was chosen vice-president and W. B. Christian, secretary. Mr. Ballard succeeded E. L. Waggoner. The Executive Committee is composed of G. Lang, E. C. Dreyer, A. C. Harsh, W. O. McCoy and R. W. Pommer.

\* \* \*

John D. Mullally of the Graham & Martin Grain Company, and Roy P. Atwood of R. P. Atwood & Company, have been appointed on the Board of Managers of the Traffic Bureau of the St. Louis Merchants' Exchange.

\* \* \*

The plant of the American Hominy Company, at St. Joseph, Mo., suffered a loss of \$100,000 in a recent fire. The factory, one warehouse and the power plant burned, and the office and another warehouse were saved. Repairs and improvements costing \$50,000 had just been completed and the plant was ready to resume operations at the time of the fire. The damage is being repaired as fast as possible.

\* \* \*

Wheat in St. Louis territory is wintering well and all indications are that the plant will start the actual growing season in good condition. This sec-

tion has had an abundance of snow and moisture, with practically no reports of winter killing. The "crop-killers" will have to fall back on Hessian fly and dry weather in the late season, if present conditions are maintained.

\* \* \*

St. Louis grain and feed interests are vigorously opposing the passage of the Shannon Bill No. 5, now before the Missouri Legislature, which provides for pure mill feed, but carries a clause attaching a tax of 10 to 20 cents a ton on milled feed. They favor the Phelps Bill No. 270, which embodies only pure milled feed and does not carry the clause which would establish a system of taxation on feed. At a recent meeting in Springfield, Mo., at which the St. Louis Merchants' Exchange, the Kansas City Board of Trade and several feed dealers' organizations were represented a resolution was adopted unfavorable to the Shannon Bill, which declared: "That the bill had in mind the fact that the taxation would be borne solely by the consumer. It would provide for the payment to the government of 10 to 20 cents a ton on bran, as it leaves the mills. This would necessarily create an additional expense to the dairymen, who in turn would raise their prices to conform with the increased price of production." A member of the meeting said that it had been agreed that feed is already too high, and that instead of bringing about conditions whereby the price would be raised the situation should be changed so that the price would decrease.

## CINCINNATI

K. C. CRAIN - - CORRESPONDENT

NOT unnaturally, the interest of local members of the grain trade during the past few weeks has been centered on exactly the same thing which has kept the rest of the trade on tiptoe; that is, the acrobatic performances of the Chicago market. This is so not only because that market fixes prices everywhere, including Cincinnati, but because of the effect of the soaring prices on local trading. The tendency has been to restrict operations somewhat, with every item on the list affected by the skyward trend of wheat and corn. In spite of this, however, receipts and shipments on many days have reached a high volume, due not so much to the desire of the local trade to handle the business on a speculative market as to the eagerness of shippers to get their grain and hay in while the prices are high. There has at no time been any trouble in handling receipts, everything moving readily. In fact, the demand has been fully up to the average for this season of the year, despite the high prices. Theoretically, the extraordinary figures recorded could have no other effect than to reduce operations among actual dealers and consumers, as distinguished from speculators, and this has been, to a certain extent, the case. Local brokers, however, have had plenty to do, as the market has been ideal for the speculatively inclined.

\* \* \*

H. Edward Richter, one of the leading grain men of the city, and an active member of the Chamber of Commerce, left a short time ago for a sixty-day vacation trip to California. He will attend the expositions at San Diego and San Francisco, and enjoy the balmy climate of Southern California until spring is firmly established in this vicinity.

\* \* \*

Lanier Brothers, of Nashville, Tenn., have established a Cincinnati branch for their business, recognizing the strategic importance of the city on account of its midway position between North and South. This position, in fact, is emphasized in the purpose which the Lanier branch will serve, as it is designed to serve as a distributing point for hay for the firm's southern business, and as a shipping point for cottonseed products for the North. Archie Stevens, who was for some time connected with the

Early & Daniel Company, has been made manager of the branch, which has secured ample and convenient quarters in the old C. C. & L. freight station of Eighth Street and McLcan Avenue.

\* \* \*

President T. C. Powell, the new executive of the Chamber of Commerce, has announced the appointment of committees to handle the grain and hay business. Those operations constitute perhaps the most active of any industry affiliated with the Chamber. The appointments are as follows:

Grain and Hay Exchange.—Grain: H. Lee Early, Chairman, C. S. Custer, W. H. Kramer, R. S. Fitzgerald and Dan B. Granger. Hay: W. G. Stueve, Chairman, John A. Ferger, Ralph Gray, Joseph Heuermann, and Frank R. Maguire. Flour: Monroe Izor, Chairman; Lyman Perin, Jr., John H. Dorsel, Andrew Nordmeyer and E. E. Danneman.

Public Weighing.—Frank F. Collins, Chairman; August Ferger, E. C. Skinner, Andrew M. Braun and H. M. Brouse.

Discount.—Oats: John DeMolet, Al Gowling, Frank J. Currus; corn: Albert C. Gale, John E. Collins, Jr., E. A. Fitzgerald; wheat: H. Edward Richter; rye: Max Blumenthal; barley: B. W. Wasson.

Call.—Al. Gowling, Chairman; W. R. McQuillan, Frank F. Collins, Charles S. Maguire and F. E. Fleming.

Rules and Regulations.—Samuel A. Emerle, Chairman; William H. Simmons, H. J. Finke, A. G. Norman and W. H. Toohey.

Produce Inspection.—H. J. Finke, Chairman; W. M. Simmons, Fred H. Blome, Jr., A. G. Norman and Henry Vogel.

\* \* \*

George T. Solar, of the National Hay & Grain Company, a concern doing business in Linwood, a Cincinnati suburb, has become a member of the Chamber of Commerce, as usual, to the Grain and Hay Exchange.

\* \* \*

George F. Munson, chief grain, hay and flour inspector of the Chamber of Commerce, was one of the members of the executive staff of that body which attended a luncheon at the Hotel Gibson as the guest of George F. Dieierle, the retiring president. The work of the Chamber during 1914 was discussed, as well as prospects for 1915, and the general opinion was that business had pulled through a bad year rather creditably, with every promise of making up for lost time this year.

\* \* \*

The new by-laws of the Cincinnati Chamber of Commerce, voted on at the recent election, extended to all inspection committees of the Chamber a highly serviceable function which has heretofore been confined only to the Grain and Hay Exchange and the Public Weighing Committee. This is the power of arbitrating disputes between members, which has been regularly invoked by grain and hay dealers, and has proved to be of immense value in settling disputes promptly and equitably, and without the bad feeling and expense which attends litigation.

\* \* \*

One of the chief causes for the high and increasing price of wheat, in the opinion of H. Lee Early, of the Early & Daniel Company, is the action of the Department of Agriculture at the beginning of the war in distributing among farmers all over the country circulars advising them to hold their grain for high prices. The farmers have very generally heeded this advice, coming from such a source, and while every rise has brought out some of this wheat, it is believed by Mr. Early and other grain men that there is still a large amount in the hands of the farmers, which if released would bring the price down to a reasonable level and thus do away with the present serious condition.

\* \* \*

A recent decision of Internal Revenue Collector Gilligan, at Cincinnati, removed the fear that the "war tax" would impose a new burden on the grain and hay trade, although one of no serious proportions. The rules of the Joint Rate and Inspection Bureau governing transit privileges require that at the close of the calendar year an affidavit be filed by parties claiming the privilege of the transit rules showing the amount of grain and hay on hand. The question arose as to whether such affidavits should bear a ten-cent stamp, but the collector held that

as they are not required by law, they are not within the meaning of the revenue act, and are exempt from taxation.

\* \* \*

One of the cases heard in Cincinnati by Examiner R. F. McKenna, of the Interstate Commerce Commission, a short time ago, was the complaint of the Cincinnati Grain Company against the Louisville & Nashville Railroad, involving alleged discriminatory rates on shipments of feed from Cincinnati to a Kentucky point. The case was taken under advisement, and a ruling will be handed down later by the Commission.

\* \* \*

A complaint by hay shippers against the manner in which hay in some cases is said to have been inspected and paid for on the Cincinnati market was heard on January 21 by the Ohio Agricultural Commission at Columbus, Executive Secretary William C. Culkins, of the Chamber of Commerce, attending as the Cincinnati representative. The complaint was that although quotations on hay on the Cincinnati market were very generally higher than those of other markets, gradings were frequently so low as to allow the shipper considerably less than the quoted price. Mr. Culkins pointed out the necessity of strict grading in order to maintain the standing of the market, but declared that if any member of the Grain and Hay Exchange can be proved guilty of dishonest conduct he will be put off the floor. He promised full relief to shippers, on direct application to the Chamber, and most of the complainants were satisfied with this, indicating their intention of handling such matters hereafter as they come up, with the authorities of the Grain and Hay Exchange.

\* \* \*

An interesting reflection of the conditions arising out of the state of the grain market is contained in the action of the Ohio State Master Bakers' Association, in session in Columbus for their annual convention, in voting unanimously in favor of an embargo on foreign shipments of wheat and flour. Copies of the resolution favoring an embargo were sent to President Wilson, Vice-President Marshall, as the presiding officer of the Senate, and Speaker Clark of the House of Representatives. It was declared on behalf of the Association that unless the present abnormal volume of export shipments is stopped very soon the United States will have to face a flour famine.

\* \* \*

That the foreign demand for grain is felt directly at points not usually considered as export centers is indicated by a report from Sandusky, Ohio, relative to an order for 50,000 bushels of oats received by Rosenbaum Brothers, of that place, for shipment to New York over the B. & O., destined for Europe. Last fall over forty carloads of wheat were shipped out of Sandusky, principally to Baltimore for export to Belgium, and smaller shipments of various grains since that time have been almost continuous.

\* \* \*

The St. Paris Grain Company, of St. Paris, Ohio, has been incorporated with a capital stock of \$15,000, by J. H. Meyers, W. L. Alton, W. H. Persinger, C. E. Wilkinson and H. C. Dye, to handle grain, feed and coal.

\* \* \*

The Cincinnati grain trade has lost one of its most active members in the concern of which Paul Van Leunen is the head, which has done business on this market, with offices in the Union Central Building, as Paul Van Leunen & Co. Mr. Van Leunen has removed to Indianapolis, where he will operate along the same lines which he followed in Cincinnati, as a large track buyer and dealer. His numerous friends in the trade regret very much to see him leave.

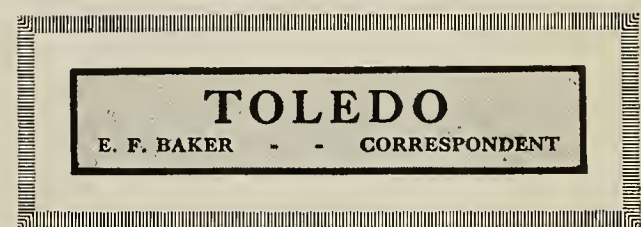
\* \* \*

The annual meeting of the Cincinnati Grain & Hay Exchange, held on the evening of February 9, was featured by the election of the ticket of directors nominated by the committee designated for that purpose, as well as by the general good time for which these gatherings are locally celebrated. At the January meeting, which was addressed by Presi-

dent T. C. Powell, the new head of the Chamber of Commerce, the following nominating committee was selected: Frank R. Maguire, T. F. Terrill, F. F. Collins, W. G. Stueve and August Ferger. The board of directors elected on the recommendation of this committee consisted of the following: W. R. McQuillan, the present president, Henry M. Brouse, C. S. Custer, H. Lee Early, August Ferger, Edward A. Fitzgerald and Alfred Gowling. The board will organize shortly, by electing officers to serve during this year. A number of routine matters of business came up for discussion and disposition during the evening.

\* \* \*

The Grimes-Stritmatter Grain Company, of Portsmouth, has been organized to deal in grain and feed. It is capitalized at \$10,000. H. J. and M. C. Grimes, Edwin Stritmatter and others are interested.



THERE is considerable activity on the Toledo Produce Exchange despite the fact that patrons are being warned to keep out of the wheat speculations. The local exchange is doing all it can to discourage speculation and grain deals of all kinds except legitimate barter. Large volumes of grain are moving and farmers throughout this section are rapidly transforming their fields of yellow grain into yellow gold. Immense quantities of wheat, corn and oats have been pouring into this market and immense quantities have been pouring out again so that the wheat in store here at the present time is practically normal, there being approximately 900,000 bushels here at present as against 1,000,075 bushels a year ago. Wheat stocks have been considerably reduced in the past few weeks as every offering is gobbled up for export as soon as it makes its appearance on the market. The demand for oats it is claimed will shortly equal that of wheat as England is finding almost as heavy a requirement for oats as for wheat. Prices are strong. Receipts for the week were: Wheat, 100,000 bushels; corn, 663,200 bushels; oats, 48,000 bushels. Shipments for the same period: Wheat, 42,900 bushels; corn, 61,500 bushels; oats, 91,800 bushels.

\* \* \*

There is a new grain dealer in town. He has not made a fortune out of the business as yet, still his firm would not part with him for any amount of money. His worth is not to be counted in dollars and cents. His daddy is Walter L. Haskell and he is but two days old, still Mr. Haskell affirms that he has all the ear-marks of a successful grain man and is already building air castles about the day "when my son succeeds me." Mr. Haskell is a member of the firm of W. H. Haskell & Co.

\* \* \*

A committee is at work in McClure, Ohio, soliciting subscriptions for stock at \$100 a share for the Mollett Grain & Milling Company. The plant of this concern was recently burned and the citizens are anxious that it be rebuilt. Business men and farmers subscribed liberally for the stock.

\* \* \*

The corn show of the Hardin County Corn Growers' Association was held the week of January 22 at Kenton, Ohio, and was highly successful.

\* \* \*

S. A. Thompson, of the National Rivers and Harbors Congress recently addressed the Toledo Produce Exchange. Mr. Thompson pointed out the importance of transportation and among other things said: "In the last great nation-wide rail congestion of 1905-6 which found temporary abatement in the panic of 1907 the grain men were among the heaviest losers, and it needed no prophet to foretell further calamities similar to this unless something is done, and speedily, to relieve the overburdened

rail lines of the country." Mr. Thompson advocated waterways as a supplement to railways and declared this was the only solution to the problems of transportation now menacing every business, every consumer and shipper in the United States.

\* \* \*

The Raymond P. Lipe Company, grain and hay dealers, which for years has occupied offices in the Nicholas Building, has leased new quarters in the Second National Bank Building on Summit Street. The suite is located at 1703-5, has a beautiful view and is more commodious and convenient than the former location.

## INDIANAPOLIS

F. J. MILLER - - CORRESPONDENT

THE principal topic of conversation in the Board of Trade Building just at present is the opening of the new trading floor, on the seventh floor. The first business was scheduled for Monday, February 15, and indications were that plans for increasing the facilities of the room might have to be made within a very few weeks. Ten tables are provided for the grain and commission men admitted to the privileges of the floor and the interest shown right at the start was so good that it was possible to get only a part of a table. Some of the firms were anxious to get an entire table and hope to do so in the future. There is a feeling of assurance, however, that the system is going to fill a long felt want and add a valuable feature to the Indianapolis market.

\* \* \*

With a good movement of corn, the amount of grain moving in the Indianapolis market during the last month shows a creditable increase over the figure for the preceding thirty days. The Board of Trade reports inspections of 2,423 cars. The inspections in the month before were 1,531 cars.

\* \* \*

The Gale Brothers Company of Cincinnati is another firm that has recognized the advantages of Indianapolis as a grain market and has opened an office here. Pliny M. Gale has moved to Indianapolis and taken charge of the branch office established at 818 Board of Trade Building. The main office remains in Cincinnati. "We found that grain will consign so much better from Indianapolis that an office here would be a distinct business gain," said Mr. Gale. "It was a matter of advantageous railroad conditions and we recognized the benefits and decided to get some of them."

\* \* \*

C. B. Riley, secretary of the Indiana Grain Dealers' Association, who dropped into the annual convention of the Indiana State Sealers' Association at the Denison hotel yesterday just to look on, was called on for a speech and took occasion to impress the sealers with a grain man's views. He spoke of the importance to grain men of the work of the inspectors of weights and measures and touched on the importance of having inspectors in all the counties of the state. Where the employment of an inspector for a single county is not possible, he urged that two counties combine in securing a man. In view of the disinclination of the present legislature to take on new plans which will mean the expenditure of more money, Mr. Riley said that it might even be possible to adopt a fee system, the state to pay the inspectors and to be reimbursed from the fees collected by the counties. He said that he believed this, if adopted at all, however, should be only a temporary policy.

\* \* \*

The following have been elected to membership in the Board of Trade: Pliny M. Gale, Walter J. Kemp, John Wilson, Charles S. Murphy, William T. Peacock, B. S. Gale, and J. C. Jordan, of Indianapolis; Charles B. Jenkins, of Noblesville; H. E. Richter and Edward B. Terrill, of Cincinnati; J. F. Russell, of Greensburg; Walter W. Winslow, of Brazil;

John S. McDonald, of New Albany, and Alfred Brandeis, Arthur C. Schuff, Breaux Ballard and R. L. Callahan, of Louisville.

\* \* \*

Louis Hitzelberger, age sixty-five, president of the Merchants' Hay & Grain Company, which was organized about two years ago, died at his home, 4810 North Meridian Street, February 9, after a lingering illness. He is survived by a widow, one daughter and three sons, Edward L., Harry and Arthur Hitzelberger, all of Indianapolis. The funeral was held Feb. 12 at SS. Peter and Paul Cathedral, with burial at Holy Cross Cemetery.

\* \* \*

The Vincennes Feed & Produce Company has been organized with a capital stock of \$15,000. Charles Seed, one of the wealthiest men in the Illinois oil fields, is president of the new concern.

\* \* \*

The Indianapolis Board of Trade has given \$500 more to the Red Cross. This is in addition to the \$150 already given toward postage and other expenses of the Indiana division, which is holding its meetings at the Board of Trade. The Governing Committee of the Board at its last meeting also voted to give \$100 for the use of the Citizens' Relief Committee in its work for the unemployed.

\* \* \*

Fire destroyed the grain elevator owned by C. G. Burke of Decatur and located at Craigville, causing a loss of more than \$15,000. The elevator contained a carload of wheat and rye and 2,000 bushels of corn. A carload of shelled corn on the Clover Leaf tracks was also destroyed.

\* \* \*

The Abell Elevator Company of Kentucky has filed application with the secretary of state to do business in Indiana.

\* \* \*

The frame grain elevator at Evansville, owned by Edward Goeke and operated by Iglehart Brothers, was destroyed by fire which originated from an overheated stove. The elevator was valued at \$4,000. Wheat valued at \$1,000 was also destroyed. The loss was covered by insurance.

\* \* \*

The Farmers' Grain Company of New Carlisle has been organized with a capital stock of \$10,000. The directors are Ralph Bennet, Marion Switzer and Charles Bates.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

THE Chamber of Commerce of Milwaukee has been exercised in some measure by the unfounded reports of large quantities of grain here to promote a corner in wheat. Secretary Plumb says: "The story from Chicago that 15,000,000 bushels of wheat are stored in Milwaukee and Madison is absurd. This kind of publicity reflects seriously on the membership of the chamber. It should be emphatically understood that Milwaukee grain men are not promoting a corner in wheat, or any other grain. The district attorney in Chicago wants to discover the reasons for the high price of grain and if possible, if the speculators are responsible in any way. We are with him in this investigation. If he can discover anything wrong in methods or individuals, we approve of their punishment.

"Madison has never been considered a storage place for grain and cannot suddenly have become such a point without the proper facilities, which have not been provided. As far as Milwaukee is concerned, the total storage capacity of every elevator in the city, including all those connected with mills, malt houses and breweries, is about 15,000,000 bushels. The stock of wheat at Milwaukee in storage elevators, where grain is kept for handling and shipment, exclusive of the grain used by manufacturing plants, is only 30,000 bushels. All other

wheat not in transit is held by the millers of the city.

"The report that Milwaukee has wheat hidden in boats, ready to be rushed out at the opening of navigation, is also a piece of gross misinformation. There are two cargoes of corn afloat in the river, according to authentic figures and facts, but not a bushel of wheat. If the district attorney in Chicago can discover any of this hidden grain, he is wiser than all the members of the Milwaukee Chamber of Commerce."

\* \* \*

Signs of the easing in money rates have become visible in the reduction of the interest rate on advances to 5½ per cent for the month of February. This is the lowest rate allowed since the opening of the European war.

\* \* \*

Milwaukee bank clearings are down 6 per cent in recent weeks, as compared with last year. Business is just a shade below that of a year ago. This is the first such sign of business decline that the city had since the war began. Manufacturers, millers and grain men now believe that there will be much improvement in business as spring opens up.

\* \* \*

George A. Schroeder, manager of the Freight Bureau of the Milwaukee Chamber, is in Washington, arguing before the Interstate Commerce Commission on the question of the proposed elimination of reshipping rates from Milwaukee via Chicago to eastern destinations. Mr. Schroeder will contend for Milwaukee shippers that the present rate situation should not be changed.

\* \* \*

As throwing further light on the reduced grain stocks in Milwaukee it should be stated that the official figures given out by the secretary on this point for February 6 show that there were 32,000 bushels of wheat, 967,000 bushels of corn, 510,000 bushels of oats, 163,000 bushels of barley, and 45,000 bushels of rye.

\* \* \*

The Milwaukee Chamber dealers in hay have been engaged in considerable war business. The W. J. Armstrong Company has sold 100 cars of hay to be used for the British army horses quartered at East Alton, Ill. Thousands of horses are now there preparatory to shipment abroad and many more are coming, according to Mr. Armstrong, who adds that there are horse barns there 2,400 feet long. Mr. Armstrong is also negotiating with representatives of the Italian government for extensive sales of hay to supply the Italian war camp to be located in Illinois. From 10,000 to 12,000 horses are expected to be located in these two camps.

\* \* \*

The Board of Directors of the Milwaukee Chamber has authorized the continued publication of the monthly paper which has been a feature of the business here for some time. The Publicity Committee as chosen is composed of W. P. Bishop, W. A. Hot-tensen, Stuart Hyde, E. J. Grimes and H. A. Plumb.

\* \* \*

C. F. Freeman, one of the oldest veterans of the Milwaukee Chamber of Commerce, has a sales account of Kellogg & Mann under an 1867 date showing that rye sold at that time for \$2.25 per bushel, No. 1 spring wheat at \$2.85 and No. 2 at \$2.74 a bushel.

\* \* \*

W. P. Bishop has issued an interesting statement explaining the high prices of grain at this time. He justifies them fully as being based on fundamental conditions and believes that all of the talk of investigating speculation and manipulation of prices by the government will come to naught, since there is nothing abnormal in the present situation. He says further:

Exporters have been so eager to get the grain that almost any price could be asked and foreign buyers were willing to pay for it. Foreigners had to have the grain regardless of price. Sales have been by the millions of bushels each day and there are nearly 10,000 cars of grain at Baltimore alone waiting for vessel room.

America has been the logical place for the buying of wheat by all of the warring countries since grain can be rushed across the ocean in a week under favorable

conditions, while it takes nearly three months to get the grain from Argentina and is said to cost some 45 cents a bushel.

The grain men are not getting an excessive profit from the handling of grain since the rate is usually a half cent per bushel which no one can contend is too much.

Farmers have been holding back their grain in response to advice from Washington. But despite that influence for higher prices, 52 per cent of the corn of the country has already left the hands of the farmers, which is an unusually high percentage.

The price of futures in grain is not raising the cash price since the cash grain is relatively higher than futures now, when the cost of carrying grain up to the May delivery is considered. This is the best proof that the price of options is not pulling up the price of the cash grain.

Why should the federal government buy ships to take the grain away when the officials of the administration are investigating the high price of grain? In other words, the government would assist to make higher prices of grain and then investigate the reason for the advance.

The high prices for grain are entirely legitimate and based on the actual conditions of the trade.

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W. M. Bell & Co., the Milwaukee cash grain house, formerly located at 200 Chamber of Commerce Building, is now settled in its new and larger quarters in 303 Mitchell Building.

\* \* \*

William J. Sullivan, moisture tester of the grain inspection department of the Chamber of Commerce, resigned his position on February 1 to join his brother in the delivery business.

\* \* \*

A few of the inmates of the Milwaukee Soldiers' Home who had frequented the galleries of the Milwaukee Chamber of Commerce and watched quotations will no longer be able to indulge in this habit as the secretary has closed the galleries against its former habitués. There were intimations given that some of the old veterans were taking flyers in the market and the secretary determined to stop the practice, it being his aim that all the trade on the Milwaukee exchange be conducted along the most ethical lines.

\* \* \*

Traffic Expert George A. Schroeder took an active interest in the switching case which was recently decided at Washington by which about \$3 per car was added to the charge for handling cars on the Milwaukee road which would be equivalent to about \$200,000 a year.

Mr. Schroeder explained that the shippers of Milwaukee probably would agree to accept the higher rates for intrastate switching in line with the higher rates allowed by the Interstate Commerce Commission at Washington. He also explained that the shippers would be willing to allow the same rate on team track switching as on industrial switching.

"It should be emphatically stated, however," added Mr. Schroeder, "that we accept the higher rates only under strong protest as we intend to attack the advanced charges as soon as facts and figures can be collected proving that the cost of operation in switching is not as high as laid down by the Wisconsin Railroad Commission."

\* \* \*

Grain prices have reached new high records at Milwaukee with fine pearling barley as high as 93 cents a bushel. Malting, brewing and shipping demands for the grain are also strong enough to be of great weight in the trade. Prices for the good grades have ranged largely from 85 to 89 cents per bushel. The receipts are now running in the neighborhood of 300 cars per week which is about the same rate as previous weeks.

The corn trade for the first week in February was 540 cars compared to 720 cars in the previous week. Most of the fair to fine grades of corn have been selling at from 71 to 75 cents per bushel. The damp weather however, has caused some high moisture tests in comparison to the good quality corn that has been offered in the trade most of the time. Both shipping and manufacturing demand has been good. Most of the grain men believe that corn is far too cheap considering the present high price of wheat. Higher prices are predicted if other grains hold up.

Oats trade for the first week in February was 217 cars compared to 319 cars in the previous week. Choice heavy oats of fine color are in strong demand

while inferior and light weight oats are rather heavy. Most of the sales have been running from 56 to 59 cents per bushel with 60 cents as the goal of traders in the near future if prices are as well maintained as before.

Milwaukee wheat of course fluctuated with the other markets of the country with prices ranging from \$1.57 to \$1.65 per bushel. Millers and shippers are on the lookout for good wheat. Receipts are running a little less than 100 cars per week at the Milwaukee market, according to local grain men.

Rye offerings have dropped to 38 cars for the first week of February indicating small supplies in the country. Prices are running from \$1.25 to \$1.30 per bushel with good export and manufacturing demand.



FRANK J. DELANEY, head of the Frank J. Delaney Grain Company, with offices in the Postal Telegraph Building, Chicago, took a flying trip to Boston and points in the East the latter part of January. He was accompanied on his trip by Mrs. Delaney.

\* \* \*

William H. Axtater, doing business under a joint account with Nye & Jenks Grain Company of Chicago, is now assisted in the business by his son William Axtater. Mr. Axtater, Jr., has for the past two years managed a country elevator for the Neola Elevator Company of Chicago. He will be seen this Spring and Summer at western grain dealers' meetings and may be relied upon to extend the glad hand with the same cordial "impressionist methods" made famous by his well known parent.

\* \* \*

Henry G. Strassheim, president of the Strassheim Hay & Grain Company of Chicago, has filed suit against the Chicago Railways Company for \$30,000 damages for alleged injuries sustained when he was struck by a street car last December. Mr. Strassheim claims that he has paid physicians \$2,000 for attending his injuries.

\* \* \*

A meeting was held in the directors' room of the Board of Trade January 23, at the suggestion of the secretaries of the several state grain dealers' associations of the Middle West. The subject discussed was the advisability of establishing a systematic inspection of the physical condition of all grain cars entering the several primary markets. The inspection to be done in the yards.

\* \* \*

Memberships on the Chicago Board of Trade are advancing steadily in price. During the past month three sold for \$3,000 each, net, to the buyer and one sold for \$3,100. During the past few months fifteen memberships have been bought by eastern people, who see greater opportunities in the grain market than in the stock market. Business on the Board is good and few members care to sell, so even a higher price for membership may be looked for.

\* \* \*

The Armour Grain Company of Chicago has opened a branch office in Hutchinson, Kan. G. W. Penney, who will manage the new office, has taken suite 209 in the First National Bank Building at Hutchinson. A leased wire will take the grain quotations from Chicago and Kansas City direct to the office.

\* \* \*

The "Red Book," issued by Howard, Bartels & Co., giving the grain and provision statistics for 1914, is out, with an abundance of valuable information.

\* \* \*

John T. Sickel has established offices for conducting a freight brokerage business, specializing in grain, full cargoes and parcels. The Chicago office is located at 822 Webster Building. The New York correspondent will be Oliver P. Caldwell, with J.

H. W. Steele Company of New Orleans and Galveston.

\* \* \*

Ashley Jones of Ware-Leland Company, Chicago Board of Trade, left the latter part of January for a two months' vacation in the South and East.

\* \* \*

"In view of the general interest in the world's wheat situation it is well to call attention to the fact that in the month of June a new crop will be harvested in Turkey, Greece, Italy, Spain and Portugal, the south of France, California and all the southern states of the United States," said C. H. Canby, president of the Chicago Board of Trade. "In July these crops are followed by the harvest of a new crop in Roumania, Bulgaria, Austro-Hungary, south of Russia, Germany, Switzerland and France, and all the winter states of this country. In view of this condition it is readily apparent that an entirely new situation will exist in the month of July as compared with the conditions in April and May."

\* \* \*

William Lane, the Armour manager in the provision department on the Board of Trade, has gone to the Pacific Coast. He is accompanied by Mrs. Lane and Miss Kathryn Lane. They will visit both expositions and all places of interest in the West.

\* \* \*

Edward F. Leland has been elected a member of the New York Cotton Exchange.

\* \* \*

Lamson Bros. & Co. announced on February 1 that Harry H. Lobdell had become associated with the firm as co-partner.

\* \* \*

E. G. Brown, of the Hooper Grain Company, who has been suffering from nervous prostration, is showing little improvement.

\* \* \*

At the annual meeting of the Young Men's Board of Trade Club in January, Robert W. Buckley was elected president; L. C. Brosseau, vice-president; D. A. Laughlin, secretary, and A. F. Bliss, treasurer.

\* \* \*

C. L. Raymond, ex-president of the Chicago Board of Trade, and James A. Rankin, a leader in the speculative wheat market, are spending the winter in Pasadena, Cal.

\* \* \*

Finley Barrell, whose health has been poor for some time past, recently left Chicago with his family for Pasadena, Cal., where he will spend the balance of the winter.

\* \* \*

Adolph Gerstenberg, Frank M. Baker and John Brennan attended the Iowa Farmer Grain Dealers' Association convention at Mason City, Iowa, as representatives of the Chicago Board of Trade.

## INDIANA'S AGRICULTURAL WORK GROWS

Prof. G. I. Christie gives a brief review of the work accomplished by the Agricultural Extension Department, in a booklet recently published, containing the twenty-seventh annual report of the Agricultural Experiment Station at Purdue University, Lafayette, Ind. This report is complete only up until June 30, 1914, and contains the reports of the heads of the various departments. The Department sent out a total of 415,000 bulletins in eleven issues and 103,000 circulars in six issues. The Maish Act provides \$75,000 a year for experimental work and this amount is just half the amount required to push the work satisfactorily.

In the report of the Soils and Crops Department, Prof. A. T. Wiancho makes a brief statement of the various lines of work upon which the Department has been engaged. The testing of the different varieties of winter wheat, oats, and soy beans and cowpeas for grain and forage production, took up a great deal of the report. The effects of lime and various kinds of fertilizers were considered. The book closes with the accurate statements of the financial conditions and the expenditures of the various departments.

# CROP IMPROVEMENT

## CEREAL IMPROVEMENT EFFECTED IN WISCONSIN

BY PROF. R. A. MOORE.\*

The subject of cereal improvement is one of world wide importance as it affects the agricultural and commercial development of our state and nation. The question of how to keep the young man upon the farm is one of great import as is plainly noticeable from the prevailing custom of the young people to leave the farm and wage the battle of life within the city. A century ago 90 per cent of our population were producers and lived in the country but today nearly 60 per cent of our people live in the city. Our schools to a certain extent have been responsible for educating the boy away from the farm but there has been a far greater factor at work in this respect known as the lack of opportunity. It is quite largely to emphasize the opportunity afforded young people on the farm through the introduction of the pure bred seed grains and factors now at work to improve the conditions upon the farm that I appear before you today.

The work of grain breeding has been in progress at the Wisconsin Station since 1898 and experiments clearly prove that marked improvement can be made with all grains and forage plants by following definite lines of systematic breeding.

For centuries our animal breeders have been busy improving farm animals until throughout the civilized world we can find the beautiful Guernsey, Holstein, and Jersey cattle; the Percheron, Shire and Clydesdale horses; the Poland China, Berkshire and Chester hogs; the Shropshire, Dorset and Oxford sheep with many other strains of cattle, horses, etc., not mentioned. These patient breeders have clearly demonstrated through a long series of years what can be accomplished in the way of improvement brought about by animal breeding, and have done much in the way of establishing pure bred animal centers where farmers can secure pure bred sires, and dams if necessary, to improve and finally to take the place of the scrub stock usually kept on the average farms. A noble, painstaking work carried on for hundreds of years for which men devoted the best years of their lives for this noble achievement and then transferred the work to their offspring who, in like turn, carried on the work and reaped the reward of the improvement made by his forefathers and then left to his offspring a still further improvement that had been effected during his lifetime.

No such continuity, however, was found in grain breeding. As a matter of fact no one seemed to think seriously of the seed grain situation, and scrub grains of no distinct breeding were found everywhere throughout farming communities. The production of pure bred seed, the very foundation rock upon which the best live stock industry is based, seemed sadly neglected, and a general deterioration of the productive powers of grains was everywhere noticeable.

The plant breeder has it within his power to make great strides and, with his opportunity of dealing with millions of individual plants, can accomplish in a single generation the improvement that has taken centuries to accomplish in animal breeding. Only fourteen years ago Wisconsin was trying to grow a hundred scrub varieties of corn, from fifty to one hundred varieties of barley, oats, rye, wheat, etc. No distinct varieties noted for the quality and yield were known to our farmers. Corn, the crop upon which so many of our dairymen were dependent, the seed with few exceptions was annually bought in accordance with the scoop shovel method, resulting in the farmers getting shelled seed corn usually several varieties to be planted together in the same field. No wonder we were not successful in our efforts at corn growing when our seed embodied early, medium and late corn, and often very low in vitality and energy. Our seedsmen were powerless as no pure seeds could be obtained, and regularly they were forced to put upon the market scrub corn and other seeds.

### Wisconsin Barley.

In the barley region it was found that often bearded, beardless, hullless, two rowed, four rowed and six rowed varieties were found in the same field. Different varieties of barley require different periods of time for germination; some of the varieties will germinate in two days, some in four days, some in six days, and some intermediate. The maltster was puzzled as he desired to have a barley for malting in which the kernels would all sprout at approximately the same time. If he waited for the six day barley to sprout he would lose the value of the barley that sprouted in two days, and if he tried to strike a happy medium, which was the only thing he could consistently do, he lost at both ends. He could not stand the loss, consequently

paid for the barley in accordance with the amount of malt he could secure from it, hence the farmer received less money for his barley.

Also, the different varieties of barley ripen at different periods and the farmer was forced to cut at a time when some of the barley was green and some over ripe. By so doing he suffered another loss which took from him a large portion of that which otherwise would have been clear profit. Not only the farmer had to suffer a loss but every community and town from which barley was shipped suffered from the shortage of funds returned for the season's crop.

Then, all crops suffered in quality and yield per acre from the sowing of the scrub seeds of no uniform breeding. To correct the above defects, and many others, the College of Agriculture took up the work of breeding pedigree seeds which now far surpass in yield and quality the grains formerly sown upon our farms. The breeding of grains is not so technical a process as many of us are often led to believe. After living some fifty years in this old world I am led to believe that the great things in life are the plain and simple things and if we become keen observers we will notice those grand, noble object lessons of exceedingly great value lying all about us and mother nature ready to aid and assist us in wresting from her her choicest secrets. Almost all of our greatest inventions were brought about by close observation of simple things. The average person is looking altogether too far away for the great things in life and too often the colors of the bow of promise shine with all their beauty for him in Mexico, Central America, and Northwest Canada, when in his own native clime their charm is entirely lost and their beauty scarcely recognized. So in the breeding of grains and forage plants the wise breeder will closely observe the things near at hand and be ready to grasp the truth at every stage of progress. The painstaking, close observing, patient person who can settle down to a ten-year job and camp on the trail, exercising eternal vigilance, cannot help but succeed.

I have not the time to dwell upon the details of the system of small grain breeding pursued but will say that it has taken fifteen years' time to bring forth the pedigree seed grains which we are now shipping to all parts of the earth. We have also bred four standard varieties of corn.

### Raising the Corn Standard.

Pedigree barley, winter rye, winter wheat and oats have been bred at the Wisconsin Station. Four standard varieties of Wisconsin corn have been bred through a course of breeding known as the ear-to-row method. By this method it is possible to get the progeny of one ear out of many that has within it the power to transmit to its offspring its permanent characters of high yield, symmetry of ear and other important characteristics.

The variation of yield between ears of corn of the same variety is exceedingly great, the yield also of seed ears, ears that are sufficiently good to retain for seed is greater still. By careful breeding it is possible to get a variety to yield three and four times as many seed ears as the variety would yield if no breeding were put upon it. Good seed corn is worth \$3 per bushel in the ear when properly cared for. It makes a great difference to the average farmer now on the high priced lands whether he is growing corn worth \$3 per bushel or corn worth only 70 cents per bushel. It is also possible by breeding to get a variety of corn to double its general yield. The Silver King, or Wisconsin No. 7, which is one of the most highly bred varieties, gives a yield of 25 per cent and 35 per cent seed ears which before improvement did not give more than 6 per cent seed ears and the remainder common feeding corn.

### Organization Efficiency.

Early in the work it was apparent that after the select and pedigree varieties of grains were bred there was needed a force of careful farmers to grow and disseminate these grains. To have such body of helpers for close co-operation the Wisconsin Experiment Association was organized February 22, 1901. This association is composed of young farmers who have been trained in the College of Agriculture and thoroughly competent to handle the pure bred grains in the best possible way. While the Association is an independent state organization, it co-operates very closely with the College of Agriculture in all of its work. Through this body of workers the Experiment Station makes its dissemination of pure bred seed grains and carries on tests with fertilizers, soils, seed grains, and general forage plants.

The membership are supplied with sufficient pedigree small grains for an acre each or enough corn for two acres and are required to establish what is known as pure bred grain centers. After the first year each member grows sufficient to plant many acres

and his seed center becomes the source of seed supply for his community and the state at large. Through this system of dissemination we now have practically whole townships growing the same varieties of farm grains.

After ten years' growing and dissemination of the pedigree oats we estimate that over two-thirds of all the oats grown in Wisconsin are of that variety. In the same way have the pedigree barleys been disseminated until over three-fourths of all the barley in the state is of that one breed, and Wisconsin grows one-eighth of all the barley in the United States.

Four varieties of corn have been bred and disseminated, namely Silver King, Clark's Yellow Dent, Golden Glow and Wisconsin No. 8, which are now being eagerly sought by the farmers and seedsmen in Wisconsin and adjoining states.

We now have a membership in the Association of approximately two thousand, nearly all of whom are active seed grain growers and have equipped themselves with all the conveniences for handling the select and pedigree seed grains in large quantities. By following the method of having these seed grain centers established in practically every township of the state it brought the select grains in close proximity to the farmer where he would have an opportunity to study the grains while they were growing and see them threshed before deciding to grow them on his own farm. Many farmers will study a cornfield or a grain field beside the road when it would be a hardship for them to study corn from the printed page.

### How to Keep Boys on the Farm.

One of the best ways to keep our young men on the farms is to give them an opportunity to think and to have as good or better earning capacity on the farm than elsewhere in life. The growing and selling of select seeds in Wisconsin has been the means of keeping hundreds of young men on the farms and also has been a chief factor in determining the taking of a course in the College of Agriculture, so as to enable them to join the Association and get into the business.

On account of the large membership of the Association scattered so widely throughout the state it was deemed advisable to organize local associations in those counties that had fifty or more regular members. Forty-seven counties are now organized. These organizations are known as County Orders of the Experiment Association and are officered similar to that of the State Association. The secretary of the County Order is appointed as farm inspector for his respective county and his duty is to visit all members of his order and all farms upon which pure bred seed grains are grown. He is expected to give advice to the local members in regard to facilities for growing and handling seed grains and report to the State Association. The State Association also has a regular inspector who visits and inspects the pure bred seeds grown by the members of the Association. If the grains are approved by the inspector the members are allowed to use the registered state tag of the Association.

By exercising close supervision, poor grains are kept out of the market. The Wisconsin pedigree and the select seed grains are now known everywhere. Foreign countries as well as all grain raising states in America are buying the Wisconsin pure bred seeds.

The seed houses of Wisconsin and elsewhere are now able to purchase and sell to their customers distinct breeds of grains of known merit instead of the mixed varieties of unknown quantities heretofore sold. The farmer in turn gets a grain of much higher yielding power and free from weed seeds at approximately the same price he formerly paid for mixed and scrub stock.

### The Work of the Association.

A five years' test run with the Wisconsin No. 7 corn in which 1,550 members of the Association took part and where they were required to put the best common corn in comparison, resulted in an average yield of 62 bushels of shelled corn to the acre—twelve bushels more than the best corn compared against it. This wide test covering nearly all counties of the state showed that a yield with the high bred corn nearly double that of the general yield of the state could be secured.

Reports from 1,020 members of the Experiment Association who carried on tests with pedigree barley in different parts of the state show an average yield for five years of 36½ bushels per acre, 5½ bushels above that of the best varieties compared with it.

Wisconsin produced approximately an average of 740,000 acres of barley annually for the past five years, or a total of 3,700,000 acres. Had this entire acreage been sown to pedigree barley at the increased yield there would have been produced 18,000,000 bushels of barley more than if the common barley had been used. At the average price of 68 cents per bushel this would amount to \$12,000,000 added to the wealth of the farmers of the state during a five-year period.

To reach the boy upon the farm the Young People's pure bred grain contests were organized in 1906, which had for its purpose the training of the boy in the growing of pure bred seeds and at the same time disseminate extensively throughout our state the pedigree seeds. The work has only been in progress eight years but its popularity and expansion has been great.

\*Address delivered before the Council of Grain Exchanges, Chicago, January 22.





**ILLINOIS**

A farmers' elevator may be erected at Washburn, Ill., it is said.

It is stated that farmers are selling shares for the purpose of building an elevator at Byron, Ill.

The Neola Elevator Company has erected a new addition to its string of corn cribs at Chana, Ill.

The Farmers' Elevator Company has completed the construction of its new house at Green Valley, Ill.

A charter has been granted the Leonore Farmers' Elevator Company of Leonore, Ill., capitalized at \$10,000.

The Farmers' Elevator Company at Dalley, near Penfield, Ill., has increased its capital stock from \$11,000 to \$12,000.

The Farmers' Elevator Company of Manteno, Ill., has filed an amendment to its charter increasing its capital from \$15,000 to \$20,000.

The Bristol Farmers' Elevator Company of Bristol, Ill., has filed an amendment increasing its capital stock from \$7,000 to \$10,000.

The Peotone Farmers' Elevator Company, recently incorporated at Peotone, Ill., has purchased an elevator at that place for \$5,800.

Farmers in the vicinity of Carlyle, Ill., have taken steps toward the organization of an elevator company and will probably build a house.

The new addition to the Farmers' Elevator at Greenview, Ill., has been completed by the Burrell Engineering & Construction Company of Chicago.

The Montelius Grain Company of Piper City, Ill., has installed a grain cleaner in its new house, which has a capacity of 3,000 bushels of grain hourly.

The H. Lambert Company, whose elevator at Beaverville, Ill., was recently destroyed by fire with a loss of approximately \$29,000, will rebuild at once.

W. T. Cavitt has purchased the half interest of his brother, Geo. W. Cavitt, in the elevator of Cavitt Brothers at Woodland, Ill. The other member of the firm is C. O. Cavitt.

The Drummer Grain Company of Gibson City, Ill., has decided to handle farm implements and a building has been purchased for display purposes, while additional structures will be erected for machinery storage.

The stockholders of the Sutter Grain Company, Sutter (R. F. D. from Hickoryridge), Ill., held their fifth annual meeting last month, when J. Henderson was elected president, and Val Springer, John Litwiller and J. H. Henderson, directors.

A 10 per cent dividend was declared at the annual meeting of the Bement Grain Company, Bement, Ill., and the financial report showed a net profit of \$4,300, while approximately 350,000 bushels of grain were handled during the year.

It is understood that a new concrete elevator will be erected at Jerseyville, Ill., by the Stanard-Tilton Milling Company of Alton, Ill. The new house will occupy the site of an old elevator burned several years ago, and will have a capacity of 30,000 bushels.

The Farmers' Grain & Supply Company, Carthage, Ill., elected the following officers at its annual meeting: President, J. L. Daugherty; vice-president, Joseph Fry; secretary, Geo. A. Wemhaner; treasurer, J. M. Hungate; directors, Ed. Walbrink, R. C. Kerr and J. C. Crawford.

At the recent annual meeting of the Fisher Farmers' Grain & Coal Company, Fisher, Ill., a dividend of seven per cent was declared and the following officers elected: President, Chas. Fairfield; vice-president, J. Teuscher; secretary and manager, L. E. Farlow, and treasurer, Chas. Duvall.

Roy H. Jones & Co. have purchased two elevators of Charles H. Shelby at Galesville, Ill. It is the intention of the company to tear down one old house and to erect a new one in the early spring. The firm has operated the two houses for several years under a lease, and Walter Dillavou will be retained as manager.

The Farmers' Elevator Company of Delavan, Ill., will erect a new elevator at the Holmes Crossing on the Illinois Central Railroad west of Delavan. The company held its annual meeting on January 16, at which time it was determined to increase

the company's capital stock from \$8,000 to \$30,000, and directors were re-elected as follows: T. J. Quigley, James H. Harris and Henry Wertsch.

A charter has been granted the Equality Farmers' Exchange of Equality, Ill. The capital stock is \$5,000 and the incorporators are Isaac White, Nick Davenport and George Vinyard.

**IOWA**

A new elevator has been completed for operation at Donahue, Iowa.

J. H. Huber of Miltonville has purchased the elevator at Otranto Station, Iowa.

C. A. Brown and Geo. F. Schafer have purchased the Cook Elevator at Wapello, Iowa.

A farmers' company is being organized at Turin, Iowa, to erect a \$10,000 elevator, it is stated.

The Lake Mills Creamery Company of Lake Mills, Iowa, contemplates erecting a farmers' elevator.

The Farmers' Elevator Company of Walford, Iowa, has purchased the Jackson Elevator at that place.

Meetings have been held at New Hartford, Iowa, for the purpose of organizing a co-operative elevator company.

Meyer & Frerichs, who have been operating the elevator at Wellsburg, Iowa, have been succeeded by Meyer & Peters.

Farmers near Cornell, Iowa, have been holding meetings with a view to the formation of an elevator company.

The Krebill Brothers Milling Company at Fort Madison, Iowa, will build an elevator with a capacity of 20,000 bushels.

The stockholders of the Farmers' Grain & Lumber Company, South English, Iowa, held their annual meeting on January 19.

Christ Vollerson has disposed of his elevator at Dows City, Iowa, to H. G. Scott, who will take possession about April 1.

Farmers and business men of Magill (mail to Tennant), Iowa, are organizing a company which will build an elevator in the spring.

The plant of the Malvern Grain & Milling Company at Malvern, Iowa, was recently sold at public auction to the Nebraska Corn Mills Company of Lincoln, Neb.

Owen & McCormick have sold their grain and coal business at Conesville, Iowa, to W. H. McKee and A. F. Abbott, but retained their hardware and implement business.

E. F. Wentz of Oakland, Iowa, will build a 25,000-bushel frame elevator and a contract has been awarded the Burrell Engineering & Construction Company of Chicago.

The Farmers' Co-operative Company of Tama, Iowa, plans to erect a \$6,000 elevator to replace the house destroyed by fire some time ago. Geo. Dolozal is president of the company.

The Farmers' Elevator & Supply Company of Langdon, Iowa, will build a 15,000-bushel elevator at that place, the contract for which has been awarded the Burrell Engineering & Construction Company, of Chicago.

The annual meeting of the Farmers' Elevator Company, Struble, Iowa, was held last month, when the following directors were elected: L. H. Henrich, H. E. Mueller, W. H. Deegan, J. D. Sebels and H. F. Becker.

Creditors of the defunct B. A. Lockwood Grain Company, Des Moines, Iowa, held a meeting on January 26, at which time it was voted to sell the line of 18 elevators to a corporation headed by Parley Sheldon, of Ames, Iowa, for \$65,000.

The stockholders of the Farmers' Elevator Company at Fairfax, Iowa, recently held their annual meeting and elected the following officers: Frank Kelberger, president; John Flaherty, vice-president; L. Dvorak, treasurer; other directors, Joseph Strand, John Vavrs, John Lefebure and Dan Cahill.

The Malcom Farmers' Elevator of Malcom, Iowa, held its annual meeting last month, when the following officers were elected: President, Fred Murphy; vice-president, L. M. Verbeck; secretary, William McClure; treasurer, Sldney Royce; directors, James McKee, W. F. Douglass, H. A. Jones, Otto Schultz, T. J. Mehlin, Wm. Nevelle and Henry

Ohland, and manager, W. E. Johnson. A dividend of eight per cent was declared.

The Bremer Grain Company of Waverly, Iowa, contemplates a number of improvements for its elevator this spring, including a new automatic scale, corn cleaner, dust collector, new dump, belting, carloader and steel frame and cups.

The Farmers' Elevator Company of Mt. Union, Iowa, has placed its contract with the Burrell Engineering & Construction Company, Chicago, for a new elevator. It will be of the standard "Burrell" type and work will be commenced April 1.

Plans are under way for the formation of an elevator company at Leon, Iowa, and C. R. Rauch, who is interested in elevators at Lamoni and Davis City, Iowa, proposes to take stock in the new enterprise. It is probable that an elevator will be erected.

It is understood that L. J. Button of Sheldon, Iowa, does not contemplate rebuilding the elevator at Sioux Rapids, Iowa, recently destroyed by fire, but the farmers in that vicinity may purchase the site of the former house and build a new elevator.

Reports of last year's business at the annual meeting of the Shellsburg Grain & Lumber Company, Shellsburg, Iowa, showed a marked increase over previous years, and officers were elected as follows: A. J. Budd, president; Jos. Alden, Jr., vice-president; Herbert Dickinson, secretary, and A. K. Rife, treasurer.

At the recent annual meeting of the New London Farmers' Elevator Company, New London, Iowa, the following officers were elected: E. L. Russell, president; Frank Ritchey, vice-president; J. A. Randall, secretary; E. E. McKee, treasurer; Ed Hasenclever, Asa Davis, Sam Lee, R. H. Gillis, J. L. Davey, Chas. Shipley and J. H. Gillis, directors. Geo. H. Carter was appointed manager.

**MINNESOTA AND WISCONSIN**

O. G. Moen opened the Columbia Elevator at Milan, Minn., on February 1.

It is reported that a new elevator will be erected at Goodridge, Minn., next summer.

A new feed mill has been placed in operation in the Farmers' Elevator at Forada, Minn.

Farmers near Madelia, Minn., are interested in the organization of an elevator company.

Meetings have been held at La Salle, Minn., for the purpose of organizing a farmers' elevator company.

The Hubbard Milling Company of Mankato, Minn., has in process of construction six steel storage tanks.

Ogren & Peterson have purchased the Hoffman-Holton Elevator at Renville, Minn., from Anton Holton.

A new electric motor and other improvements have been installed in the Farmers' Elevator at Waupun, Wis.

Among improvements planned by the Farmers' Elevator Company, Waseca, Minn., is the building of a large corn crib.

The Equity Association of Belleplaine, Minn., has been making an effort to interest farmers in the matter of building an elevator.

A 50,000-bushel elevator will be erected at Fari-bault, Minn., this spring by the Sheffield-King Milling Company of Minneapolis, Minn.

The Farmers' Elevator Company of Clara City, Minn., has built a commodious machinery house and will handle a full supply of farm implements.

The Crookston Milling Company of Crookston, Minn., at a recent meeting, voted to erect a grain elevator and a steam power plant during the coming year.

A farmers' meeting was held at Atwater, Minn., on February 2, to consider the matter of purchasing the Farmers' Elevator to operate it on the co-operative plan.

R. H. Zimmerman has purchased an interest in the elevator of H. L. Vieth at Norwalk, Wis., and the business is operated under the style of Vieth & Zimmerman.

The annual meeting of the Dennison Farmers' Mercantile & Elevator Company was held at Dennison, Minn., last month, when a net profit of \$2,589.41 was reported for the past year, and the board of directors elected the following officers: President,

C. T. Lykken; vice-president, H. M. Hope; secretary, E. G. Farrankop; and treasurer, W. W. Bunday.

Farmers in the neighborhood of Shakopee, Minn., recently met to discuss the matter of purchasing the old Peavy Elevator and to organize a farmers' elevator company.

The Farmers' Alliance of Tyler, Minn., has voted to discontinue its organization and the grain business of that town will be handled by the Farmers' Elevator Company.

The Dahl Elevator Company of Minnesota, Minn., has placed its contract with the Burrell Engineering & Construction Company for a new 20,000-busbel grain elevator.

It is understood that a new elevator of 25,000 bushels' capacity will be erected at Redwood Falls, Minn., to replace the Echo Elevator, destroyed by fire several months ago.

The Northfield Farmers' Elevator Company of Northfield, Minn., recently declared a dividend of 20 per cent. The firm handled 145,685 bushels of grain during the past year.

The Nordyke & Marmon Company of Indianapolis, Ind., will install a wheat tempering and conditioning outfit in the elevator of the L. G. Campbell Milling Company at Owatonna, Minn.

Considerable interest was manifested in a meeting of farmers at Norwood, Minn., which was held for the purpose of discussing the probable formation of a co-operative elevator company. A committee was appointed to secure stock subscriptions.

The elevator at Greenland, Minn., has been closed for a few weeks, but it is probable that arrangements will soon be made for its re-opening with T. F. Slattery in charge as buyer. The building was bought some time ago by Joseph Warner, from the Elysian Milling Company.

A dividend of 10 per cent was declared by the Farmers' Elevator Company of Faribault, Minn., at a recent annual meeting, and the following board of directors elected: F. J. Orcutt, president; William J. Murphy, vice-president; E. E. Petseys, secretary and treasurer; E. Cowle, John Degnon, W. H. Hawkins, S. J. Leahy, directors.

The Farmers' Co-operative Elevator Company of Tomah, Wis., held its annual meeting and election of officers on January 30. The following were elected: President, Dan Linenhan; vice-president, A. S. Baumgarten; secretary and manager, Henry Snyder; treasurer, J. H. Ebert; directors, J. Nelson, A. Schultz and William Gasper.

The organization of the Farmers' Co-operative Elevator Company, Minnesota Lake, Minn., has been completed and the following directors and officers elected: President, L. F. Phillips; vice-president, W. H. Schroeder; secretary, Wm. C. Minks; treasurer, Robert Beske; directors, L. Hoechst, Sr., Ernest Grunske, Edgar Thompson, Ed. Redman and E. C. Zabel.

## OHIO, INDIANA AND MICHIGAN

Bond & Co., of Winamac, Ind., have sold their elevator to Oscar Clark.

A grain business has been established at Defiance, Ohio, by Spangler & Davis.

The S. D. Bailey Company of Wanatab, Ind., will soon incorporate to handle grain.

The Bradley Elevator at Wisner (R. F. D. from Akron), Mich., has been placed in operation.

F. C. Sballer of Dayton, Ohio, has purchased the elevator of A. J. Hawk & Sons at Rockford, Ohio.

The Clinton Grain Company has been incorporated at Clinton, Mich., with a capital stock of \$10,000.

Phil Sheets of Botkins, Ohio, elevator owner, has purchased the Manchester Elevator at New Hampshire, Ohio.

Business men of La Fayette, Ind., are said to be considering the matter of building an elevator at Logansport, Ind.

The Loughry Brothers Milling & Grain Company of Monticello, Ind., is said to have increased its capital stock \$30,000.

Urich Brumbaugh, owner of an elevator at Middlebranch, Ohio, has added a new conveyor to be utilized for loading cars.

Starr Brothers of Winamac, Ind., consider rebuilding their elevator recently destroyed by fire, possibly a concrete structure.

The Gleaners of Gratiot County, Mich., held a meeting at Alma on January 16, to consider the matter of building an elevator.

A \$10,000 grain elevator will be erected at St. Louis Crossing, Ind., by farmers of that vicinity, who will operate on a co-operative plan.

F. E. Haller, of Montpelier, Ind., who is interested in elevators at Eaton and Shideler, Ind., has exchanged the grain house of the Haller Grain Company at Montpelier for the elevator of the Keystone Grain Company at Keystone, Ind., formerly owned

by P. W. Meade, who has taken over the Montpelier property.

As an inducement to the Mollett Grain & Milling Company, McClure, Ohio, to rebuild its plant, recently destroyed by fire, a committee is soliciting subscriptions for stock among farmers and business men.

The Fairland Grain Company, Fairland, Ind., is operating its new elevator at Fairland, Ind., recently completed to replace the house destroyed by fire on September 14. The equipment is driven by electricity.

The Grimes-Stritmatter Grain Company of Portsmouth, Ohio, has been chartered with a capital stock of \$10,000. The incorporators are H. J. Grimes, M. C. Grimes, Edwin Stritmatter, Katherine Stritmatter and J. D. Bridges.

Grain to the amount of 208,000 bushels was handled by the Napoleon Stock & Grain Company, Napoleon, Ohio, last year, according to reports at its annual meeting. A dividend of 20 per cent was declared and P. B. Hipp was re-elected manager of the business.

At the annual meeting of the McClure Grain & Stock Company, McClure, Ohio, held on January 16, a dividend of 10 per cent was declared and the following directors were elected: F. W. Euler, Frank Garster, William Armbruster, Knott Reid and Thomas Philpott.

A new elevator has been completed at Carroll, Ohio, for E. L. Troup, B. S. Hempy and F. D. Phipps, who organized a partnership last spring and purchased a site of J. P. Gundy, whose elevator and mill were destroyed by fire. The new house is an iron-clad structure, 85 feet high with a capacity of 15,000 bushels.

Newton Busenbark of New Market, Ind., has purchased elevators at New Market and Lapland, formerly owned by the Crabbs-Reynolds-Taylor Grain Company of Crawfordsville, Ind., together with the railway track sales' rights of the company at Waveland, Ind. Mr. Busenbark has been active manager of the plant at New Market for the past five years and will supervise both plants with Henry Armstrong, manager at New Market, and Luther Brown, agent at Lapland. Feed and field seeds will be handled at both elevators.

## SOUTHERN AND SOUTHWESTERN

B. P. Hatcher & Sons have taken over the elevator of W. A. Rose & Son at Sbamrock, Texas.

It is expected that Kremlin, Okla., will have an elevator complete for operation by next fall.

The Bewley Mill & Elevator Company will rebuild the elevator at Krum, Texas, recently burned.

C. L. Thompson and E. E. Wilson have taken over the Pearson & Hayton Elevator at Hunter, Okla.

Ernest Ritter is organizing a stock company at Marked Tree, Ark., which will erect an elevator.

J. E. Field & Son of Cartersville, Ga., have established a grain warehouse near their cotton warehouse.

It is stated that an elevator and mill will be erected at Clinton, Tenn., by A. M. Ring and Lee Scruggs.

Bouchot & Ludwick have succeeded the Farmers' Supply Company, dealers in grain, seed and coal at May, Okla.

Ben H. Stover and others are forming an organization for the erection of a 5,000-busbel elevator at El Dorado, Ark.

Butler & Miller, wholesale grain merchants at Leesburg, Fla., have purchased a second motor truck to handle their business.

A. B. Gentry has purchased the elevator at Hinton, Okla., formerly owned by the Farmers' Union Company, from O. E. Durham.

The grain, coal and wood business of G. C. Smith & Sons, at Alpine, Texas, has been taken over by the Alamo Lumber Company.

The W. T. Oates Grain Company of Ponca City, Okla., has purchased the interests of the H. B. Harold Grain Company of Whiteagle, Okla.

Wm. Major of Bushybead, Okla., expects to install in his elevator a carloader, grain dryer, automatic scale and other improvements in June.

J. T. Stout of the Deer Creek Elevator Company, operating a number of grain houses in Oklahoma and Kansas, has opened offices at Blackwell, Okla.

Announcement has been made by the Marvel Mill Company of Hillsboro, Texas, that it will build a grain elevator for the handling of wheat and oats.

A contract has been awarded for the erection of an elevator at Chelsea, Okla., for the Chelsea Grain & Hay Company. The building will be located on the Frisco right-of-way back of the company's grain office.

The Western Grain Company of Birmingham, Ala., will erect an elevator in which stock and chicken feed-grinding equipment will be installed. The house will be of reinforced concrete construction, equipped

with six bins, having a capacity of 20,000 bushels of grain. The proposed expenditure will be \$15,000.

The new 75-barrel milling plant under course of construction at Bryan, Texas, for H. T. Lawler & Sons, will have a wheat storage capacity of 25,000 bushels.

The White Grain Company has been incorporated at Enid, Okla., with a capital stock of \$5,000. The incorporators are Garland White, Esther White and Ben Feuquay.

The Beutke Grain Company, Oklahoma City, Okla., has been incorporated with a capital stock of \$5,000. The incorporators are E. L. Beutke, M. F. Beutke and D. J. Rutledge.

Jas. M. Avent has purchased an interest in the grain and coal business of R. F. Overall & Co., at Murfreesboro, Tenn., and the style of the new firm will be Overall & Avent.

The Business League of Greenwood, Miss., is considering the matter of building an elevator, having a capacity of 10,000 bushels of small grain and 4,000 bushels of ear corn.

automatic dust-collecting system, automatic sprinklers, sacking appliances, machine shovels and drays for emptying cars and a system of electric signals to all parts of the building.

The Gibbons Elevator Company of Purcell, Okla., has been incorporated with a capital stock of \$5,000. The incorporators are Amelia J. Gibbons, James E. Gibbons and Murray F. Gibbons.

Incorporation papers have been filed by the Creel Grain Company of Ringling (Cornish P. O.), Okla., capitalized at \$10,000. The incorporators are R. J. Creel, F. C. Ingham and others.

Merchants of Montgomery, Ala., are agitating the matter of building an elevator to handle prospective grain crops which it is anticipated will replace cotton crops in that district this year.

The Panhandle Grain & Elevator Company of Amarillo, Texas, has been incorporated with a capital stock of \$50,000. The incorporators are G. W. Crowell, G. M. Hamilton and J. D. Hunter.

Baird, Wilkerson & Co. have opened a new grain and feed business at Lebanon, Tenn. J. S. Wilkerson and Harris Baird are members of the firm, which handle grain, hay, feed and field seeds.

The Louisiana Railway & Navigation Company contemplates building an elevator at Willow Landing, New Orleans, La., at a cost of \$250,000. Wm. Edenborn, Hibernia Building, is president of the company.

The Panther City Grain Company of Fort Worth, Texas, contemplates constructing a large iron spout across Twenty-first Street connecting its elevator on the north side of the street with its warehouse on the south side.

The Chamber of Commerce at Anderson, S. C., has awarded a contract for the erection of a terminal elevator to E. H. Richards of Willow City, N. D., who will manage the plant. It will cost from \$6,000 to \$10,000.

The H. L. Pierce Company of Columbia, S. C., has been commissioned with an authorized minimum capital of \$10,000 and a maximum of \$20,000 to engage in a grain and milling business. The petitioners are H. L. Pearce, E. L. Galloway and E. C. Barnard.

The Farmers' Union Warehouse Company of Anniston, Ala., will build a reinforced concrete elevator, also a brick warehouse. The company will install mixing and conveying machinery for the production of mixed feedstuffs and the cost of the plant will be from \$15,000 to \$18,000.

The Las Vegas Elevator & Grain Company, Las Vegas, N. M., will increase its storage facilities, having purchased the warehouse and storage sheds of the Browne & Manzanares Company, which will be remodeled for grain and hay handling. New buildings will also be erected.

The new million-busbel elevator of the Southern Pacific Terminal Company to be erected at Galveston, Texas, by James Stewart & Co., of Chicago, is to be complete by June 15 of this year. The house is to be of fireproof, concrete construction, comprising 48 circular tanks with a combined capacity of 674,000 bushels, 35 interstice tanks with a capacity of 117,500 bushels and 22 bins with a capacity of 212,000 bushels, making a total capacity of 1,003,600 bushels. The structure is to cost approximately \$500,000. A large force of workmen has been employed for several weeks constructing the foundation of the house. It is stated that the handling capacity of the elevator will be 336 cars of grain in 24 hours or 150 cars in an ordinary work day of ten hours. The concrete workhouse will have a base 98 x 48 feet and the cupola will be 187 feet from the ground, while a track shed with dimensions of 98 x 74 feet, with four tracks for loading and unloading cars, will be a part of the modern equipment. The machinery will be operated by electricity with power from the Southern Pacific power house, and the mechanical appliances will include silent chain drives, a telephone system, passenger elevators, an

## EASTERN

N. E. Mohn of Newbern, N. C., has purchased the elevator of S. B. Jackson at Carlisle, Pa.

Robt. Nelson has purchased the interest of Ray Cook in the Cook Grain, Feed & Supply Company at Dillsburg, Pa.

The Oswego Milling Company of Oswego, N. Y., finds it necessary to increase its grain storage capacity and a new elevator will soon be erected.

Grain elevators and a warehouse at Shiremans-town and New Kingston, Pa., have been taken over by Simon Eberly, whose son, Frank Eberly, took charge of the business on February 1.

The Western Maryland Railway Company has awarded a contract for the erection of its new elevator at Port Covington, Baltimore, Md., to James Stewart & Co., of Chicago, who broke ground for the house on February 1. The elevator will cost approximately \$600,000, and will have a capacity of about 850,000 bushels.

The Eastern Grain, Mill & Elevator Corporation of Buffalo, N. Y., recently incorporated with a capital stock of \$1,000,000, has awarded a contract to the Monarch Engineering Company of Buffalo, for the construction of a 1,000,000-bushel fireproof concrete elevator to be located on the Buffalo River. The elevator will be equipped with two movable marine legs, with a total unloading capacity of grain from vessels of 50,000 bushels hourly, and shipping legs with a capacity of over 40,000 bushels an hour, while the house will be able to unload rail grain at the rate of 50 cars in 10 hours. The elevator is so designed that all these operations can be conducted at once without interference, and electric motive power will be secured from the Niagara Falls. It is expected that the house will be completed by August 1 in time to handle the fall movement of grain and it is understood that a large railroad handling yard will be constructed on the 25 acres adjacent to the elevator property, giving the grain house complete rail facilities for the shipment of grain. Provision has also been made for the loading of canal boats or vessels at the rate of 30,000 bushels hourly.

## THE DAKOTAS

The Napoleon Elevator at Napoleon, N. D., has changed hands.

The Crown Elevator at Barney, N. D., has been overhauled and repaired.

The Monarch Elevator at Dwight, N. D., has been closed for the remainder of the season.

J. J. Callaghan has purchased the Dakota Grain Company's elevator at Frederick, S. D.

Farmers in the neighborhood of Fort Clark, N. D., are organizing an elevator company.

David Dietz of New Salem, N. D., has installed a 25-barrel "Midget" Marvel Mill in his elevator.

Members of the Equity Union in the vicinity of Elgin, N. D., are preparing to build an elevator.

The Occidental Elevator at Flasher, N. D., is repairing its elevator building and constructing new coal sheds.

Farmers in the vicinity of Stanley, N. D., have decided to organize an elevator company to be capitalized at \$20,000.

The Coult Elevator at Burt, N. D., has been closed and Paul Bohn, the manager, has gone to his homestead in South Dakota.

The Equity Society has opened and is operating its new elevator at Dunn Center, N. D. The house is lighted and operated by electricity.

It is reported that the Victoria Elevator Company will trade its elevators at Pembina and Joliette, N. D., for grain houses in South Dakota.

A prosperous year was reported at the recent annual meeting of the Farmers' Co-operative Elevator Company, Hartford, S. D., a net gain of \$11,000 having been made.

It is stated that a new elevator will be erected at Makoti, N. D., next summer. The town now has two grain houses but it is believed that a third elevator will be needed.

The Farmers' Equity Elevator Company of Sterling, N. D., has been incorporated with a capital stock of \$10,000. The incorporators are W. C. Belk, T. N. Johnson and Matt Benzmillier.

A Minneapolis elevator company will build elevators at Millerton (mail Montpelier), Sydney (mail Ypsilanti) and Nortonville (mail Alfred), N. D., all on the Midland Continental Railroad.

Fred L. Klein has withdrawn from the firm of Keim, Kiesz & Klein, Eureka, S. D., dealers in grain, flour, feed, implements, etc., taking over the elevator and grain end of the business.

The board of directors of the Farmers' Elevator Company, operating houses at Donnybrook and Aurelia, N. D., held its annual meeting on January 23, when a very successful year was reported, about 220,000 bushels of grain having been handled by the houses. Jas. Morrow is manager

of the elevator at Aurelia, and J. G. Battcher at Donnybrook.

Members of the Bowman Farmers' Equity Exchange recently held their annual meeting at Bowman, N. D., when the earnings above the expenses for the past year were said to have been approximately \$5,000.

The Powers Elevator Company has completed its new grain house at Kildeer, a new town in Dunn County, N. D. C. W. Knapp, who has been located at Eldridge, N. D., for the Powers Company, is manager of the new house.

The stockholders of the Farmers' Elevator Company, Colton, S. D., declared a dividend of five per cent covering seven months' business, and elected the following officers: A. E. Willard, president; M. T. Austin, secretary, and John Jostad, treasurer.

The annual meeting of the directors of the Bloom Elevator Company, Jamestown, N. D., occurred last month, when a very satisfactory year was reported. The elevator is operated by a farmers' organization and handled about 100,000 bushels of grain during the year.

A joint resolution was introduced in the North Dakota House of Representatives last month by Representative Homan of Burleigh County, seeking the introduction of a bill providing for the location and building of terminal elevators at Bismarck, on the banks of the Missouri River.

Herman Olson and O. M. Stavig of Webster, S. D., have purchased the Osborne-McMillan Elevator at Roslyn, S. D., which will be operated under the name of the Stavig-Olson Grain Company. It is understood that Mr. Olson has turned his interest over to his son, Reuben Olson, who will manage the business.

## MISSOURI, KANSAS AND NEBRASKA

A farmers' elevator company will erect an elevator at Mentor, Kan.

The Wing Grain Company will erect an elevator at Satanta, Kan.

E. Lammers has sold his elevator at Lockwood, Mo., to F. H. Farris.

H. O. Thorne has constructed a 15,000-bushel elevator at Norwich, Kan.

R. H. Hazlett has erected an 8,000-bushel elevator near Eldorado, Kan.

A contract has been awarded for the erection of an elevator at Landport, Mo.

Automatic scales have been installed in the Farmers' Elevator at Bennington, Kan.

Willard Brothers expect to erect an elevator at Baxter Springs, Kan., in the spring.

James Bates has installed a 30-horsepower gasoline engine in his elevator at Weir, Kan.

Frank Barnes and others of near Elk City, Kan., have purchased the Rea-Patterson Elevator.

The Farmers' Elevator Company of Plevna, Kan., recently declared a dividend of 100 per cent.

Farmers are organizing a company at Giltner, Neb., for the purpose of erecting an elevator.

It is rumored that a new Farmers' Elevator will be erected at Marquette, Kan., this summer.

J. H. Ogan has established a grain business in the Barkemeyer Elevator at Sedgwick, Kan.

Joseph Pauly and Peter Devereaux of Purcell, Kan., have purchased an elevator at Denton, Kan.

A 50,000-bushel concrete elevator will be erected at Beloit, Kan., by the Beloit Milling Company.

It is stated that the Farmers' Equity Union contemplates building an elevator at Satanta, Kan.

The Farmers' Grain & Supply Company has been organized at Canton, Kan., to erect an elevator.

The Hord Elevator Company is reconstructing the elevator at Monroe, Neb., recently destroyed by fire.

It is probable that an elevator will be erected at Grick, Mo., on a site adjoining the Wabash Railroad.

The Farmers' Elevator Company, recently organized at Silver Creek, Neb., is arranging to build an elevator.

Farmers in the neighborhood of Carlcton, Neb., have incorporated an elevator company, capitalized at \$5,200.

S. F. Hutton has been endeavoring to create interest in the erection of a public elevator at Hutchinson, Kan.

Charles Burkhardt of Macon, Mo., will begin the construction of a 10,000-bushel elevator about the first of April, the plant to be operated by electrical power.

A concrete elevator may be erected at Knobnoster, Mo., in the spring by the Aeme Milling Company. Ed. S. Harte is a stockholder in the company.

With the exception of Chas. Troop, who has been succeeded by G. M. Minford, the old officers and directors of the Farmers' Elevator Company, Murray, Neb., were re-elected at a recent annual meet-

ing. Ted Barrows was appointed manager of the business.

It is said that the McFadden Grain Company is planning to build an elevator at Topeka, Kan., in the spring.

The Lorraine Grain, Fuel & Stock Company of Lorraine, Kan., plans the erection of an elevator this spring.

Kuhlman & Meyer, owners of the Star Roller Mills, at California, Mo., are preparing to build a 20,000-bushel elevator.

The work of organizing a company at New Hampton, Mo., for the erection of an elevator has been under way for several weeks.

Farmers near Blair, Neb., have purchased a site on the Minneapolis & Omaha right-of-way and it is expected that they will build an elevator.

An elevator at Lyons, Neb., has been leased by the M. C. Peters Mill Company and Peter Heintzelman has been placed in charge of the house.

The elevator annex of the Hastings Mill, Hastings, Neb., destroyed by fire on January 28, will be reconstructed as soon as the insurance is adjusted.

C. H. Hisrote has disposed of his elevator at Homer, Neb., and Mr. Moore, who has been operating the house, will continue in charge for the present.

New officers were elected at the annual meeting of the Odell Farmers' Elevator Company, Odell, Neb., and a dividend of six per cent was declared.

The stockholders of the Union Grain Company, Larned, Kan., held a meeting on January 30, at which time a dividend of 20 per cent was declared.

A recent financial statement of the business of the Bruno Farmers' Grain & Livestock Company, Bruno, Neb., for the past year showed its net profits as \$5,663.08.

It is understood that the Kelso Grain Company of Cherokee, Kan., has been negotiating for a site at Monmouth, Kan., on which an elevator is to be constructed.

It is rumored that the Rock Milling & Elevator Company of Hutchinson, Kan., will increase its storage capacity by the erection of a 40,000-bushel elevator plant.

J. A. Frick of the Canton Mill & Elevator Company, Canton, Kan., is said to be arranging to rebuild the firm's elevator and warehouse destroyed by fire last November.

H. A. Nixon, flour and feed dealer at Lincoln, Mo., has announced that he will erect an elevator, 28x36 feet on the ground, to have a capacity of about 10,000 bushels.

The Farmers' Elevator Company of Kiowa, Kan., has disposed of its plant to Jacob Hauser and associates for \$4,000, and the former organization has gone out of business.

The Higginsville Milling Company of Higginsville, Mo., has contracted with the MacDonald Engineering Company, of Chicago, for the building of an elevator, 74 feet high.

Elias Smith has purchased a half interest in the grain and feed business of Frank Reynolds at Ottawa, Kan., and the business will be operated under the style of Reynolds & Smith.

At a meeting of the stockholders of the Farmers' Elevator Association, Lindsay, Neb., Hubert Ramaekers, R. Rade and John Haegerl were elected directors, and John Borer, manager.

Jones & Taylor, proprietors of the Globe Mills at Broken Bow, Neb., have leased B. J. Tierney's elevator at Mason City, Neb., which will be known hereafter as the Globe Mills Elevator.

The Bison Farmers' Union Co-operative Association of Bison, Kan., has been chartered with a capital stock of \$10,000, to engage in an elevator business in addition to other activities.

It is said that the Commercial Club at Salina, Kan., will soon take up the subject of a terminal elevator, a stock company probably to be organized for the purpose of financing the house.

Farmers in the vicinity of Brainard, Neb., will organize a farmers' grain company and either build or buy a house. John Lanspa, Anton Bruner and others are interested in the proposition.

The third annual report of the Dwight Farmers' Grain Company, Dwight, Neb., showed the net earnings of the organization for seven months from June 1, 1914, to January 1, 1915, \$3,975.85.

The Trego County Farmers' Co-operative Association, with headquarters at Wakeeney, Kan., has purchased the elevator of Ross & Waldo at Ellis, Kan., also grain houses at Wakeeney and Voda, Kan.

The Butler County Milling Company of Poplar Bluff, Mo., plans the reconstruction of its grain elevator and the contract will be awarded early in the spring. W. H. Wilsey is president of the company.

The Farmers' Elevator Company of Nettleton, Kan., held its first annual meeting last month, when a dividend of 20 per cent was declared and 21 per cent of the earnings were turned into the sinking

fund. The firm had been operating but seven months and its financial statement showed its resources as \$12,776.09 and the liabilities as \$5,908.82, leaving the value of its stock, \$6,867.27.

The Farmers' Elevator Company, recently organized at Platte Center, Neb., has purchased the Trans-Mississippi Elevator at that place and J. W. Riley has been appointed manager of the business.

During the past year, the Pawnee County Grain & Supply Company of Larned, Kan., purchased 531,572 bushels of wheat, according to the firm's annual report, and a dividend of eight per cent was declared.

The Farmers' Co-operative Club of Ord, Neb., has taken steps toward the organization of an elevator company, several thousand dollars worth of stock having been subscribed and a board of directors chosen.

The John H. Lynds Mill & Elevator Company has disposed of its elevators at White Cloud, Iowa Point, Sparks and Fanning, Kan., and milling property at White Cloud to William Dunkel of Muscotah, Kan.

At the recent annual meeting of the Simpson Grain Company, Simpson, Kan., the following officers were elected: Joseph Guipre, president; John Overman, vice-president, and Lee Long, secretary-treasurer.

The Hebron Shipping & Elevator Company of Hebron, Neb., has been organized by Ben F. Velte, A. H. Beisner, John Buller, H. Hilfiker and others. The new firm has purchased the Frey Elevator at that place.

It is said that the Larabee Flour Mills Company, of Hutchinson, Kan., will soon award a contract for the building of additional concrete storage of 500,000 bushels' capacity. Electric power will be used for operating purposes.

An elevator is in process of construction at Waverly, Mo., for W. A. Guenther, whose former grain plant recently burned. The new house makes the fourth elevator that has occupied this site, three having been erected for Mr. Guenther.

A 75 per cent dividend was recently declared by the Farmers' Elevator & Mercantile Company of Kingman, Kan., while an additional 75 per cent became a part of its surplus, which will be used toward the construction of a new elevator.

The Farmers' Grain & Milling Company has been incorporated at Potter, Neb., with a capital stock of \$25,000. The stockholders are Ferd. Wickhorst, A. M. Leafdale, N. H. Troelstrup, Grant Brady, R. L. McAdam, John Carlson and J. A. Woten.

The mill and elevator plant at Seneca, Mo., which has been idle for some time, will be put in operation by Herbert Green & Co., bankers of Chicago. Engineers were recently sent to investigate the establishment and a favorable report was made.

In connection with extensive improvements in its plant, the Wm. Kelly Milling Company, Hutchinson, Kan., will build 125,000 bushels additional grain storage capacity. A present frame elevator will be wrecked and replaced with 15 concrete bins, 80 feet high.

The Liggett Elevator at Baldwin, Kan., has been taken over by a stock company of farmers, controlled by the following directors: F. S. Williams, A. P. Foster, B. A. Hammond, D. H. Kesler, H. H. Hays, John Heim, John Black, H. H. Ulrich and Earl T. Black.

Directors were elected as follows at the recent annual meeting of the Farmers' Elevator Company, Adams, Neb.: H. J. Merrick, president; Henry Rabel, secretary; John Fritz, treasurer; other directors, Tole Tholen, Jake Behrens, Dan Kamp and Jurgen Schmidt.

The secretary's report at the annual meeting of the Aurora Elevator Company, Aurora, Neb., showed that the past year has been the most successful in the company's existence. A net profit of \$12,558.47 was earned and a dividend of eight per cent was declared.

The Sanford Grain & Supply Company of Sanford, Kan., held its annual meeting last month and reported that the company had made a net gain of 49½ per cent during the year. A. F. Meckfessel, Will Griffith and J. W. Gaston were elected members of the board of directors.

The Frizell Grain & Supply Company, Larned, Kan., declared a dividend of 20 per cent at its annual meeting, while the manager's report showed earnings of \$2,441.03 on a capital stock of \$10,000. Seventy cars of coal were handled during the year in addition to 332,000 bushels of grain.

The fifth annual meeting of the Farmers' Grain & Elevator Company, Sprague, Neb., was held last month, when the manager's report for the past year showed that 85,174 bushels of grain had been handled. A dinner was served at noon to the stockholders and their friends, while the afternoon and evening were given over to musical programs and addresses. At the business session of the stockholders, the following officers were re-elected: F. A.

Egger, treasurer; John Betten and Henry Delling, directors, and John A. Spellman, manager.

Grain men and millers of Wichita, Kan., are somewhat interested in the possibility of securing a 1,000,000-bushel elevator for that place. Henry Lassen, president of the Kansas Milling Company, who is spending several weeks in California, expects to take up the matter upon his return, if conditions appear favorable.

C. H. Mossman and Harry Mossman have formed a partnership at Ocheltree, Kan., for the operation of a grain, mercantile and coal business, the style of the firm name to be C. H. Mossman & Co. The company has taken over the interest of B. F. Blaker in his elevator at that place, and will increase the capacity of the house.

It is stated that the old Kaw Elevator at Kansas City, Mo., which was destroyed by fire last summer, will be replaced with a new concrete structure by the Chicago & Alton Railroad, of which H. T. Douglas, Jr., Chicago, is chief engineer. The new house is to have a capacity of 500,000 bushels and will represent an expenditure of about \$150,000. The plant will be operated by the E. D. Fisher Commission Company.

The Farmers' Grain & Supply Company, operating elevators at Hastings, Blaine, Halloran, Brennan's and a farmers' station on the St. Joseph & Grand Island Railroad, held its annual meeting at Hastings, Neb., when reports of a successful year's business at its five stations were received. The following officers were elected for the ensuing year: President, Stephen Swigle; vice-president, Harvey Waldrum; secretary, R. R. Vance.

The new firm of Geo. Scoular & Bishop, grain and lumber dealers at Superior, Neb., which succeeds Geo. Scoular, operates a line of country elevators, lumber yards, etc., in Kansas with head office and terminal elevator at Superior, as formerly conducted by Mr. Scoular. D. C. Bishop, who has been associated with the firm for the past 12 years, was admitted as a partner on January 2, after having been connected with the business since completing his work at the University of Nebraska. He has been identified with the active management of the business for the last five years. The senior member of the firm left the land of his nativity, Scotland, about 30 years ago and has been engaged in business at Superior for about 25 years. Preceded by several generations of milling ancestors, Mr. Scoular was brought up in the milling and grain business at Doonside Mills, near Ayr, Scotland. This plant is still operated by Mr. Scoular's brother, W. D. Scoular, and is situated but a short distance from Burns' Monument. The firm merits a large measure of success which will undoubtedly follow its up-to-date and straight-forward business methods as previously.

## WESTERN

W. W. Dunlap has leased the Ackerman-Hanson grain warehouse at Dixon, Mont.

Articles of incorporation have been filed by the Farmers' Grain & Trading Company of Mondak, Mont.

A branch office of the Standard Grain Company, Minneapolis, Minn., has been established at Billings, Mont., with H. A. Kiichli, agent. The capital stock of the company is \$100,000.

The Drummond Farmers' Elevator Company of Drummond, Mont., has formerly dissolved its corporation, having sold its business to the Montana Central Elevators Company.

Albert C. Anderson of Denton, Mont., and Paul M. Ravitch of Minneapolis, Minn., have formed a partnership for the purpose of operating an elevator at Denton, under the style of the Denton Independent Elevator, also an elevator at Coffee Creek, Mont., under the style of the Coffee Creek Independent Elevator.

The Dock Commission of Portland, Ore., has submitted a proposition to the voters of that place, calling for the authorization of a \$900,000 bond issue for the erection of a grain elevator. Under the plan proposed, however, wheat shippers will be asked to agree to pay enough in rentals for the use of the elevator, dock and warehouse to meet all charges including interest on bonds, etc. The cost of the plant, including site, dock, warehouse, elevator and equipment is estimated at approximately \$900,000 and the establishment will have a capacity of about 500,000 bushels.

## CANADIAN

An elevator will be erected at Magrath, Alta., by the Ellison Milling Company.

The Traders Elevator Company of Neville, Sask., will build a new elevator at Pontix, Sask.

The Macleod Flour Mills, Ltd., of Macleod, Alta., will rebuild its elevator recently destroyed by fire.

James Richardson & Sons, Kingston, Ont., will install a drier made by the Hess Warming & Ventilating Company of Chicago. The drier, which will be located at the water's edge, will be equipped

with a small marine leg and will handle grain from boats and also from the elevator bins.

The grain house of the Alberta Co-operative Elevator Company, Ltd., at Macleod, Alta., has been leased by the Macleod Flouring Mills, Ltd., whose elevator was recently destroyed by fire.

It is stated that the Barnett & McQueen Company, Ltd., of Fort William, Ont., has been awarded a contract by the Ogilvie Milling Company, Ltd., for the erection of an elevator adjoining its plant at Fort William at a cost of \$200,000. The house is to have a capacity of 750,000 bushels.

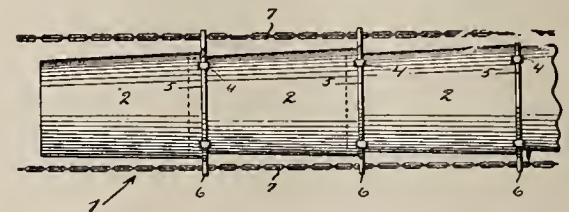
The Board of Trade at St. John, N. B., has been seeking to have the Government undertake for completion by next winter the work of building a structural steel building on berth 15 in connection with extensive improvements on the wharfage of St. John. The building will be equipped with grain conveyors and will replace a present temporary shed.

## GRAIN TRADE PATENTS

Issued on January 12, 1915

Conveyor Pipe and Spout.—Amos Henry Baysore, Canton, S. D. Filed May 15, 1914. No. 1,124,259. See cut.

Claim.—A conveyor spout comprising a plurality of sections, each section comprising a ring, a frusto conical shell, ears formed on said shell and connected with said ring, and means for holding said sections in operative relation to each other.



Grain Separator.—Cleveland Day, Rayville, La. Filed September 23, 1913. No. 1,124,873.

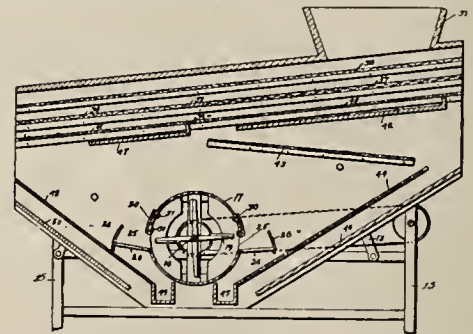
Apparatus for Sprouting Grain.—George B. Boyer, Lansdale, Pa. Filed August 11, 1913. No. 1,124,844.

Issued on January 19, 1915

Grain Car Door.—Charles W. F. Koch and Ulysses G. Shuler, Decatur, Ill. Filed June 7, 1912. No. 1,125,344.

Seed Grader.—Ralph W. Tipton, Indianola, Iowa. Filed September 2, 1913. No. 1,125,603. See cut.

Claim.—In a device of the class described, a casing, a hopper above the forward end thereof to deliver grain to the interior of the casing, a series of parallel screens inclined downwardly from the hopper end of the machine and extending substantially to the other end thereof, said screens being made with holes varying in



size from the largest in the upper screen to the smallest in the lower screen, the upper halves of the screens below the top ones having holes smaller than those in the lower halves, solid bottoms beneath the upper halves of the lowermost screen parallel therewith, a screen arranged to receive the grain from the delivery end of the forward bottom, inclined downwardly and forwardly, a screen arranged beneath the delivery end of said last screen and inclined downwardly and rearwardly, one of said bottoms arranged below and parallel to the lowermost one of said first series of screens, extending from a point near the middle thereof to a point spaced from the lower end thereof, and a screen below the delivery end of the last screen inclined downwardly and forwardly.

Issued on January 26, 1915

Automatic Weighing Scale.—Andrew M. Williams, Dallas, Texas. Filed April 13, 1914. No. 1,126,164.

Issued on February 2, 1915

Grain Door.—George Robert Pratt, Winnipeg, Manitoba, Canada. Filed March 17, 1914. No. 1,127,089.

Wheat-growers in the state of Washington have an eye to the main chance in providing acreage that will add a million bushels to the output anticipated for next season.

Exports of domestic wheat and flour during the month of January aggregated 33,149,000 bushels. This is in excess of the expectations of the trade and compared with 9,705,000 bushels last year. Exports of corn in January were about 3,900,000 bushels and oats 4,400,000 bushels. Last year corn exports were 1,148,000 bushels and oats 31,000 bushels.

# ASSOCIATIONS

## CONVENTION CALENDAR

February 16, 17 and 18.—Illinois Farmer Grain Dealers' Association at Bloomington, Ill.

February 24, 25 and 26.—Farmer Grain Dealers' Association of Minnesota at Minneapolis, Minn.

March 2 and 3.—Farmer Grain Dealers' Association of Kansas at Wichita, Kan.

March 10, 11 and 12.—Farmer Grain Dealers' Association of North Dakota at Minot, N. D.

May 11.—Illinois Grain Dealers' Association at Champaign, Ill.

July 6, 7 and 8.—National Hay Association at Niagara Falls, N. Y.

October 11, 12 and 13 (tentative dates)—Grain Dealers' National Association at Peoria, Ill.

## SECRETARY BRYANT RESIGNS

The directors of the Missouri Grain Dealers' Association met in Kansas City on February 10, to take action on the resignation of Secretary T. A. Bryant. Mr. Bryant has worked hard for the interests of the Association and has been very successful in building up a large membership in the year since the organization was inaugurated.

Recently, however, friction developed in the Association in regard to some matters in the secretary's office, and as progress under such circumstances was out of the question, Mr. Bryant felt that the best interests of the Association would be served by resigning. The directors felt the same way about it, and the resignation was accepted. J. A. Gunnell, of Gorin, Mo., being chosen to fill the vacancy.

Mr. Gunnell is an experienced grain man, operating elevators at Gorin and Rutledge.

## NIAGARA CHOSEN FOR HAY CONVENTION

The Board of Directors for the National Hay Association at its mid-winter meeting voted to hold the twenty-second annual convention at Niagara Falls, N. Y., July 6, 7 and 8. Arrangements have been made for headquarters at the International Hotel and unusually low rates have been secured for the delegates.

Eighty-one new members have been added to the roster since the last convention and this number will no doubt go over the one hundred mark before July.

The new revised directory recently published by the Association is very ably compiled and is complete in every detail. Put up in booklet form, it gives the by-laws and constitution in addition to the list of members of the Association. Rules for the measurement of hay are also contained in this booklet. The book is invaluable to all hay men.

## MID-WINTER MEETING OF MICHIGAN ASSOCIATION

The mid-winter meeting of the Michigan Hay and Grain Association which was held in Owosso January 14th, was attended by about 70 shippers from the state. The enthusiasm and interest shown by the members in the various discussions proved conclusively that the efforts of the secretary, J. C. Graham, in selecting topics for the program were appreciated.

Fifteen new members joined the Association during the meeting, making a total of 118 members—a very creditable showing for its secretary, the other officers, and board of directors.

After the invocation by the Rev. C. H. Hanks, Mayor De Young delivered an address of welcome, responded to by M. J. Hart of Saginaw. In his report President Young stated that since the Saginaw meeting a better understanding exists between competitors and that an effort had been made to organize several counties for the purpose of getting shippers in each county together so as to have better harmony and friendship.

Several of the county vice-presidents were in attendance, among whom were Messrs. J. McIntyre, Tecumseh; W. L. Dibble, Shepherd; W. S. Biles, Saginaw; and R. Z. Allen, Jackson. All reported perfect harmony in their respective counties and every member felt that the Association had accomplished a great deal in bettering the shipper's condition.

A discussion on baling and correct weighing of hay followed, in which J. L. Dexter of Detroit referred to an instance in which a car of hay was received, the center of the bales being composed of chaff, causing a great deal of trouble after being disposed of among his trade.

C. E. Forrest, of Saginaw, produced and read a copy of the program of a meeting held 13 years ago.

It showed that the Michigan dealers were discussing the same problems that are before them today—with nothing accomplished during all these years.

A resolution was then passed appointing a committee, with Albert Todd as chairman, to draft a bill to be presented to the Michigan State Legislature immediately, to regulate the baling and correct weighing of hay by the balers. The president then announced that the meeting was called at Owosso in honor of Alfred Todd, to whom the Association owed a great deal, the latter being really the father of the Michigan Hay and Grain Association. In response Mr. Todd stated that he had always tried to work for the interests of the Association and would do everything in his power to secure honest weighing and honest baling by balers and growers of hay.

John B. Daish of Washington, D. C., opened the afternoon session with an address on the new Federal Trade Commission, stating that the Commission will consist of five members, each drawing a salary of \$10,000 a year. He called attention to the present custom of running affairs by commissions, their success being due to the personal responsibility of the different members—courts having been found unable to handle trusts where commissions have.

The powers of this body concerning the Michigan hay and grain shippers will cover investigations in unfair methods of competition, of which "faking grades," or the old trick of "jeweling down" may be mentioned. If this is unfair it should not be practiced. They might appeal to one as unfair while another might consider them perfectly legitimate—so it is hard to draw the line. The Commission will continue to investigate the Bureau of Corporations, export and import trade, and general matters, with the exception of transportation and banking.

W. A. Cutler, president of the National Hay Association, then addressed the meeting, calling attention to the part the Michigan shippers should play in the present advance in freight rates on hay, the work the National Association does in furnishing general information on crop conditions and crop improvement and stated that the secretary had settled 65 claims and arbitration cases since the last meeting. He also spoke of the modification secured in the regulation of hoof-and-mouth disease quarantine; in which the prohibition of hay shipments is now confined to a radius of five miles of the infected district; that, although the railroads have been granted an advance of five per cent they now are trying to put over another increase amounting to 20 per cent, by putting hay into the fourth classification.

Secretary J. Vining Taylor of the National Hay Association gave an interesting talk on the 5 per cent increase in freight rates and supplemented his remarks with an appeal for affiliation of the Michigan Association with the National body.

In his address on transportation, W. J. Biles of Saginaw called attention to a movement by the railroads to raise the minimum on carloads of oats from 40,000 to 60,000 pounds per car which would result in hardship for the Michigan elevator men, who would be required to enlarge their buildings by adding larger bins and more of them to accommodate the various grades of oats.

E. L. Wellman of Grand Rapids told of some of the benefits and work the Association had accomplished during the past six months. Christian Breisch of Lansing presented a copy of the Moss Bill. The Association decided to refer the bill to a committee of three for investigation and to do what may be necessary to defeat it.

Secretary Graham gave a report on the work of his office and referred to the excellent help given him by the officers and board of directors.

P. W. Martin of Smith & Martin, Atlanta, Ga., talked upon the improved conditions of the South since the depression last fall.

Before adjourning, the members extended a vote of thanks to Messrs. Daish, Cutler and Taylor. An elaborate banquet was held in the evening, which was attended by about 50 members, with Commodore Dexter as toastmaster. Fred Welch, E. L. Wellman, W. J. Connor, Messrs. Segmiller, Daish, Martin, and Wright helped entertain with interesting talks. Music was also furnished by three Owosso ladies, which was enjoyed by all.

Among those in attendance were: W. A. Cutler, Adrian; J. W. Shippee, Bennington; A. J. Carpenter, Battle Creek; L. J. Simpson, Big Rapids; J. L. Dexter, Detroit; T. J. Hubbard, Birch Run; C. S. Martin, Charlotte; L. W. Doane, C. E. Stuart, Chesaning; Joe Frutchey, F. A. McGeorge, Cass City; J. A. Crole, Carland; F. E. Leighton, Duran; George

Judson, Gaines; F. J. Flynn, Gladwin; J. E. Maloney, E. L. Wellman, Grand Rapids; George Detwiler, Henderson; John A. Braley, Holly; M. Gordon, Howell; L. Steele, Imlay City; J. E. Mitchell, J. C. Graham, R. Z. Allen, Jackson; C. R. Bailey, Laingsburg; F. L. Young, John A. Daley, Lansing; A. E. Shelpess, McBain; James Kerr, Melvin; R. T. Kenyon, Middleville; Howard Chatterton, Mt. Pleasant; C. B. Smith, Moline; H. D. Jeffords, Marlette; W. H. Van Slice, Fred Welch, C. C. Wright, James Shipper, Alfred Todd, Owosso; F. S. Lockwood, Portland; E. F. Forrest, W. I. Biles, R. Quinnan, H. Admiral, M. J. Hart, Saginaw; Frank Diamond, St. Johns; W. H. Allswede, Sanford; H. R. White, Scotts; L. H. Mulvey, Shepard; John McIntyre, Tecumseh; D. H. Kirkey, Wheeler; A. G. Rudolph, "American Grain Trade," Chicago.

## LEGISLATIVE COMMITTEE AT WASHINGTON

The passage of the Pomerene bill of lading bill and the Grain Grades bill were subjects of consideration at the meeting of the Legislative Committee of the Grain Dealers National Association at Washington, February 5 and 6. The members of the committee present were: A. E. Reynolds, chairman; W. T. Cornelison, George A. Wells and E. M. Wayne. P. P. Donahue, Secretary Husband and Fred H. Price, also attended the meeting at the request of the committee. The opposition to the bill had little effect upon the senate committee, and some of the senators who were against the bill now favor it. However, the Pomerene bill is believed to be unconstitutional by the majority in the house and there seems little hope for it being enacted into law.

## ACTIVITIES OF THE MISSOURI ASSOCIATION

Secretary T. A. Bryant of the Missouri Grain Dealers' Association reports the admission of thirty-four firms to the Association, in his letter of February 6. Also a committee was appointed to attend the hearing of the State Legislature in Jefferson City, February 1 on House Bill No. 523. This bill substitutes state grain weighers for the weighers of the Merchants' Exchange of St. Louis and the Kansas City Board of Trade. This committee was composed of J. D. Mann, president of the Association, J. Kulp of Warrensburg, and former Judge W. Klingenberg of Carrollton.

The secretary has gone far beyond expectations in the recent publication of the Association Directory. The book contains over one hundred advertisers and a complete list of the grain shippers of the state, arranged alphabetically, according to railroad location.

## ASSOCIATION BRIEFS

The Illinois Alfalfa Growers' Association will hold its annual convention at Kewanee, Ill., on May 27.

The Co-operative Grain Dealers' Association of Kansas will hold their annual meeting March 9 and 10, at Wichita, Kan. Prominent men in the trade have promised to be present and address the delegates on topics of the day affecting the interests of the grain man.

Edward R. Badenoch was elected president of the Chicago Feed Dealers' Association at the annual meeting of that body in January. The other officers elected are Chester V. Van Wie, vice-president; R. E. Worley, secretary, and Charles E. Walters, treasurer. The principal discussion was devoted to the question of conducting the retail feed, grain and hay business on a strictly cash basis.

The eleventh annual convention of the Farmer Grain Dealers' Association of Iowa, was held at Mason City, Iowa, February 9, 10 and 11. The meeting was held in the Armory and had a record attendance. W. H. Kerr, of the United States Department of Agriculture, and C. C. Daniels, Assistant Attorney General of Washington, D. C., were the principal speakers. Almost every farmers' elevator in the state sent one or more representatives.

The twelfth annual convention of the Farmer Grain Dealers' Association of Illinois will be held at Bloomington, Ill., on February 16, 17 and 18. Hon. E. F. Dunne, governor of Illinois, will address the delegates in the evening of February 16. Among the other prominent speakers are Dean Davenport of Illinois University; Hon. Clifford Thorne, Railway Commissioner from Iowa, and Hon. J. W. Wallser, president of the Illinois Federation of Labor.

At the annual meeting of the National Association of Scale Experts held at the Fort Dearborn Hotel, Chicago, on February 1, 2 and 3, H. A. Foss, Weighmaster of the Chicago Board of Trade was unanimously elected an honorary member of that body. Many addresses on topics affecting the grain man were delivered, among the most important being "Track Scales," by F. E. Malmstrom, Chief Scale Inspector for the Santa Fe System, and "The Chicago Board of Trade Weighing Department," by J. O. Schmitz.

## TRANSPORTATION

These changes in rates affecting grain and grain products are furnished to the "American Grain Trade" by the General Traffic Association, Inc., 715 Fourteenth Street, N. W., Washington, D. C. If any of our readers feel that the present rates or those which are about to become effective are unjust, excessive or discriminatory, this company has agreed to take care of such matters before the Interstate Commerce Commission, at only a nominal cost.

Since our last issue the following new tariffs have been filed with the Interstate Commerce Commission naming rates on grain and grain products, with the I. C. C. numbers, effective dates and rates in cents per 100 pounds. (A) means advance and (R) means reduction.

### Chicago & Illinois Midland

Supplement 8 to I. C. C. No. B43, February 3. From Auburn, Beechley, Kincaid, Pawnee, Pawnee Junction, Sicily, Taylorville and Vollenhine, Ill., to Baltimore, Md., for export, grain, 19.2 cents; grain products (except flour), 19.8 cents; flour 19.8 cents; Boston, Mass., for New York, N. Y., for export, grain, 20.7 cents; grain products, 22.8 cents; flour, 21.8 cents; Newport News, Va., Norfolk, Va., grain, 19.2 cents; grain products, 19.8 cents; flour, 19.8 cents; Philadelphia, Pa., grain, 19.7 cents; grain products (except flour), 20.8 cents; flour, 20.8 cents (A).

### Great Northern

Supplement 9 to I. C. C. No. A3008, February 3. Corn, oats and feed and articles taking same rates from Sioux City, Iowa, and Yankton, S. D., and rate points to Vashti, N. D., 23 cents; Woodworth, N. D., 24 cents; Pettibone, N. D., Robinson, N. D., 24½ cents; Tuttle, N. D., 25 cents; Wing, N. D., 25½ cents; Regan, N. D., 26 cents; Still, N. D., 26½ cents; Timmer, Elgin, Flasher and Mott, N. D., 25 cents; Harmon, N. D., 24½ cents; Sanger, N. D., 24½ cents; Hensler, N. D., 24½ cents; Fort Clark, N. D., 24½ cents; Stanton, N. D., 24½ cents; Hazen, N. D., 27½ cents; Beulah, N. D., 29 cents; Zap, N. D., 30½ cents; Golden Valley, N. D., 31 cents (R).

I. C. C. No. A3941, February 8. Corn, rye, oats and barley and articles taking same rates from Sioux City, Iowa, to Eau Claire and Chippewa Falls, Wis., 15.5 cents.

Supplement 4 to I. C. C. No. A3817, February 20. Flour, bran, shorts and middlings from Williston, N. D., to Butte, 35½ cents; Helena, 34½ cents (R); Anaconda, Mont., 40 cents; flour from Sidney, Mont., to Butte, 29½ cents; Anaconda, Mont., 31½ cents (R).

### Chicago, Milwaukee & St. Paul

Supplement 17 to I. C. C. No. 190, February 4. Flour and wheat to Portland, Ore., Spokane, Wash., Mullan, Burke, Wallace, Idaho, Coeur d'Alene, Idaho, to Calypso, Mont., Marmarth, N. D., McLaughlin, Moberly, S. D., 40 cents; Tuttle, S. D., New England, N. D., Claymore, Isabel, Faith, S. D., 42 cents (R).

### Erie

I. C. C. No. A5235, February 6. Grain products and by-products from Akron, Ohio, to Boston, Mass., and rate points, 17.9 cents.

### Chicago Great Western

Supplement 5 to I. C. C. No. 4890, February 8. Pearl barley, buckwheat flour, prepared and rye flour, wheat flour and rolled rye, 17.4 cents (R); dried beet pulp, hominy feed, corn feed, brewers' grits, oat hulls, malt, alfalfa and brewers' meal, malt sprouts and articles taking same rates, 17 cents; from Council Bluffs, Iowa; Kansas City, Kan.-Mo.; Leavenworth, Kan.; Omaha, South Omaha, Neb., and St. Joseph, Mo. (originating beyond or on products manufactured from shipments originating beyond) to Attica, Connersville, Indianapolis, Jeffersonville, La Fayette, Logansport, Ind.; Hamilton, Cincinnati, Ohio; Monon, New Albany, Oxford, Rensselaer and Rushville, Ind.

### Canadian Northern

Supplement 5 to I. C. C. No. W261, February 6. Cereal and cereal products from Duluth, Minn., and St. Paul, Minn., to Brandon, Man., 21½ cents; Calgary, Alta., 42 cents; Camrose, Ala., 40 cents; Edmonton, Alta., 41 cents; Moose Jaw, Sask., 30 cents; Portage la Prairie, Man., 21 cents; Regina, Sask., 30 cents; Saskatoon, Sask., 34 cents; Strathcona, Alta., 41 cents; Winnipeg, Man., 20 cents.

### Chicago & Northwestern

I. C. C. No. 7650, February 8. Pearl barley, buckwheat flour, potato flour, prepared flour, rye flour, wheat flour, rolled rye and all uncooked grain or cereal products manufactured from barley, rye or wheat, 17.4 cents (R); dried beet pulp, bran, linseed cake, oat clips, elevator dust, alfalfa feed, chopped feed other than wheat chops, gluten feed, brewers' grits, malt offal and malt sprouts, oat meal, corn meal, and other articles, also all uncooked grain or cereal products manufactured from corn

and oats (does not include dextrine and starch), 17 cents; from Council Bluffs, Iowa, Omaha and South Omaha, Neb. (originating beyond) to Attica, Ind., Cincinnati, Hamilton, Ohio, Indianapolis, Jeffersonville, La Fayette, Logansport, Ind., Louisville, Ky., Monon, New Albany, Oxford, Rensselaer and Rushville, Ind.

I. C. C. No. 7651, February 13. Wheat, 19½ cents; corn, oats and barley, 18½ cents; from Council Bluffs, Missouri Valley, Iowa, South Omaha and Omaha, Neb. (when originating beyond), to New Orleans, La., for export to European ports.

Supplement 5 to I. C. C. No. 7412, February 23. Flax seed, flax seed screenings, hulls, millet seed, flax bran, flax refuse and shives, 14 cents; wheat, buckwheat, 14 cents; barley, corn, elevator dust, flour refuse, grain screenings, malt, malt sprouts, mill refuse, oats, oat clips, oat hulls, rye, speltz and Kaffir corn, 10½ cents (re-shipping rates), from La Crosse, Wis., and Winona, Minn. (when originating beyond) to East St. Louis, Ill., and St. Louis, Mo.

### Chicago, Rock Island & Pacific

Supplement 25 to I. C. C. No. C9630, February 12. To Algiers, Gretna, La., for export, from Breton, Kan., wheat, 30 cents; corn, 27 cents; Lincoln Spur, Okla., wheat, 23¾ cents; corn, 21½ cents; from Berlin (formerly Vond), Okla., wheat, 23¾ cents; corn, 21½ cents; from Willane, Okla., wheat, 22 cents; corn, 20 cents; from Alfalfa Spur, Okla., wheat, 24½ cents; corn, 22 cents; to Galveston and Texas City, Texas, Mobile, Ala., New Orleans, Port Chalmette and Westwego, La., for export, from Breton, Kan., wheat, 30 cents; corn, 27 cents; Richards Spur, Okla., wheat, 24½ cents; corn, 22 cents; Tinney, Okla., wheat, 24½ cents; corn, 22 cents; Lincoln Spur, Okla., wheat 23¾ cents; corn, 21½ cents; Berlin, Okla., wheat, 23¾ cents; corn, 21½ cents; Willane, Okla., wheat, 22 cents; corn, 20 cents; Alfalfa Spur, wheat, 24½ cents; corn, 22 cents.

Supplement 14 to I. C. C. No. C9408, February 12. Wheat, 12 cents; corn, 11 cents; from Kansas City, St. Joseph, Mo., Armourdale, Atchison, Leavenworth, Kan., Council Bluffs, Iowa, Omaha and South Omaha, Neb., to Bloomington, Twin Grove, Danvers, Woodruff and Lilly, Ill., to Hamel, Ill., wheat, 10½ cents; corn, 9½ cents (A).

Supplement 14 to I. C. C. No. C9408, February 12. Wheat, 12 cents; corn, 11 cents; from Kansas City, St. Joseph, Mo., Armourdale, Atchison, Leavenworth, Kan., Council Bluffs, Iowa, Omaha and South Omaha, Neb., to Bloomington, Twin Grove, Danvers, Woodruff and Lilly, Ill., to Hamel, Ill., wheat, 10½ cents; corn, 9½ cents (A).

Supplement 27 to I. C. C. No. C9630, February 20. Wheat to Galveston, Texas, when for export, from Bard, 25½ cents; Sand Springs, 27½ cents; Santa Rosa, 29 cents; Tucumcari, 26½ cents; Bascon, Canadian, Campana, Colfax, Dawson, Taylor, French, N. M., 31½ cents; corn when from Adberg, 25 cents; Bascon, Dawson, French, Taylor, 30½ cents; Tucumcari, 25½ cents; Santa Rosa, N. M., 28 cents; (reduction on corn).

### Missouri, Kansas & Texas

I. C. C. No. A4055, February 12. Flour from Holden, Mo., to Sioux Falls, S. D., 20½ cents (R).

I. C. C. No. A4055, February 12. Flour from Holden, Mo., to Sioux Falls, S. D., 20½ cents (R).

### Chicago, Burlington & Quincy

I. C. C. No. 11221, February 17. Alfalfa meal from Wheatland, Wyo., to East St. Louis, Ill., and St. Louis, Mo., 35 cents (R).

### Michigan Central

Supplement 1 to I. C. C. No. 4718, February 20. Starch (export re-shipping rates) from Chicago, Chicago Heights, Joliet, Matteson, Steele, Kensington, Ill., Mackinaw City, Mich., and Gibson Yard, Ind., to Baltimore, Md., 13 8/10 cents; Philadelphia, Pa., 14 8/10 cents; New York, 16 8/10 cents (A).

### Illinois Central

Supplement 7 to I. C. C. No. A8286, February 22. Between Leeds and Sioux City, Iowa, and Sioux Falls, East Sioux Falls and Rowena, S. D., corn, rye, oats, barley and articles taking same rates, 9 cents; Hills, Minn., 7 cents.

### New York Central

Supplement 3 to I. C. C. No. B23697, February 23. From Buffalo, N. Y., to Albany, N. Y., wheat, 6.3 cents; corn, 5.5 cents; rye, 5.8 cents; barley, 5 cents; flaxseed, 5.8 cents; oats, 3.4 cents per bushel; to Boston, Mass., wheat, 8.4 cents; corn, 7.9 cents; rye, 8.1 cents; barley, 6.8 cents; flaxseed, 8.4 cents; oats, 4.7 cents; to New York, N. Y., wheat, 6.8 cents; corn, 5.5 cents; rye, 6.3 cents; barley, 5.5 cents; flaxseed, 6 cents; oats, 4.2 cents; to Philadelphia, Pa., wheat, 6.8 cents; corn, 5.5 cents; rye, 6.3 cents; barley, 5.5 cents; flaxseed, 6 cents; oats, 3.95 cents; to Rockland, Maine, wheat, 8.9 cents; corn, 8.4 cents; rye, 8.6 cents; barley, 7.3 cents; flaxseed, 8.9 cents; oats, 5.2 cents (all advances).

## IN THE COURTS

Charles E. McFarland, grain dealer at Sharon, Kan., has filed a petition in bankruptcy.

It is stated that McLaughlin Brothers, grain dealers at Long Branch, Mich., have filed a petition in bankruptcy.

A petition in bankruptcy was recently filed by S. E. Brunson, of the Brunson Feed Company, Latta, S. C., stating total liabilities at \$2,177 and assets at \$6,132.

It is said that a creditors' petition in bankruptcy has been filed against D. W. Ranlet Company, grain and feed merchants at Boston, Mass. The claims amounted to \$7,811.50.

The P. B. Mann-Anchor Grain Company of Minneapolis, Minn., has gone into the hands of a receiver, but it is stated that the company's assets will cover its obligations.

Herbert Coffman, operating a grain and hay business at Harrisonburg, Va., under the firm name of Coffman Brothers, has made an assignment, it is said, with liabilities, \$12,000.

The Pekin Farmers' Grain Company of Pekin, Ill., has been sued by the Burrell Engineering & Construction Company, Chicago, for \$500. The latter drew plans for the defendant's new elevator recently constructed.

The plaintiff was rendered judgment in the sum of \$15.28, in the suit of the Brighton Grain, Flour & Feed Company, Brighton, Ill., against William Schmidt. Suit was brought for \$17.75, the alleged value of oats sold, the defendant claiming, however, that he did not receive full weight.

The case of the Farmers' Elevator & Mercantile Company of Bradley, S. D., against the Chicago, Milwaukee & St. Paul and the Minneapolis & St. Louis Railroads, which was appealed from the board of railroad commissioners to the Circuit Court, has been decided in favor of the defendants. The

plaintiff's effort was to secure connecting tracks at Bradley.

Wallingford Brothers, grain dealers at Wichita, Kan., have filed suit against the Farmers' Supply Company for a judgment of \$1,850, alleging that a grain contract for 10,000 bushels of wheat was unfulfilled.

In the case of Lamson Brothers & Co., of Chicago, versus Lawrence J. West, an elevator owner, to foreclose a mortgage given to cover a deficit in grain margins, decision was rendered in favor of the plaintiff.

In the suit of the George Koch Grain Company, Wichita, Kan., against the Santa Fe Railroad, for alleged loss of grain due to leaky cars, judgment was rendered in favor of the defendant.

### FAILURE TO DELIVER CORN

Judgment was affirmed in the case of *Horner et al. v. Franklin* (171 Southwestern Reporter, 568) before the Springfield, Mo., Court of Appeals.

The plaintiffs sued for damages for the failure of the defendant to deliver a crop of corn which the plaintiffs claim to have purchased from him. The corn, according to the plaintiffs, consisted of the entire crop of the "Lake Farm." This crop amounted to 15,000 bushels, of which amount plaintiffs received 6,000, the other 9,000 bushels going to another party at a higher price, some time later.

The defendant claimed that the contract called for a portion of the crop, just what could be delivered in 60 days. This case came before a jury some time ago and resulted in a verdict for plaintiffs. At that time the defendant appealed. The defendants objected to remarks of the plaintiffs' attorney and also to the testimony offered by witnesses. The court ignored all objections and affirmed judgment.

# HAY, STRAW AND FEED

A. L. Ray has disposed of his feed store at Sylvia, Kan.

E. L. Lope has opened a new feed store at Osceola, Texas.

B. W. Griffith has discontinued his feed business at Little Valley, N. Y.

Nelson & Lasher will open a feed and produce store at Whitehall, Mich.

E. B. Milburn has established a flour and feed store at Calico Rock, Ark.

Fred Gibson has established a new flour and feed business at Fond du Lac, Wis.

M. C. McAdam has sold his flour and feed business at Bath, N. Y., to Harvey N. Wetmore.

F. Woodward has traded his feed business at Shenandoah, Iowa, to H. McIntyre for land.

Durr & Giddings have sold their flour and feed business at Lanark, Ill., to Charles Hower.

J. L. Kennedy has purchased the flour and feed business of Hiatt Brothers at Smithland, Iowa.

W. H. Peters has purchased the feed store of A. F. Pratt and Frank J. Norton at Chula Vista, Cal.

A new feed and fuel store has been opened at Banning, Cal., with Wm. H. Prouty in charge.

The Topeka Feed Company has installed a feed store at 931 North Kansas Avenue, Topeka, Kan.

The hay and grain business of R. L. Tilton & Co., at Aurora, Ind., has been purchased by C. W. Curtis.

C. McAddo has leased the Farmers' Feed Yard at Hamburg, Iowa, and B. McKean will have charge of the business.

The Vincennes Feed & Produce Company, of Vincennes, Ind., was recently incorporated with a capital stock of \$15,000.

F. E. Needham is now the sole owner of the feed store at Arnold, Neb., having taken over G. G. Gunter's interest in the business.

B. B. Elkins has sold his feed and coal business at Goodwell, Okla., to G. R. Grant, who has managed the business for several years.

The flour and feed firm of C. V. Long & Co., Richland Center, Wis., has been dissolved and Lewis McCauley has succeeded to the business.

H. C. Bernatz and Nick Kramer have purchased the feed business of J. L. Zimmerman at Lidgerwood, N. D., and leased the latter's building.

Dell Williams has sold his interest in the Marysville Hay, Feed & Fuel Company, Marysville, Ohio, to D. W. Waters and M. K. Baughn of Raymond, Ohio.

W. E. Wilson has leased a two-story warehouse; also a store room at Russellville, Ky., which will be used as a distributing station for feed, meal, grain and flour.

The Asheville Grain & Hay Company, Asheville, N. C., has been succeeded by the J. D. Earle Feed Company, J. D. Earle having taken over the interest of J. D. Nelson.

The partnership existing between Adolph Pfeiffer and J. M. Ness at Billings, Mont., under the name of Yellowstone Flour, Grain & Feed Company, has been dissolved.

John L. Craib & Co., Inc., of Seattle, Wash., capitalized at \$10,000, have been chartered by the following stockholders: John L. Craib, John E. McCallum and Alex M. Forsythe.

Dadmun Brothers, flour and feed dealers at Whitewater, Wis., have purchased a building adjoining their warehouse, which will be utilized in connection with their elevator.

Paul Carah of Houghton, Mich., has entered into partnership with Frank Froemming in the hay and grain business, and the firm is operating at Algoma, Forestville and Rio Creek, Wis.

Sanders & Meier have sold their feed and fuel business at San Jacinto, Cal., to Alex L. Stewart of Los Angeles, and R. S. Smith of San Jacinto, who will operate as the Stewart-Smith Company, with Mr. Smith manager.

Articles of incorporation have been filed by the J. J. Leutnegger Company of Neenah, Wis., capitalized at \$10,000, to engage in a wholesale feed, grain, flour and merchandise business. The incorporators are J. J. Leutnegger, Caroline Leutnegger and George Klinke.

The Canadian Pacific Railroad has manufactured at its Angus shops, Montreal, Que., a special hay press for baling hay bought in Canada by the British and French governments. It turns out a bale

a minute, 4x17x22 inches, and averaging 100 pounds in weight.

L. E. Cannon of Chino, Cal., has taken over the feed and fuel business of Mrs. H. C. Fisher at Lordsburg, Cal. Mr. Cannon was at one time manager of the Chino Feed & Fuel Company at Chino.

## CALIFORNIA SURPLUS ALFALFA

The enormous yield of alfalfa in California, Kansas and other hay districts has made the disposition of the surplus crop this year a momentous question with many growers. An article in the "Orchard and Farm" deals with the problem at some length. In Kansas some farmers have prepared to hold their hay over for a later season by the construction of roofs over their stacks, the cost being much less than the hay saved, it is claimed, while in California stockmen having alfalfa farms in connection with their ranges will hold their surplus for the next dry year.

It has been suggested that, owing to the low prices of alfalfa this year, farmers feed their cows alfalfa to realize the greatest possible profit in the dairy market, as it is believed that European conditions will require much of our surplus butter. Where dairies have feed cutters, the alfalfa hay should be cut fine and sprinkled with molasses, making a good feed for growing hogs. Also, calves and sheep that are being prepared for the market might very profitably be fattened on alfalfa at prevailing low prices.

It is stated that it will be to the advantage of the farmers to keep their stock off of the alfalfa fields this year, as it is a very good time to permit the plants to thicken. Also, when the necessity of allowing stock to graze on the alfalfa fields is not felt, the reseeding of bald spots caused by pasturing or other means, can be carried on without interruption.

## ST. LOUIS HAY MARKET

Under date of February 8, Toberman, Mackey & Co., of St. Louis, Mo., give the following: "The arrivals of hay on both sides of the river today were moderate. The market is steady all around with a fair inquiry. Buyers seem to be taking hold of more hay than they did last week. It is our opinion that the market will not change much, still there is quite a surplus on hand of the medium grades, which will probably take another week to clean up.

"Strictly high grades of timothy, also clover, very scarce and in good demand. Prairie market on the medium and lower grades absolutely overstocked, and low prices have to be accepted in order to effect sale."

The Martin Mullally Commission Company, St. Louis, Mo., says under date of February 11:

"Receipts of hay during the past week were liberal, being 300 cars in compared with 417 the preceding week, and 334 the week before, and our timothy hay market ruled steady and about unchanged with a good demand for high No. 1 and choice hay of all kinds, which were the minor portion of the offerings; there is a fair demand for the lower grades of timothy and mixed hay and the movement here was free and the market kept well cleaned up and is in a good condition for fresh arrivals, and we advise prompt shipments. Pure clover hay is scarce and wanted.

"Prairie hay is in liberal offerings, and ruling quiet and easier, at a lower range of prices. While there is a fairly good demand for high No. 1 and choice at the prevailing prices, though prices even on the best grades are not ranging as high as they have been, and the demand for No. 2 and lower

grades is very limited, and prices on medium and low grades are very irregular, as the offerings of such hay are in excess of the demand.

"Alfalfa hay is ruling steady with a good demand for all grades, though the offerings of alfalfa hay have increased some. Buyers have been taking most everything offered on arrival, causing a free movement and keeping the market well cleaned up right along, and while the demand continues good for alfalfa hay we advise prompt shipments. There is no good in holding alfalfa longer, as we do not look for any improvement in prices over the present."

## DRIED GRAINS AND YEAST FOR CATTLE FEEDING

In a leaflet recently issued by the British Board of Agriculture, attention is drawn to a number of useful feeding stuffs, some of which have hitherto been largely exported, but which will in all probability now be obtainable in England at relatively low prices. Among them are dried grains and dried yeast, concerning which the Board states that the dried grains constitute a by-product of the brewing and distilling industries, and represent the dried residues of the grains (chiefly barley) which have been converted into malt and subjected to thorough extraction. They contain all the husk of the barley, a considerable proportion of which, however, is digestible, and also the bulk of the albuminoids or flesh-forming substances present in the original grain; the greater part of the starch has been removed. As a feeding stuff, dried grains are intermediate between undecorated cotton cakes and sharps; in round figures the relative feeding value of the three may be placed at 4:5:6. There is a difference of opinion as to the relative feeding value of distillers' grains and brewers' grains. The former are generally the more expensive to buy, but if the foods are judged by their chemical composition, there can be very little difference between the two. It must be remembered, however, that while chemical analysis is useful as a guide, it does not afford complete information as to the relative feeding value of different commodities. Dried grains are much liked by stock, and are generally recognized as an excellent feeding stuff for fattening stock. Numerous experiments both in America and abroad have shown that pound for pound, and in moderate quantities, they may be equal to oats in feeding horses at ordinary work.

## HUFFINE & COMPANY

Wholesale **HAY** and Grain

(Members National and Kansas City Hay Dealers Association)

Established 1888.

Kansas City, Mo.

"Price and Quality Right"

# DYER & CO.

Reliable **HAY** Merchants

Write us for delivered prices  
on ALFALFA

705 Live Stock Exchange, KANSAS CITY, MO.



## Carlisle Commission Co.

(Established 1889)

### WHOLESALE HAY AND GRAIN

736-738-746 Live Stock Exchange Building

KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.

GET OUR DELIVERED PRICES

## FIELD SEEDS

The M. & M. Seed Company at Larimore, N. D., owned by J. H. Magoris, has been purchased by B. Ford.

McKay, Reece & Co., wholesale and retail seed dealers at Nashville, Tenn., recently moved into new quarters.

The North Dakota Seed Growers' Association held a convention at Fargo, N. D., January 19-23, when a seed exhibition was held.

J. C. Everett & Co., grain and seed dealers at Maysville, Ky., contemplate the erection of a seed warehouse and 50,000-bushel elevator.

The Wood-Beasley Seed Company has succeeded the Diamond Seed Company at Springfield, Mo. The officers of the new company are W. J. Wood and E. Beasley.

The United Seed & Fruit Company has succeeded the Farmers' Supply Company, the Roswell Seed Company and the Roswell Produce Company at Roswell, N. M.

G. Clay Goodloe, former manager of the Central Kentucky Blue Grass Company, is now conducting the Goodloe Seed Company at Lexington, Ky., which he recently organized. He is specializing in field and clover seeds.

The Wichita Central Seed Company and the Marlow Seed Company, Wichita, Kan., have consolidated their interests and the business will be

August A. Hummert, vice-president and manager, and Henry J. Stratmann, treasurer.

The D. D. Simmons Company has opened a seed, grain and potato business at Moorhead, N. D. It is using the warehouse of W. D. Davy on the Great Northern tracks for storage purposes and is also conducting a branch at Fairmount, N. D.

Since the formation of the Crawfordsville Seed Company at Crawfordsville, Ind., July 1, 1914, the firm has enjoyed a most satisfactory business, the encouraging growth of which recently made necessary the enlargement of the company's quarters. For this purpose the building formerly used by the City Electric Light Company was secured and the structure affords ample room and is practically fire-proof. It is of brick construction with a slate roof. The firm consists of A. H. Flanigan and Shirl Herr, the former having been associated with the Crabbs-Reynolds-Taylor Company for 14 years previous to engaging in business on his own account, and the latter was foreman with the same company for nine years.

### MAKING THE PACE

A great many of us would go into the seed business or seriously consider the venture if success were as much of a certainty as in the case of the Rudy-Patrick Seed Company of Kansas City, Mo.



HOME OF THE RUDY-PATRICK SEED COMPANY, KANSAS CITY, MO.

conducted from the Marlow store at 119 West Douglas Avenue.

Peter W. Wolf, Richland, Wis., will build an addition to his seed house and install a new seed cleaning mill.

C. Scott & Co., seedsmen and grocers at Greensboro, N. C., have enlarged their business to conduct a wholesale seed department. The officers of the firm are as follows: C. Scott, president; W. C. McLean, vice-president, and Penn Scott, secretary-treasurer.

The McVay Seed & Floral Company has been organized at Birmingham, Ala., to succeed the McVay Seed Company. The new firm has restocked its store and installed improvements, and its officers are as follows: Dr. R. V. Mobley, president; J. Howard Perdue, vice-president; R. V. Harris, secretary and treasurer. The capital stock is \$10,000.

Incorporation papers have been filed by the Page-Phillips Seed Company of Toledo, Ohio, capitalized at \$50,000. Thomas H. Hill and others are the incorporators. Some time ago, W. S. Phillips, well-known seed dealer, assigned, and E. L. Page, president of the Page Seed Company, Greene, N. Y., purchased the assets of the company. The incorporation followed.

The St. Louis Seed Company, St. Louis, Mo., has returned to its old location at 11-13 Washington Avenue, occupied previously to the fire which destroyed its building. The new house is a four-story structure of the slow combustion type and is fitted with new fixtures. The officers of the company are: N. B. Pautler, president; John A. Rau, secretary;

The remarkable growth of this company since its incorporation in 1911 has caused some little comment.

However, success is about the surest thing in the world for a body of seed men with an abundance of ability, honest and progressive methods, and experience in every phase of the business; and the members of this firm qualify.

When the company was incorporated all the business was carried on in a small building with a floor space of only 13,000 square feet. The business soon outgrew this building and it was necessary in January, 1913, to move to new quarters with 35,000 square feet of space. This building was in a better location and a lease was drawn up and signed for five years, but this place proved entirely too small for the fast growing firm.

Last September two buildings were secured at Ninth and Santa Fe Streets and directly on the railroad. One building is six stories high and the other five. These new buildings have a floor space of approximately 100,000 square feet and a capacity for unloading and loading four cars a day. The equipment consists of modern types of cleaning machines and sorting and sacking machinery. This organization has built up a large business in alfalfa and millet seed throughout this country and a larger foreign business in meadow fescue grass seed.

The officers of the company are Howard S. Patrick, president; Frank Rudy, vice-president; Roy A. Edwards, vice-president; John W. Miller, secretary, and Wilbur E. Hoover, treasurer. The

traveling representatives of the company are Fred A. Starry and Ross M. Eldridge.

### SEED TRADE-MARKS REGISTERED

The following illustrated trade-marks for seeds were registered with the Trade-Mark Bureau of the U. S. Patent Offices, during the past two months:

"Gopher" field, clover, garden, grass and flower seeds. Northfield Seed & Nursery Company, Northfield, Minn. Filed August 20, 1914. Serial No. 80,705. Published December 8, 1914. See cut.

"Maximum" field, clover, garden, grass and flower seeds. Northfield Seed & Nursery Company, Northfield, Minn. Filed August 20, 1914. Serial No. 80,706. Published December 8, 1914. See cut.

"Cannon" field, clover, garden, grass and flower seeds. Northfield Seed & Nursery Company, Northfield, Minn. Filed August 20, 1914. Serial No. 80,707. Published December 8, 1914. See cut.

"Excelsior" grass seed. Whitney-Eckstein Seed Company, Buffalo, N. Y. Filed May 24, 1911. Serial



No. 56,575. Published December 15, 1914. See cut. "Yellow (B. & G.) as Gold" seeds. Blackman & Griffin Company, Ogden, Utah. Filed December 31, 1913. Serial No. 74,909. Published December 22, 1914. See cut.

"Monitor Brand" field and grass seeds and seed grain, particularly on timothy, both red and white clover, alsike, alfalfa, red-top, lawn grass seed; also pasture and lawn mixtures. The Illinois Seed Company, Chicago, Ill. Filed October 5, 1914. Serial No. 81,664. Published February 2, 1915. See cut.

"Magnet Brand" field and grass seeds and seed grain, particularly on timothy, lawn grass seeds; also pasture and lawn mixtures. The Illinois Seed Company, Chicago, Ill. Filed October 5, 1914. Serial No. 81,665. Published February 2, 1915. See cut.

"Axe Brand" field and grass seeds and seed grain, particularly on timothy, both red and white clover, alsike, lawn grass seeds; also pasture and lawn mixtures. The Illinois Seed Company, Chicago, Ill. Filed October 5, 1914. Serial No. 81,666. Published February 2, 1915. See cut.

"Coin Brand" field and grass seeds and seed grain, particularly timothy, both red and white clover, alsike, alfalfa, lawn grass seeds; also pasture and lawn mixtures. The Illinois Seed Company, Chicago, Ill. Filed October 5, 1914. Serial No. 81,668. Published February 2, 1915. See cut.

"Sickle Brand" field and grass seeds and seed grain, particularly on timothy, red and white clover, alsike, alfalfa, lawn grass seeds; also pasture and lawn mixtures. The Illinois Seed Company, Chicago, Ill. Filed October 5, 1914. Serial No. 81,669. Published February 2, 1915. See cut.

"Coker's Pedigreed Seed—Blood Will Tell" farm and field seeds. The words "Coker's Pedigreed Seed" are disclaimed as a part of said trade-mark. The Pedigreed Seed Company, Hartsville, S. C. Filed November 25, 1914. Serial No. 82,917. Published February 2, 1915. See cut.



**Grain and  
Seeds**

**ALFALFA SEED FOR SALE**

Samples and prices on request. E. G. RAYMERS, Marquette, Neb.

**FOR SALE**

Whip-poor-will Cow Peas. P. L. ZIMMERMAN CO., St. Louis, Mo.

**FOR SALE**

Genuine Sweet Clover and Sudan Grass Garden Seed. AYE BROS., Blair, Neb.

**WRITE FOR PRICES**

On Timothy and Clover Seeds in car and less car lots. J. B. LEVEILLE, Eyota, Minn.

**WANTED**

Mammoth Seed true to name. Mail samples to WALTER G. TRUMPLER, Tiffin, Ohio.

**FOR SALE**

No. 1 Western Nebraska grown Feterita Seed for sale by grower. Write J. E. WARRICK, Hastings, Neb.

**GRASS SEED FOR SALE**

Parties wanting Sudan grass seed, communicate with LUBBOCK GRAIN & COAL CO., Lubbock, Texas.

**SEEDS FOR SALE**

Medium Red, Mammoth, and Alsike Clover Seed; Alfalfa and Timothy Seed. J. W. RICHARDS, Ferris, Ill.

**FOR SALE—SWEET CLOVER SEED**

White and large Biennial Yellow. Samples and prices on request. BOKHARA SEED CO., Box 95, Falmouth, Ky.

**SUDAN GRASS SEED FOR SALE.**

Northern grown Sudan grass seed for sale. Free from Johnson Grass. Write for prices. FRED LEIDIGH, Box 26, Hutchinson, Kan.

**WANTED**

Seed Corn, Seed and Feed Oats, and Millet. We can use several cars of each. Send samples and prices. SHULTZ SEED CO., Olney, Ill.

**SEED WANTED**

We are in need of New Crop Red and Mammoth Clover, Alsike, Alfalfa, Timothy, Orchard Grass, Blue Grass and Red Top. PENINSULA PRODUCE EXCHANGE OF MARYLAND, Pocomoke City, Md.

**HAY AND GRAIN WANTED**

Wheat, corn, ear corn, oats, straw, milling buck-wheat, potatoes, cabbage, onions, etc. If you are a buyer of mill feeds, cotton seed meal, old process oil meal, I can save you money. C. T. HAMILTON, New Castle, Pa.

**SEEDS FOR SALE**

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

**TRAVELING SALESMEN WANTED TO SELL SEEDS**

Position open now for two experienced seed salesmen who have been successful. State experience in full, former employer, and any other information essential in determining the fitness of applicant. All correspondence strictly confidential. NORTH-RUP, KING & CO., Seedsmen, Hennepin Ave., and First St., Minneapolis, Minn.

**WANTED**

Clover and Alsike Seed. Mail Samples and quote prices. PHILADELPHIA SEED CO., Philadelphia, Pa.

**SUDAN GRASS**

The most wonderful grass ever introduced or known in this country. Now known by reputation by all of our Agriculture. Last year sold at \$2.00 to \$2.50 per lb. Price now: 1 lb. 60c, 5 (for 1 acre) at 55c, 10 at 50c, 100 at 45c, 200 at 40c.

N. L. WILLET SEED CO., - Augusta, Ga.

**THE ILLINOIS SEED CO.  
CHICAGO, ILL.**

*We Buy and Sell*

**FIELD SEEDS**

Ask for Prices. Mail Samples for Bids.

**SOUTHWORTH & CO.**

**GRAINS  
SEEDS  
PROVISIONS**

36-37 Produce Exchange Building.  
TOLEDO OHIO

**BUYERS  
and  
SELLERS**

Medium, Alsike,  
White, Alfalfa,  
Clover, Timothy,  
Grasses, etc.

Mail Samples. Ask for Prices.

**Milwaukee Seed Co.**  
Milwaukee, Wis.



**MISSOURI SEED CO.**

CAR LOTS

**ALFALFA, CANE, MILLET  
KANSAS CITY, MO.**

**SEEDS**

Grain, Clover and Grass Seeds,  
**CHAS. E. PRUNTY,**  
7, 9 and 11 South Main St. SAINT LOUIS

**WE BUY**

**WE SELL**

**Clover and Timothy Seeds**

GET IN TOUCH WITH US

**CRABBS REYNOLDS TAYLOR CO., Crawfordsville, Ind.**

**ALFALFA SEED**

Non-Irrigated New Crop

ROYAL QUALITY KANSAS GROWN

Over 99 per cent pure

We also make a Specialty of

**MILLET AND CANE**

We will be pleased to submit samples and prices upon application

**RUDY-PATRICK SEED CO.**

N. E. Cor. Ninth and Santa Fe Streets, KANSAS CITY, MO.

The **ALBERT**

**DICKINSON**

**COMPANY**

**GRASS SEEDS FIELD**

To Meet Demands Of

**PURE SEED LAWS**

Chicago

Minneapolis

# OBITUARY

Harry G. Flynn of the grain firm of J. E. & H. G. Flynn, Converse, Ind., passed away on January 24.

Trevor Roberts of Winnipeg, Man., inspector for the Grain Exchange at that place, recently passed away.

Augustus Wedsworth, president of the Cascade Milling & Elevator Company, Cascade, Mont., passed away on January 14.

Edgar Orthwein, grain dealer at St. Louis, Mo., died suddenly on February 5, aged 34 years. Mr. Orthwein was a son of Mr. and Mrs. Orthwein of St. Louis.

Frederick W. Eva, chief grain inspector of Minnesota, died suddenly at his home in St. Paul, on January 19. Details of his life are given elsewhere in this issue.

David F. Silbert, well-known in the grain and flour trade and a member of the Boston Chamber of Commerce for 20 years, passed away on January 26, aged 70 years.

D. E. Loomis, vice-president of the Nichols-Hamill-Loomis Company, wholesale hay and grain dealers at Los Angeles, Cal., passed away recently, following a prolonged illness.

Z. A. Perkins, grain dealer, died at Vancouver, Wash., on January 26. Mr. Perkins formerly lived at Nez Perce Idaho, where he was engaged in the grain business for many years.

D. M. Burner, aged 73 years, for many years engaged in the grain trade at New Holland, Ill., died on January 16. Mr. Burner entered the trade in 1876 and retired but a few weeks ago.

Lorenzo J. Lamson, of the house of Lamson Brothers & Co., passed away at his home in Chicago, on February 5, aged 74 years. An account of his life is given elsewhere in this issue.

Ole Randall, for several years manager of the Kensett Farmers' Elevator Company, passed away at Kensett, Iowa, on January 19. Mr. Randall was one of the leading residents of Worth County.

Norman Bruce Ream, former Chicago grain and stock commission merchant, died in New York City on February 9, aged 71 years. Further details of his life are given elsewhere in this issue.

August Cazalet, aged 89 years, retired grain dealer and banker, died at his home in Assumption, Ill., on February 11. He was the owner of 2,500 acres of land in Christian County and his estate is valued at \$500,000.

Joseph Oleson, who has conducted a grain business at Ellsworth, Iowa, for the past 15 years, died on January 30, following a brief illness with pneumonia. Mr. Oleson was 45 years of age and well known to the trade in his community.

H. W. West, grain buyer for the Kansas Milling Company, Wichita, Kan., passed away on January 23, following a surgical operation. Mr. West was well known to the grain trade of Kansas, and at one time was associated with the Ernst-Davis Grain Company of Kansas City.

J. E. Haworth, aged 73 years, died at his home in Noblesville, Ind., on February 6. Mr. Haworth was engaged in the milling and grain business at Georgetown, Ill., about 20 years prior to 1900, the last ten years of which he was senior member of the firm of Haworth & Spang.

The death of Charles C. Norris, former well-known flour, feed and grain commission merchant of Philadelphia, and a member of the Commercial Exchange, occurred at Bellfonte, Pa., recently. Mr. Norris was 72 years of age and retired from business activities some time ago.

A. V. Samuels, feed and grain merchant at Iowa City, Iowa, died in Chicago on January 15, while on a visit. Mr. Samuels had been ill for several months and had planned a sojourn of several weeks in Chicago. He is survived by his wife and a son. Burial was made at Marseilles, Ill., his former home.

Following an operation performed at Fort Worth, Texas, Homer H. McGee, for many years a dealer in hay, feed and stock at New Orleans, La., died last month. Mr. McGee was well known to feed merchants in the South and had gone to Fort Worth to purchase horses and mules for the French government.

John U. Stott of Stott & Danner, dealers in grain, wool, beans, coal, brick, etc., at Muir, Mich., died at his home in that place on January 30. Mr. Stott was at one time connected with the firm of Hawley, West & Co., and later with Hawley & Stott. On May 28, 1913, Mr. Danner purchased Mr. Hawley's interest in the elevator business, which has been continued since that time by Stott & Danner. The busi-

ness will be continued hereafter under the same style.

L. G. Anderson, one of the oldest members of the grain trade at Memphis, Tenn., passed away several days ago. For many years, Mr. Anderson was manager of the warehouse of Webb & Maury, but resigned owing to poor health, while recently he accepted a position with John Wade & Sons, but was unable to continue work due to the state of his health.

William Warren Dines, grain commission merchant, passed away at his home in Winnipeg, Man., recently. Mr. Dines was born at Georgetown, Ont., on March 26, 1854, and went to Winnipeg in 1882, three years later engaging in the grain business. He continued as a broker until four years ago, when he retired, owing to ill health. Surviving him are a wife and five children.

Emmor Hickman, pioneer grain man of Iowa and for more than 40 years engaged in the grain business at Davenport, Iowa, died at his home in West Chester, Pa., on January 12, aged 94 years. Mr. Hickman was born near Thornton, Pa., on April 14, 1820, and went to Davenport in 1860, where he resided until 1900, when he retired from active business and removed to West Chester.

Rolland L. Porter, formerly engaged in the grain, feed, flour, lumber and coal business at Mukwonago, Wis., died at his home in Chicago on January 25. Mr. Porter was born in Vernon, Wis., November 25, 1846, and in 1867 went to Cedar Rapids, Iowa, where he engaged in the commission business. He remained there two years and then went to Milwaukee, Wis., where he was employed in the pension office until 1872, later, with others, organizing the Northwestern Oil Company. In 1882 he removed to Vernon, Wis., and remained there four years, in 1886 engaging in the flour, feed, grain, lumber and coal business at Mukwonago, Wis., where he continued for many years. Later he went to Milwaukee and then to Chicago. He was a member of the Knights of Pythias and other fraternal organizations.

Following an illness from pneumonia, Frank E. Marshall, well-known grain expert, passed away at his home in Germantown, Philadelphia, on January 29. Mr. Marshall was secretary of the North American Grain Export Association for several years and for five years held the position of secretary of the Philadelphia Commercial Exchange. He had gained a wide reputation as a grain expert throughout the United States and Canada and was favorably known to foreign grain circles. He was born in Mobile, Ala., 57 years ago, and at one time lived in Baltimore. Recently he had maintained an office in the Bourse as a grain broker, representing Baltimore and Canadian grain firms. Mr. Marshall was a lover of art in all its forms and had a rare collection of paintings, books and antiques. A widow and one daughter survive him.

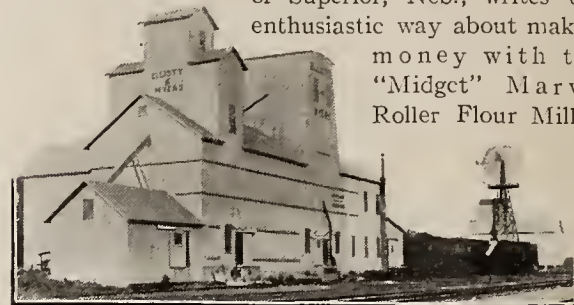
The death of R. M. Shackelford, manager of the grain business of the Southern Pacific Milling Company at Paso Robles, Cal., occurred on January 13 at his home in that place. Mr. Shackelford was 82 years of age and had been associated with the grain trade for many years. In 1873 he went to Hollister, Cal., where he installed the first public water service, and became associated with the Hollister Milling Company and later assisted in organizing the Central Milling Company, which eventually was merged with the Sperry Flour Company. Still later, Mr. Shackelford became a manager for the Southern Pacific Milling Company, a large grain and warehouse firm operating on the Pacific Coast, and had been associated with the company for more than a quarter of a century. He is survived by his widow, one son, a sister and five nephews and nieces.

Jesse E. Northrup, president of Northrup, King & Co., seed merchants, died on February 3, at his home in Minneapolis, Minn., aged 57 years. Mr. Northrup had been suffering a decline since a stroke of apoplexy four years ago. He founded the company with which he was interested in 1884, and by continued experimental work became an important factor in the advancement of agriculture in Minnesota and the Northwest, and is said to have been successful in gradually extending northerly the practicable limit of many crops, particularly corn. He was born in Salem, Mich., December 1, 1857, and entered business as a seedsman in 1879, five years later going to Minneapolis. Mr. Northrup was greatly interested in the development of the Minneapolis park system and served as a park commissioner for many years, having been president of the park board from 1907 to 1909. He is survived by one son and three daughters.

## Grain Dealers Can Easily Gain \$5,000 a Year

Says a Big Nebraska Grain Firm

In a letter to a grain firm in a neighboring city, the well-known grain and elevator firm, Elliott & Meyers, of Superior, Neb., writes this enthusiastic way about making money with the "Midget" Marvel Roller Flour Mill:



Elevator and Mill Plant of Elliott & Meyers, Superior, Neb.

Superior, Neb., Jan. 9, 1915.

"There's nothing in our opinion that would give you more satisfaction and profit than the installation of a "Midget" Marvel flour mill. Better still, you can get a market for all the flour you can produce."

ELLIOTT & MEYERS.

### Can Easily Make Gain of \$5,000 a Year

"With a 50 barrel 'Midget' Marvel plant, and at the same time, save your farmers as much as you make on flour."

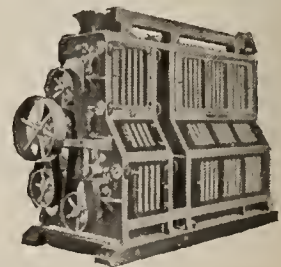
"With the 'Midget' Marvel you can absolutely dictate the prices to your competition. Write grocers here and at nearby towns and hear what they have paid for flour within the last six months and see for yourself."

"The big merchant millers can't afford to pay freight to and fro and give us 'little' fellows any trouble. It certainly will pay you to compare the 'Midget' Marvel flour with the flour of the big mills."

So write scores of others about the "Midget" Marvel mill. We want to send you their letters. We also want to send you our interesting free book, "The Story of a Wonderful Flour Mill," so you can see for yourself what a good money-making proposition it is.

You, as a grain dealer, may have always thought that the milling business required a great deal of capital; that it needed a great big three-story building with a big power plant to run it. Not so! You can build a "lean-to" to your elevator, as many others have done, or possibly install it in the elevator itself, and run it on your waste power. It's an established fact that the grain dealer can start a "Midget" milling business in connection with his elevator with about half as much capital as a man beginning new in the business.

The only trouble is that we cannot tell you all about this mill in so small a space. But briefly, the "Midget" Marvel is a self-contained flour mill—a mill that will make your flour really "best." This is a real red-blooded opening for a red-blooded man; for a man who wants to increase profits and monopolize business in his community. It's an ideal chance for the live manager of a Farmers' Elevator Company to increase his own efficiency and the dividends of the business. Every progressive small town will have one of these mills. The wideawake man gets it. Are you he? Then write for this "Story of a Wonderful Flour Mill" today.



ANGLO-AMERICAN MILL CO., Inc.  
445 Trust Bldg., Owensboro, Ky.

# FIRES-CASUALTIES

The elevator of E. A. Rutherford at Sheridan, Mich., was entirely destroyed by fire on January 24.

F. E. Michaels' elevator at Scranton, Kan., was recently burned together with approximately 3,000 bushels of corn.

The Northern Pacific Elevator at Ashcreek, Minn., together with 8,000 bushels of corn, was burned on February 8.

The feed store and mill of F. L. Davis at Grand Junction, Wis., with a barn, were burned last month, resulting in a loss of about \$15,000.

The mill of the Frankfort Grain Company at Frankfort, Mich., was entirely destroyed by fire on February 2 with a loss of \$10,000.

W. B. Gilson, flour and feed dealer at Derry, Pa., recently suffered a fire loss, when his plant was damaged supposedly by incendiaries.

Fire damaged the grain warehouse of Nein & Fisher at Lancaster, Pa., on February 4, the loss amounting to \$5,000, covered by insurance.

The Texas Cotton Seed House at Longview, Texas, was destroyed by fire on January 18, together with a quantity of cotton seed. There was no insurance.

The elevator of the West Grain Company at Carlstadt, Alta., was burned with a loss of \$20,000. Five thousand bushels of wheat were consumed with the house.

Fire destroyed the Clarendon Grain Company's livery barn, thresher, separator and shuckhouse at Clarendon, Texas, recently, with a loss of about \$5,000.

The Imperial Elevator Company, Ltd., recently lost its elevator at Russell, Man., by fire, together with about 8,000 bushels of wheat and 6,000 bushels of oats.

Thirty thousand bushels of grain were consumed in the fire that destroyed the elevator of the Winnipeg Elevator Company at Indian Head, Sask., on January 22.

The seedhouse near Buckholts, Texas, was recently burned, together with \$400 worth of corn and hay owned by J. E. Hill & Co. The loss is partially covered by insurance.

On January 28, the elevator annex of the Hastings Mill, Hastings, Neb., was destroyed by fire, with its grain contents, entailing a loss of \$25,000. The house will be reconstructed.

Loss estimated at \$8,000 was entailed in the burning of the Big Four Railway Company's elevator at Beaverville, Ill. The damage was practically covered by insurance.

The 25,000 bushel elevator at Carthage Junction, Minn., owned by the Monarch Elevator Company of Minneapolis, Minn., was burned on February 5, with a small quantity of wheat.

The plant of the Rexburg Milling & Elevator Company at Rexburg, Idaho, was burned last month, together with about 15,000 bushels of grain. The loss was \$60,000, with \$30,000 insurance.

The warehouse of the Holdenville Grain & Produce Company, Holdenville, Okla., was damaged by fire on January 20, entailing a loss of \$2,300. The building is located but a few feet from the firm's elevator.

Fire in a cob house adjoining the Turner-Hudnut Elevator at Pekin, Ill., on February 7, presumably caused by spontaneous combustion, damaged the structure and for a time threatened the main elevator building.

Fire destroyed the feed store and barn of Jacob Reinhr at New Brighton, Pa., on January 20, causing a loss of \$3,000. The loss included a carload of hay, 600 bushels of oats, other quantities of grain and two wagons.

Seven cars of corn valued at several thousand dollars were part of a train of cars that cut loose on a switch of the Louisville & Nashville Railroad at Evansville, Ind., on January 18, and plunged into the Ohio River, resulting in a total loss.

The grain house of the Cullen Elevator Company at Coulee, N. D., was completely destroyed by fire on January 24, together with 12,000 bushels of grain. The flames originated in the office from an overheated stove, and the total loss was estimated at \$15,000.

Eight tanks of wheat, containing about 12,000 bushels of grain, were consumed in the fire that destroyed the plant of the Plano Milling Company at Plano, Texas, on January 17, resulting in an entire loss of approximately \$90,000, fully covered by insurance. The stock of wheat was valued at about \$15,000. The property was owned by Maney, Key &

Moore of Oklahoma City, Okla., who took over the plant several months ago.

A defective chimney in the Skewis Elevator at Dovray, Minn., resulted in a fire on February 1, which totally destroyed the building, together with 11,000 bushels of grain. As the village supports no water system, it was impossible to save the house. Adolph Cohrs was its manager.

The elevator plant at Krum, Texas, owned by the Bewley Mill & Elevator Company of Fort Worth, Texas, was burned last month, with approximately 10,000 bushels of wheat, entailing a loss of about \$20,000, with partial insurance. It is understood that the house will be rebuilt this spring.

The Minneapolis Feed Company, Minneapolis, Minn., lost its seven-story elevator by fire on January 13. The flames originated in a part of the plant remote from the heating equipment and had gained such headway when discovered that the plant could [CONTINUED ON PAGE 564.]

## MACHINERY

### FOR SALE CHEAP

Three Fairbanks-Morse Engines:—One 20 h.p. \$315; one 25 h.p. gasoline-kerosene, \$365; one 32 h.p., \$395. Other sizes and makes also. BADGER MOTOR CO., Milwaukee, Wis.

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### FOR SALE

2,500 second-hand Cotton Wheat Bags holding 2½ bushels. Price 12½ cents f. o. b. St. Louis. Write FOELL & CO., 123 Market St., St. Louis, Mo.

### FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

## ELEVATORS AND MILLS

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Oklahoma elevator, situated in good grain territory. Write or see FOREST LUMBER CO., 1120 Long Bldg., Kansas City, Mo.

### FOR SALE.

A 25,000-bushel grain elevator, 22 miles from Minneapolis on C. M. & St. P. Railroad, in the village of Lakeville, Minn. The elevator is in good condition, with hopper and dump scales, also a gasoline engine and ticket office. Will sell cheap. Inquire of J. J. HYNES, Rosemount, Minn.

### FOR SALE

Nebraska elevator of 40,000 bushels' capacity, stone and cement foundation. Ten-horsepower Lauson Gasoline Engine; Barnard & Leas Separator; Richardson Automatic Scale and Howe Wagon Scale. Machinery in first-class condition. Three acres of ground. On main line Union Pacific R. R., in heart of Nebraska's wheat belt. Have other business matters to attend to. Write for particulars to F. A. KIMBROUGH, Shelton, Neb.

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## Miscellaneous Notices

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## 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.

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**H. R. Lebrecht, Counsel**  
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Clay County Produce Co., Clay Center, Kan.  
Ellinwood Grain & Supply Co., Ellinwood, Kan.

Farmers Co-Operative Elevator Co., Abilene, Kan.  
Farmers Grain, Live Stock & Co-Op. Merc. Assn., Solomon, Kan.  
Hillsboro Milling & Elevator Co., Hillsboro, Kan.  
Wilber & Inness Produce Co., Kansas City, Mo.

[CONTINUED FROM PAGE 563.]

not be saved. The house was partially filled with grain and the entire loss was estimated at \$50,000.

The elevator at Craigville, Ind., owned by C. G. Burk of Decatur, Ind., was destroyed by fire on February 7, with a loss of \$15,000. The house contained one carload of wheat and rye and 2,000 bushels of corn. A carload of corn on the Clover Leaf Railroad tracks was also consumed.

The feed store of Charles Foil at Midway, near Kannapolis, N. C., with other property, was destroyed by fire recently, the flames having originated presumably from a lamp explosion. The stock of feed was insured for about \$1,000. The building was owned by B. L. Umberger and was not insured.

Fire, which recently destroyed the warehouse and elevator of the Summit Fuel & Feed Company at Denver, Colo., entailed a loss of \$40,000 on wheat consumed. The fire is believed to have started from an overheated boiler. The elevator was filled to capacity, about 50,000 bushels, and was partially insured.

Thousands of bushels of wheat, corn, barley and chicken feed were consumed in the fire that destroyed the elevator of the Howard H. Hanks Company at Chicago on February 9, entailing a probable loss of \$65,000. The building was a five-story brick structure and had in storage about 10,000 bushels of grain.

The frame elevator at Evansville, Ind., owned by Edward Goeke and operated by Iglehart Brothers, millers, was destroyed by fire on January 18, the flames having originated from an overheated stove. The house was valued at \$4,000, and contained several hundred bushels of oats, valued at \$1,000. The loss is covered by insurance.

C. Z. Sharp suffered a considerable loss when his elevator at Saranac (mail Chester), S. D., was destroyed by fire last month. The grain house was comparatively new and contained about 10,000 bushels of grain at the time of the fire. The elevator was valued at \$5,000, with \$3,000 insurance, while there was some insurance carried on the grain.

The Martin Lee Elevator at Aneta, N. D., was entirely destroyed by fire on January 25, entailing a loss of nearly \$20,000, with partial insurance. The office fixtures, books, engine and gas tank were taken from the building and escaped injury, but a considerable quantity of grain was destroyed. This is the second elevator that Mr. Lee has lost by fire.

For raising the best corn in his county, Jay Lawrence, a farm lad of Coshocton County, Ohio, has been awarded a twenty-five acre farm.

Large quantities of corn have been purchased in the United States by the farmers of Saskatchewan, Canada, since the reduced freight weights went into effect on January 15.

## EXPERIMENTS WITH COB-ROT IN OHIO

During the past few years experiments and investigations have been made at the Ohio Agricultural Experiment Station to locate the cause of fungus or cob-rot of corn. The results of these investigations are contained in bulletin 265, recently issued by that station.

Cultures were made from the various tissues of an ear of corn upon which the fungus was found, and inoculated into healthy living ears. The fungus was found to grow on ears of corn the stalks of which had been cut about two weeks before. The tips of undeveloped ears were first affected, and as the cob tissue lost its cell sap and the living processes of the cells ceased, the fungus would continue its growth into these parts.

Corn was taken from the field into the laboratory and experimented with. After the ears had been thoroughly sterilized to kill all living tissue, an inoculation was made. The ears were then put into jars and kept moist with sterilized filtered paper. In eight days the fungus penetrated through the cob tissue, passing out and surrounding the kernels and filling up the cavities between the kernels and the rows.

Similar inoculations were made on living corn in the field and on ears in the laboratory, and in eight days showed no development of fungus.

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**Carlisle Commission Co.,** Kansas City, Mo.

ESTABLISHED 1889

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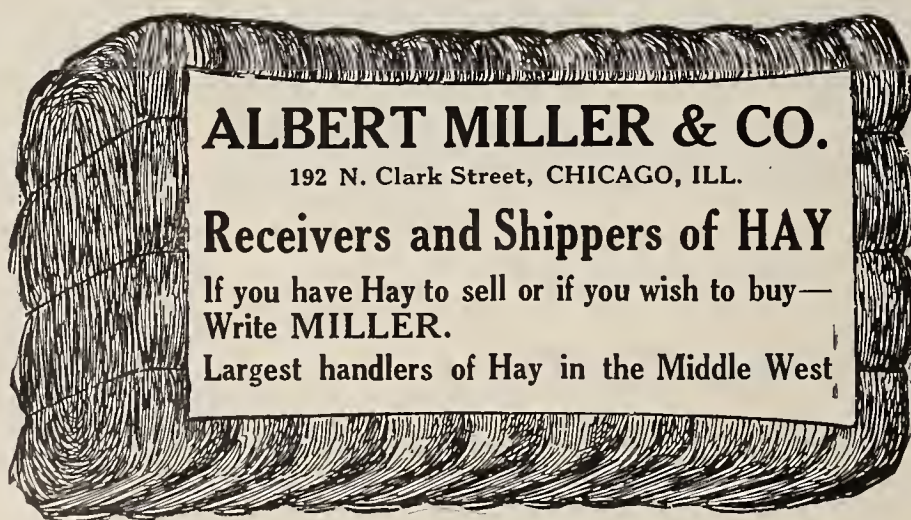
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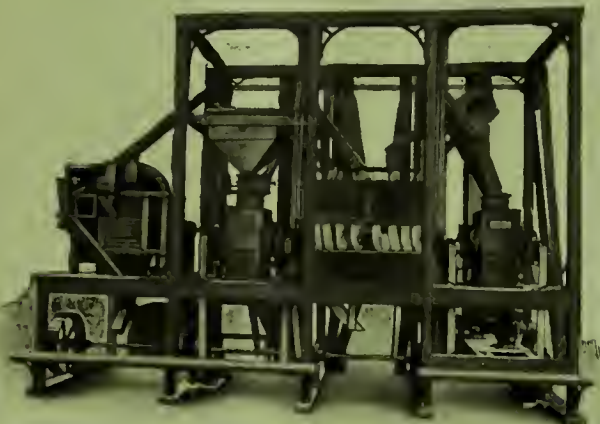
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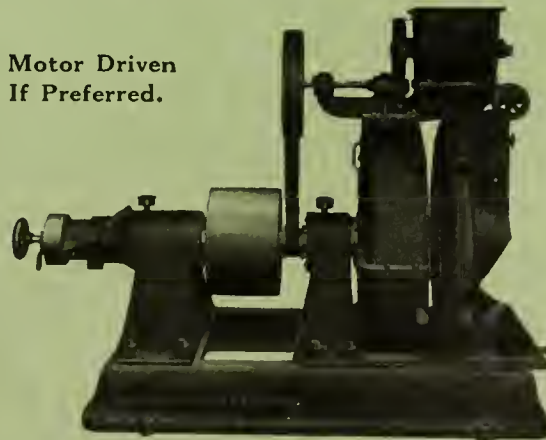
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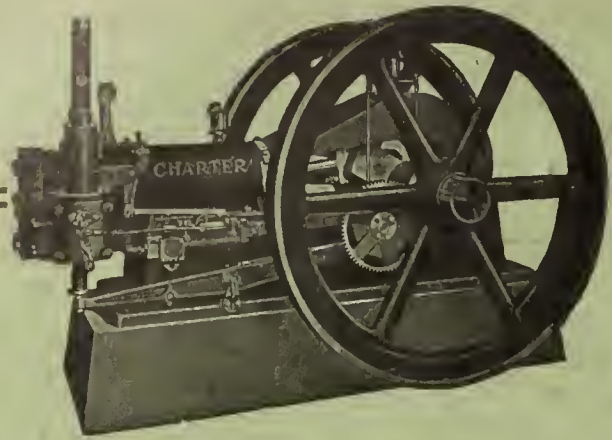
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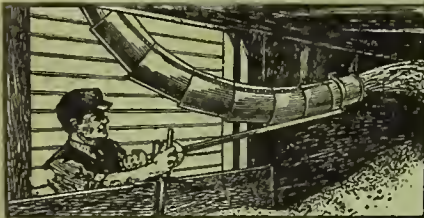
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